

TRUCK NEWS

March 2010 Volume 30, Issue 3

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



BUYER'S MARKET?: If you're owner/operator material, the time may be right to take the plunge.

Bridge battles

Duty-free plaza ordered destroyed in ongoing battle

By Ron Stang

WINDSOR, Ont. – The trucking industry figures in a couple of high profile controversies in the ongoing battle between the privately-owned Ambassador Bridge and a proposal to build a publicly-owned bridge across the Detroit River.

In early February a US circuit court judge in Detroit ruled against the Ambassador Bridge for refusing to live up to an agreement to build a designated ramp for trucks coming from Canada.

The ramp would have taken trucks departing US Customs to where they would connect to the Interstate highway system.

Instead the bridge cordoned off a lane on busy Fort Street in southwest Detroit, forcing trucks to use that instead.

The judge cited the failure to build the ramp as one of several agreed-to items which the bridge has not lived up to, as part of its role in the \$230 million so-called Gateway Project.

The project, mainly finished, is a cluster of new ramps and interchanges intended to expedite traffic on the US side.

Continued on page 7

Used truck market creates opportunities

By Harry Rudolfs

TORONTO, Ont. – Used truck prices have never been lower. If you can find the work, or have your eye on a carrier where you'd like to hang your shingle, this might be the best time to jump into truck ownership. So go ahead and dream. Make up a wish list and see if you can find the sweet-

est rig in the world.

But once you've found that ideal vehicle, you'll have to grapple with getting a loan to buy it. Don't be surprised if the truck you've picked is too dear for your present situation.

First-time buyers are often dazzled by the glitter and can get sucked into buying too much

truck, or options they don't need. Your first truck has to be a workhorse. The extras are nice but they shouldn't influence what you're willing to pay.

Another mistake is not spending enough on a truck. Would-be truck owners see a bargain in an older truck but don't count on expensive

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A new heavy-duty engine

Paccar enters the game with new MX.

See page 31



Inside This Issue...

- **Game on!**: After a one-year hiatus, the National Professional Truck Driving Championships are returning. We preview the event, to be held in Winnipeg. Page 12
- **Maritime merger**: An exclusive interview with the principals behind a new Atlantic Canada mega-fleet. Page 14
- **Over the road**: We welcome the addition of a new column by a full-time professional driver as he reflects on his life as an over the road driver. Page 29
- **Lost keys, found hope**: Mark Dalton intervenes in an unusual altercation. Page 52

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Down in the dumps

I wrote in a recent blog on Trucknews.com that it seems more difficult than ever to make a decent living driving dump truck.

The observation stems from the growing number of calls I field from dump truck operators who say they've been forced to park or sell their rigs since rates have been driven down to unsustainable levels. There's little I can do for these folks, besides lend an empathetic ear.

One such owner/operator was Gord Balford from the Barrie area. He said he has parked his Western Star gravel truck and sold his pup trailer because there are simply too many guys running their trucks for \$70/hr and too many customers exploiting the situation. Some companies – including major corporations – are taking months to pay drivers. Balford had just recently received a cheque in mid-January for work he completed in August.

The sad thing is, take a look at the equipment you see on and around construction sites these days. The nice iron is getting parked because the rates are being undercut by someone with a 1979 beater that spews black smoke at every upshift.

The extent of the problems facing gravel haulers and construction truckers varies by region. One visi-

Editorial Comment

James Menzies



tor to my blog commented that in the Ottawa area, a record snowfall had opportunists running out to buy vocational trucks for snow removal contracts. Come summer, the rate wars were in full gear as those truckers struggled to keep their trucks working. Follow that up with a mild winter and – well, you know what happens.

Out in Alberta, as recently as a few years ago you couldn't help but make money with a gravel truck. The business was so lucrative, in fact, that people from neighbouring provinces flooded to Alberta to cash in on the boom. Now that the economy there has cooled off, the overcapacity there is as bad as in other provinces and, of course, cue the rate-cutting.

Overcapacity and rate-cutting is not a problem that's unique to construction truckers, of course. You'll find evidence of it in every segment of an unregulated industry.

However, it seems more cutthroat

in the construction business than elsewhere. I can't help but feel disheartened by the current state of the construction trucking industry. Fortunately, there are those out there who are willing to work to get their industry back on track. Ron Singer of the Alberta Construction Trucking Association (ACTA) has been working doggedly to have every dump truck operator in that province sign on to a Code of Ethics and Standards that would encourage ethical business practices.

Singer feels that if everyone in the business unites, they can force some real change when it comes to rates and working conditions. We're not talking about union organization and we're not talking about price-fixing – his group is just asking guys to respect one another out there and demonstrate a level of professionalism and courtesy that seems to have been waning in recent years.

There is a precedent for this. The Truckers Association of Nova Scotia (TANS) is a pretty effective little industry group out east that looks after its members and has even convinced government to agree that a certain percentage of trucks on any taxpayer-funded job site

will belong to independents.

Nova Scotia dump truckers are not without their problems, but there's a level of respect among them that's almost non-existent in many other parts of the country. Singer says TANS is the model ACTA aspires to.

We wish Ron and the ACTA well in their endeavour to raise the professionalism of their industry. □

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Railways getting off track

Viewpoint

Lou Smyrlis

Editorial Director



and have been warming up to each other for some time. Whether it's Fastfrate's 10-year partnership with CP Rail, Schneider pairing with CSX or JB Hunt's deal with Norfolk Southern, fact is there are many motor carriers who view intermodal as a more efficient way to move freight beyond distances of 750 miles. Trucking still competes with rail but now requires a strong rail network to ensure a smoothly functioning Canadian transportation network.

So a report that shows such a low shipper satisfaction with rail service

is both an opportunity and a concern. Shippers were asked to rate their satisfaction using a scale of one to seven (with seven representing very satisfied). Consider the major findings: only 17% of shippers rated their satisfaction level a six or seven whereas typical customer satisfaction research generates satisfaction ratings in the 50-70% range; even worse, only 14% of shippers who had access to only one rail line were very satisfied; and just 11% of "captive" shippers, with access to only one rail line and limited or no other shipping options, were very satisfied.

More than a third (35%) of shippers gave dissatisfaction scores of three or lower; 45% say their satisfaction level had decreased over the past three years; particularly worrisome is that 62% said they have suffered a serious financial impact as a result of poor rail freight service.

Most shipper dissatisfaction was linked to problems with on-time de-

livery of cars at origin and destination; timely pick-up of empty cars after unloading; reliability of car supply, including timely release of cars into the system; consistent transit times; and responsiveness of railways to problems. In other words, all the important stuff, except for price.

Such issues present potential service concerns for motor carriers partnering with railways on intermodal moves. When something goes wrong with an intermodal shipment, shippers don't care which mode was to blame. The carrier that booked the business is held responsible. Seems to me that Canada's railways have some issues to address and intermodal relationships can't continue to flourish until they do so. □

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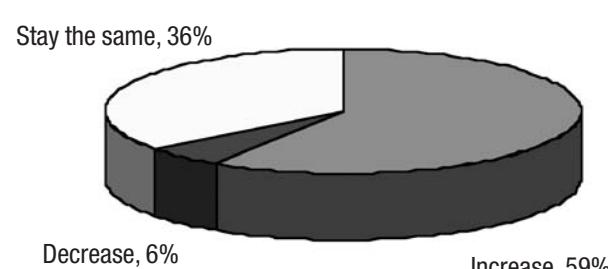
Did you know?

The gap in shipper and carrier freight volume projections

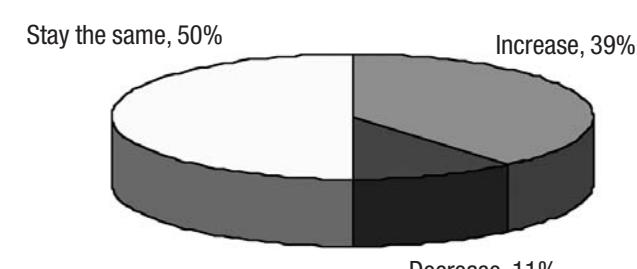
Our research over the years has identified a tendency for shippers to be overly optimistic about future freight volumes. For example, 47% of shippers expected their shipment volumes to increase in 2009, which turned out to be far off the mark. (As it turned out only 27% of shippers actually increased freight volumes in 2009.) But the depth of the recession did wreak more havoc on shipper projections than normal.

Another trend our research has identified is a tendency among mo-

Shipment Level Expectations for 2010 – Shippers



Shipment Level Expectations for 2010 – Motor Carriers



tor carriers to considerably underestimate freight volume projections. For example, even though shippers proved overly optimistic in their freight volume projections, as noted above, motor carriers were overly pessimistic. Only 19% of motor carriers forecast an increase in freight volumes for 2009. The trend appears to be followed again this year. Shippers responding to our latest survey were fairly

positive about 2010, with about 6 in 10 expecting an increase in freight activity from last year's dismal numbers. Yet only 39% of motor carriers are expecting an increase. The majority (50%) expect freight volumes to remain the same.

It is our belief that carrier volume projections being out of sync with shipper projections may also create the possibility for excess capacity in the future. If, for example,

carriers underestimate freight volumes in the first year of a recovery and thus lose out on some business, they may be more prone to overestimate the following year's volumes to avoid making the same mistake. Yet in so doing they may add excess capacity. □

CLASS 8 TRUCK SALES TRENDS

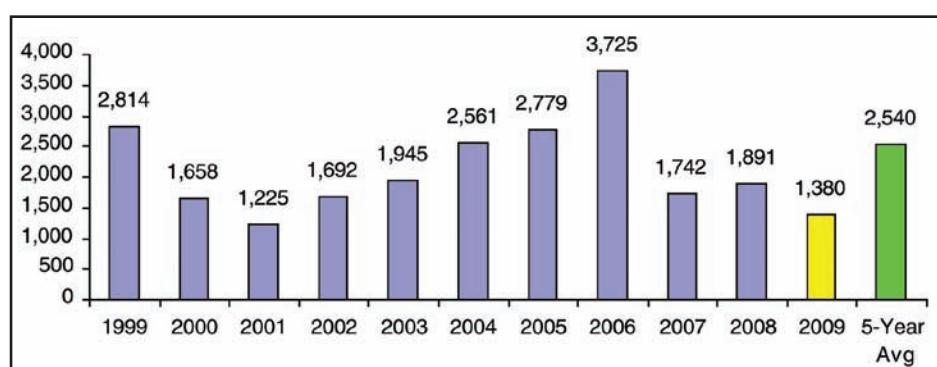
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The best thing that could be said about 2009 is that it's over. December's truck sales, although up from November's dismal numbers, reflected the reality of the year: sales considerably behind the previous year's less than stellar pace, way off the five-year average and so far behind the record year of 2006 that it's hard to believe this country can absorb so many trucks. There were 1,380 Class 8 trucks sold in Canada in December making it the second worst December of this decade. That's more than 400 units off the previous year's pace, about 1,100 units off the five-year average and more than 2,300 off the record year of 2006. This is the worst recession to hit the North American market in the post war era, the industry has excess capacity and monthly truck sales reflected those two realities each and every month of 2009.

Monthly Class 8 Sales - Dec 09

OEM	This Month	Last Year
Freightliner	212	344
International	411	510
Kenworth	249	162
Mack	106	149
Peterbilt	214	109
Sterling	26	135
Volvo	74	311
Western Star	88	171
TOTALS	1,380	1,891

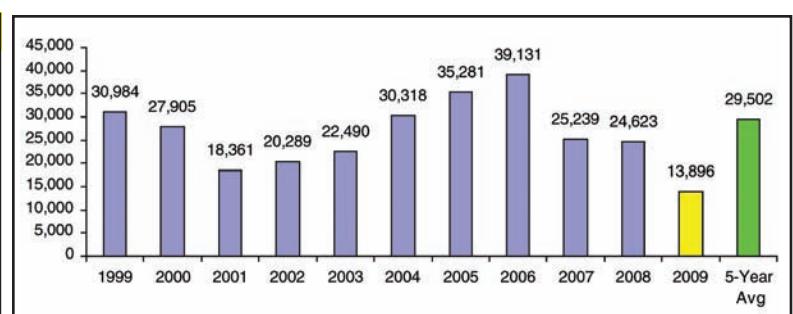
Historical Comparison - Dec 09 Sales



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

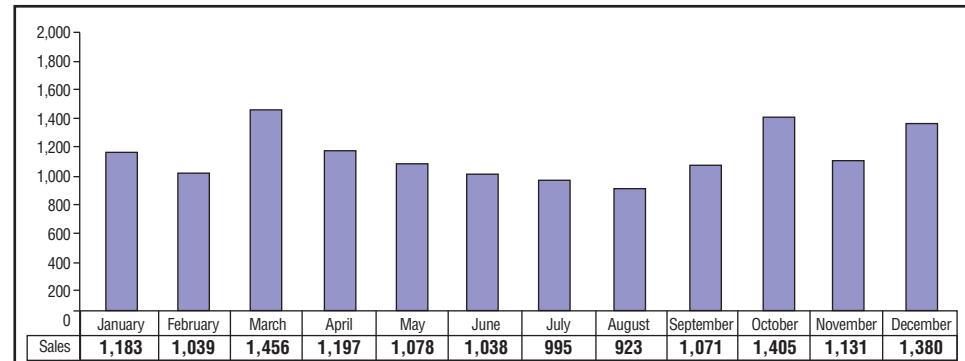
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	145	304	109	145	993	562	239	136	3	15	2,651
Kenworth	273	497	122	113	421	499	73	12	0	0	2,010
Mack	46	90	101	55	511	153	42	24	0	0	1,022
International	148	514	78	172	1,731	1,023	148	83	26	74	3,997
Peterbilt	141	284	148	115	281	206	71	35	0	0	1,281
Sterling	104	119	27	11	209	253	17	5	8	38	791
Volvo	63	109	84	163	490	188	62	69	0	8	1,236
Western Star	126	273	39	33	160	140	58	77	0	2	908
TOTALS	1,046	2,190	708	807	4,796	3,024	710	441	37	137	13,896

Historical Comparison - YTD Dec



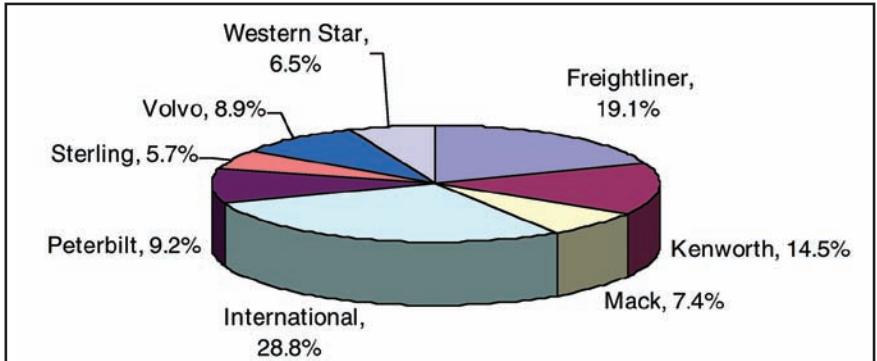
Following month after month of dismal sales, it comes as no surprise that 2009 closed as the worst year for Canadian Class 8 truck sales of the past decade and one of the worst since the economic slowdowns of the early 90s. The first quarter of the year was so weak that, three months into the year, sales 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. And the year ended with an equally weak final quarter. Sales in 2009 were about 10,000 units down from the previous year, almost 16,000 units off the five-year average, and more than 25,000 units off the record year of 2006. Although 2010 should be a bit better, how long it will take the battered trucking industry to post numbers like it did in 2006 is a question that remains to be answered.

12 - Month Sales Trends



There are many reasons motor carriers were reluctant to purchase new trucks in 2009. Excess capacity, low freight volumes, depressed pricing for trade-ins and limited access to capital made new truck purchases unlikely for most fleets. The recession did finally end by the fourth quarter but with the rebound expected to be slow and volatile and, unlike past recessions, trucking not expected to lead the recovery, motor carriers remain reticent to take a chance on new truck purchases. Interestingly, our research shows that motor carriers are more pessimistic than their own customers about the prospects for freight volumes and increases in rates for 2010.

Market Share Class 8 – Dec YTD



International once again captured the market share crown in the Canadian Class 8 market in 2009. It ended with a commanding 29% share of the market. Freightliner, a former front runner for many years, closed the year with a more than 19% share of total sales. Kenworth's market share rebounded in the latter half ending up at 14.5% to round out the top three. Peterbilt finished ahead of Volvo for the 4th spot but neither it nor any other truck maker could crack more than 10% market share.

Source: Canadian Motor Vehicle Manufacturers Association

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TRUCK NEWS

On the Road

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In Brief

Behind the headlines

Truck News revamps Web site, joins Facebook

Canada's most comprehensive and interactive trucking industry news Web site just got better.

Trucknews.com now boasts a new look and new features. All the features you've come to expect on Trucknews.com can now be found in the menu bar along the top of the page.

New to the site is a prominent window displaying *Truck News'* social media activities, including a Twitter feed and Facebook fan page which will be updated in real-time. The Facebook fan page is new – you can become a fan and interact with the *Truck News* staff, professional drivers and other industry stakeholders on our Facebook site. You can also post pictures of your truck or anything else you've come across while on the road. You can find us at Facebook.com/trucknews.

While at our Facebook page, take part in the *Truck News* Facebook Show'n'Shine. Enter your rig for free or vote on the winner.

Also new to Trucknews.com is a Feature Story section under the video window which will include in-depth feature articles from our print editions. Don't forget to check out our award-winning videos. Our weekly episode of *Transportation Matters* is prominently displayed on the home page and you can click More Videos underneath to visit the complete archives.

Another new feature on Trucknews.com is a poll on the lower right hand side of the page, which will be updated regularly. Have your say in the online poll and see how others have responded.

The Industry Blog will remain a fixture on the new Trucknews.com. This section features blogs from *Truck News* editors, prominent industry executives and on-road editor and full-time professional driver Harry Rudolfs.

You can read and comment on any of the blogs, which are all

regularly updated.

Speaking of commenting, you can now comment on any of the news articles that appear on Trucknews.com. Just enter your comments in the window that appears below the article. Keep it clean and appropriate, and a *Truck News* editor will approve the comment in a timely manner and allow you to have your say.

The CyberCB message board is still an important part of Trucknews.com. You can find the link in the menu bar at the top of the page or in the Online Networking section.

A recent change we made allows you to read the discussions in the forum without registering, but you'll need to register in order to post in a thread.

There, you'll find discussions on a range of issues impacting the industry and if you don't find what you're looking for, you can create your own thread.

To delve into a topic in more depth, visit the Knowledge Centre section of the site for individual modules on items ranging from truck maintenance to owner/operator business skills to human resources.

And finally, if you're looking for a non-driving job in the transportation industry or you're looking to hire, visit Truck-Ops for a full listing of current job openings. If you're a driver, you can search for jobs by choosing the Careers tab in the menu bar and selecting Driver Recruitment.

Trucknews.com has already won its share of awards. It won the Best Video award in the first ever Canadian Online Publishing Awards this year and was a finalist in the Best Overall Web Site category. Trucknews.com has also been named one of the top five business Web sites in Canada in each of the past four years by the Canadian Business Press. □

StatsCan reports 2008 commodity shipments

OTTAWA, Ont. – Canada's largest for-hire trucking companies transported 5.6% fewer shipments weighing 1.9% less than the previous year in 2008, according to Statistic Canada's latest *Trucking Commodity Origin and Destination* survey results.

The recently-released report provides a glimpse at the early impacts of the Canadian recession on freight volumes. In 2008, 85% of shipments made by for-hire fleets with annual revenues of \$1.3 million or more stayed within Canada. There were 51.2 million domestic shipments which generated \$20.7 billion in revenue. The average domestic shipment weighed 9,900 kgs with revenue averaging \$403.

International shipments comprised just 15% of total for-hire shipments and generated one-third of the revenue.

The average weight was 9,544 kgs and average revenue was \$1,150, StatsCan reports.

Long-distance shipments of 24 kilometres or more accounted for 72% of the total weight hauled and 91% of the revenue, the survey found.

The average weight for long-haul shipments was 8,645 kgs and average revenue was \$566 while local shipments weighed an average of 15,517 kgs and generated an average of \$270 in revenue.

The top commodities hauled in 2008 were gravel, miscellaneous goods and prepared food, which collectively represented about one-third of the total weight shipped. International shipments consisted mostly of transported goods, base metals and vehicles.

About one quarter of the total weight shipped originated in the metro areas of Toronto, Montreal and Edmonton. The complete survey is available from Statistics Canada by calling 866-500-8400 and asking for the *Trucking Commodity Origin and Destination* survey. □

PMTC issues free security checklist

OAKVILLE, Ont. – The Private Motor Truck Council of Canada (PMTC) has compiled a security checklist for fleets, designed to help protect against cargo theft.

The checklist, which was compiled with help from the RCMP and insurance industry, is available online free-of-charge at www.pmtc.ca.

The PMTC says the checklist can be used by fleets who wish to establish a security protocol or review their existing security practices. Fleets can also provide feedback to the PMTC, which will be used to help improve the checklist.

Cargo theft is an increasingly costly problem for the trucking industry. The Canadian insurance industry estimates thieves steal up to \$9 billion in cargo each year in Canada – an amount that exceeds the entire 12-month retail sales volume of Newfoundland/Labrador, PEI, Yukon and the Northwest Territories combined, the PMTC reports. It's been said that for every case of cargo theft that's reported, four more instances go unreported. The checklist can be downloaded at www.pmtc.ca. □

CVSA publishes OOS guidelines

WASHINGTON, D.C. – The Commercial Vehicle Safety Alliance (CVSA) has published its annual *North American Standard Out-of-Service Criteria* guidelines, which spell out exactly constitutes an out-of-service violation.

The guide is used by enforcement officers throughout North America and is also available to fleet managers, owner/operators or anyone else who wants to be clear on what will put their vehicle out-of-service.

"It is in the best interests of every driver and motor carrier to be familiar with the North American Standard Out-of-Service Criteria," said Stephen A. Keppler, CVSA's interim executive director. "Knowing which commercial motor vehicle violations have been identified as being the most serious is helpful because it provides necessary focus in properly maintaining vehicles and it saves lives. It also helps prevent unnecessary delays and down time in transit as a result of having a driver or vehicle placed out-of-service."

It's a good time to review OOS criteria, with a new enforcement regime called CSA 2010 set to take effect this year.

"With full implementation of CSA 2010 activities on the horizon, such as the new Carrier Safety Measurement System, knowing the 'Criteria' in advance can assist a motor carrier ensure the accuracy of the roadside inspection data collected and contained within a motor carrier's safety profile," said Larry G. Woolum, chair of CVSA's Associate Advisory Committee.

For more info on how to obtain the standard, visit www.cvsa.org. □

Border

Battle over Windsor-Detroit link gets uglier as courts intervene

Continued from page 1

Instead, where the ramp would have gone, the bridge built a huge duty-free store and refueling plaza.

A Michigan Department of Transportation spokesman said the court decision was important because it will now remove trucks from neighbourhood streets.

The judge ordered the company to demolish the store and plaza.

But the bridge argues it had the right to make design changes. "The contracts for the Gateway Project expressly anticipated changes," the company said in a statement after the ruling.

Meanwhile bridge management have repeatedly stated that the new public bridge, known as the Detroit River International Crossing (DRIC), isn't needed in large part because of Gateway Project improvements.

The company stands to lose millions of dollars in tolls if a significant amount of traffic uses the new bridge.

In another matter, Centra Inc., the company that owns the bridge, has acquired the former Yellow Transportation (now YRC) depot in Delray, Mich., leading to speculation the purchase was made to prevent the DRIC bridge from being built.

A sliver of that land is where a ramp to the bridge would be located.

In addition to owning the Ambassador Bridge, one of Centra's many companies is Central Transport, which specializes in LTL shipping.

Bridge spokesman Phil Frame said Central has consolidated trucks from other sites at the 175-bay Delray facility.

"Having more bays and doors available at a facility can translate into more flexibility," he said.

The company had a 126-bay facil-

ity in suburban Romulus.

Two of its customers – an auto manufacturer and a parts supplier – wanted to use that site.

"So the two things came together about the same time," he said.

Frame said he understands "it seems" like the acquisition was done "to block the DRIC. But there aren't a lot of (truck) facilities like this in southeast Michigan."

Government authorities could expropriate the Delray land. Said Frame, "Well, it depends on whether they need it and all that. So we'll just have to see what happens later on."

Meanwhile, the bridge company has also tried to halt DRIC in two other ways.

It has filed a request for a judicial review of a federal environmental assessment allowing construction of the bridge and Customs plaza in Windsor.

And it has offered to turn over "toll credits" to the cash-strapped Michigan government.

These credits – in this case \$400 million worth of improvements done to the bridge by the company as a toll operator – can be used to unlock federal US highway funds.

But the bridge had one stipulation: none of the money could be used to assist competing projects including DRIC.

"We're just asking them that they not use (the money) against us."

Phil Frame

us," Frame said.

The Ontario Trucking Association (OTA) says the aggressive

moves by the owner of the Ambassador Bridge have put the DRIC project in jeopardy.

"Political maneuvering in the Michigan Legislature is putting the future of the long-awaited second bridge crossing between Windsor and Detroit into doubt, creating the very real prospect that the bridge will not be built in the foreseeable future," the association said in a release. "There is therefore a very real chance that this summer the DRIC process will grind to halt and hope for a new bridge will fade." □



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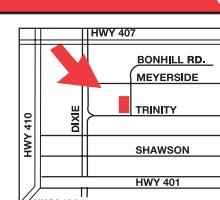
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Ottawa to buy Ambassador?

WINDSOR, Ont. – According to a recent report in the *National Post*, the federal government is considering purchasing the Ambassador Bridge from its owner Manuel 'Matty' Moroun.

The revelation comes as the government-backed Detroit River International Crossing (DRIC) has been bogged down by government stakeholders in the US.

"My understanding is that the file is progressing and there are options being looked at," Foreign Minister Lawrence Cannon told the *Post* when asked if buying the bridge from the private sector was an option.

A deal is not likely to come soon, however. According to the report, Moroun wants \$3 billion for the bridge – far more than what the government deems it's worth.

The bridge generates about \$60 million per year in toll revenue. □

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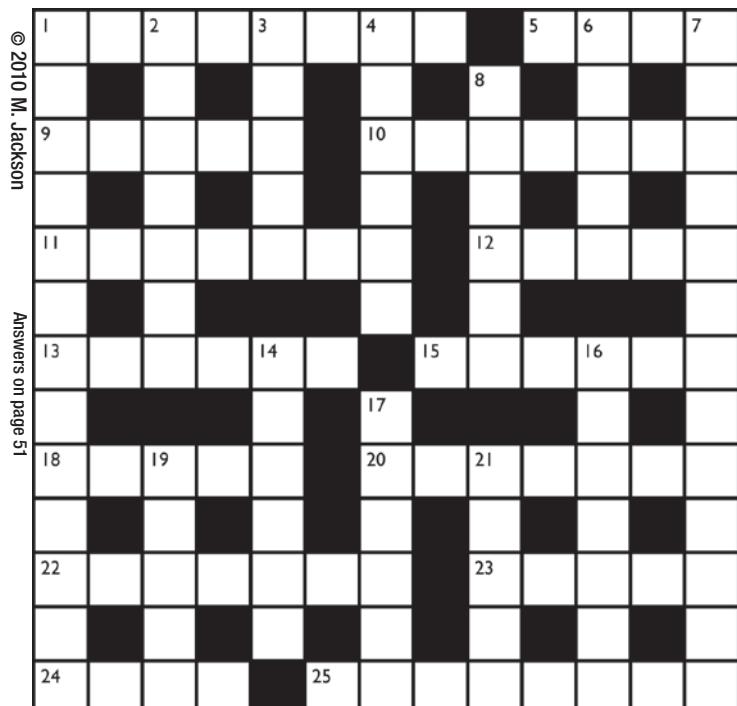
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- Radio code for T
- Nevada roadside terrain
- Engages like gears
- Word following drive and crank
- Ball, pintle or fifth wheel
- Chromed cab-top item (3,4)
- Van-body portion above cab
- Right, on a road map
- Certain trucking companies (3,5)

Down

- Problem that affected cattle shipments (3,3,7)
- Tailgate-party necessities
- Venue for Monster Truck show
- Cubic ___, engine-displacement measure
- UFO driver
- Western Star ad tagline (7,6)
- Slow-moving creature on car-wax label
- Relationships between gears
- Farmer's preferred pickup, perhaps (4,3)
- European truck maker with Swedish HQ
- Song lyric, "Give me 40 ___ and I'll turn this rig around"
- Rental-truck company (1,4)

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Border

US bans texting by commercial drivers

WASHINGTON, D.C.—A recently-announced US ban on text messaging by commercial drivers has triggered mixed reaction from the trucking industry. The ban, announced Jan. 26, went into effect immediately. Truckers caught texting while driving could be subject of fines of up to US\$2,750.

"We want the drivers of big rigs and buses and those who share the roads with them to be safe," said US Transportation Secretary, Ray LaHood. "This is an important safety step and we will be taking more to eliminate the threat of distracted driving."

The American Trucking Associations (ATA) applauded the legislation.

"To promote highway safety, and further improve the trucking industry's continually improving safety record and that of all commercial vehicles, ATA supports DoT's action to ban the use of handheld wireless

devices by commercial drivers to send or receive text messages while driving," said ATA president, Bill Graves.

Graves said the ATA would like to see the law extended to all motorists. However, the Owner-Operator Independent Drivers Association (OOIDA), representing independent truckers, said it had reservations about how the law came to be.

"We support where they are going, but not how they got there," said OOIDA vice-president Todd Spencer. "Making their action effective immediately bypasses normal regulatory rulemaking processes. Those processes allow actions to be vetted for unintended consequences, as well as potential implementation and enforcement problems. We very much share in their goal, but their legal justification for taking immediate action raises many concerns." □

US truck tonnage up 2.1% in December

ATA says tonnage was down 8.3% year-over-year.

"The robust tonnage numbers in November and December were aided by better economic growth as well as a positive inventory effect," ATA chief economist Bob Costello said.

The spike follows a 2.6% decline in November. December tonnage is at its highest level since November 2008, according to the ATA, and it was up 6.6% compared to December 2008. For all of 2009, the

Major conference to focus on sleep apnea

BALTIMORE, Md.—The trucking industry is finally waking up to the risks of driving while suffering from sleep apnea, and a major conference held in partnership with the American Trucking Associations (ATA) will shed new light on the problem.

Hosted by the ATA and the American Sleep Apnea Association (ASAA), the Sleep Apnea and Trucking Conference will explore the medical condition in great detail, as the FMCSA plans to regulate sleep apnea testing and treatment for commercial drivers.

The conference will be held May 11-12 in Baltimore, Md. The complete agenda can be seen at www.satc2010.org.

"The conference is a fact-filled day that includes perspectives from regulatory and research agencies, guidance on state medical exams, and real-life experiences from both companies and drivers facing the challenge of sleep apnea on a daily basis," said Ed Grandi, ASAA executive director.

Canadian fleets should be aware that their US drivers will be bound by any regulatory regime, which will likely look a lot like today's drug testing requirements. And here in Canada, legislators are also looking at regulating sleep apnea testing and treatment for professional drivers.

Organizers say trucking company executives and safety managers should attend the conference. It costs US\$195 to attend if registering before Feb. 28. To register, visit www.satc2010.org. □



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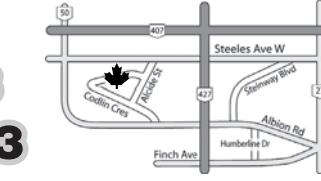

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suspension, aluminum wheels, loaded.

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Border

Trucking industry eyes cabotage changes to curb carbon emissions

By Ingrid Phaneuf

WASHINGTON, D.C. – Protectionism continues to beat out common sense when it comes to US cabotage rules, despite appeals to the US Environmental Protection Agency by both US and Canadian trucking industry insiders that the rule prohibiting foreign drivers from moving empty trailers is wasting millions and possibly billions of gallons of diesel and emitting thousands of unnecessary tonnes of carbon into the Earth's rapidly deteriorating atmosphere annually.

"The American Trucking Association (ATA) and the Canadian Trucking Alliance (CTA) both strongly support the energy self-sufficiency goals of our two great nations," says a recent joint letter from ATA and CTA to top officials at the US Environmental Protection Agency and

Departments of Energy, Commerce and Transportation.

"Under the present interpretation (of foreign trailer repositioning regulations), foreign drivers are not permitted to move or reposition empty trailers within the United States, resulting in a 'double movement' – ie. While a domestic driver repositions the trailer, the Canadian tractor (with no trailer) is moved by the Canadian driver to the same location – using twice the amount of diesel fuel needed to move one trailer."

This latest volley from ATA and CTA is nothing new, just the most recent effort on the part of trucking industry insiders to engage the EPA in their fight to arrange a reciprocal agreement between the US and Canada to allow a foreign driver to drop a loaded foreign trailer, hook up an empty foreign trailer, trans-

port it to a second location and then hook up a loaded foreign trailer for the return trip home. Currently, Canadian companies must hire a US driver to move the empty trailer to another location, necessitating the use of two tractors instead of one.

The original petition to have the interpretation of the cabotage rule changed, submitted jointly by the ATA and the CTA to US Customs and Border Protection in February of 2008, and a subsequent July 6, 2009 letter to Homeland Security Secretary Janet Napolitano, containing reports of fuel wasted due to the regulation have so far proven fruitless. This despite reports from two major US trucking companies attesting to tens of thousands of gallons of fuel wasted due to the rule. Schneider reported no less than 60,000 gallons of diesel fuel wasted per month due to the foreign driver

restriction, while Celadon reported using an average of 50,000 extra gallons of fuel per month due to the rule.

"These two carriers alone, on an annual basis, needlessly burn 1.3 million gallons of diesel fuel, emitting 16.2 metric tonnes of carbon as a result of current regulations," says the joint letter from ATA and CTA. "Other carriers report similar figures for wasted fuel. Given the current state of conservation efforts by both the motor carrier industry and the Untied States and Canadian governments, this wasteful approach is unnecessary."

Unfortunately, the joint effort by CTA and ATA to sick the EPA on its sister departments has so far proven fruitless.

"In general, the EPA supports the reduction of empty backhauls and deadheading to reduce greenhouse gas and other emissions...however, we must defer to the US Department of Homeland Security with respect to restrictions on international goods movement and immigration," says a letter in response to ATA and CTA officials from the EPA. This, despite CTA CEO David Bradley's claim that Canadian officials are willing to change the cabotage rules here if US officials are willing to do the same.

"The government of Canada has become officially engaged saying that it would make the necessary changes in Canada if the US were to reciprocate," says Bradley. "There is an important principle at play here – if governments are not willing to fix something like this, how can they maintain any credibility in terms of wanting to make the North American supply chain more efficient and competitive, and with a lower carbon footprint?"

Changes to the antiquated cabotage rules are all tied up with immigration issues, according to Margaret Irwin, ATA director of Customs, immigration and cross-border operations.

"If it were up to Customs laws, nobody would care," Irwin says. "This is all about people who are not US citizens working and getting paid for work in the US."

Still it's just a matter of interpreting the rules, not changing them, Irwin points out.

"According to the rules, once equipment and goods 'come to rest' in the US, they have to be turned over to a US driver," says Irwin. "But the thing is, truck drivers from Canada stop at stoplights and stay at motels on their way down to their US destinations all the time. So clearly, there are different interpretations of what 'coming to rest' means. Canadian drivers get paid for driving into the US all the time, so why can't they reposition empty equipment? This stuff is way down in the weeds," sums up Irwin. "It's really all about protecting US labour unions. But the practical reality is that supply chains these days have changed into more sophisticated pieces of business and we need to relook at these things and interpret differently to serve all of our purposes better."

CTA won't be giving up on the issue anytime soon, says Bradley. □



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Start your engines!

After a one-year hiatus, the National Truck Driving Championships are back

By Jim Bray

WINNIPEG, Man. — After an economy-inflicted hiatus of a year, the National Professional Truck Driving Championships are back on track for 2010.

And while the financial world still isn't trucking along at a speed most people would like, the 2010 event's organizers in Winnipeg say it's full speed ahead anyway, with things looking good so far.

"We started getting the ball rolling on this even before we knew the nationals were cancelled last year," says Susan Green, program and member services coordinator for the Manitoba Trucking Association

(MTA). "As far as we're concerned it's kind of been a long-term project that we've been working on the entire time, so I don't really feel too much pressure in reviving the event because there was never any question that we weren't going to do it."

MTA manager Geoff Sine agrees, saying the event is not only going forward, but that it's just another day at work for the planners. "From our perspective," he says, "it's not really a logistical nightmare because it's very similar to what we do in the provincials, then you add in a few different dinners and things that we do with our members anyway."

Sine says the organization com-

mittee's main concern is to make sure it's a quality event and that people "have a great time and that it meets their expectations. But there's no worry in our mind about getting this done and meeting those expectations."

Last year's event, planned for British Columbia, was cancelled due to a lack of sponsorship. Yet the movers and shakers behind the 2010 event, scheduled for Sept. 16-19 this year, aren't worried.

"We've done this before," Sine reports. "We've already approached our sponsors and feel very confident that we will have the support of the industry." Sine says they aren't putting all their eggs into the sponsorship basket, however. "We've also set up realistic expectations and have budgeted accordingly and know that if we didn't have a cent of sponsorship, we could still go forward and make a success of it."

Green says they have one firm confirmation for sponsorship so far,



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with other pending sponsors looking positive.

The venue is in place already, and there's a chance an even more desirable one might be available: Canad Inns Stadium, which is right across from the hotel. The question of whether the stadium will be able to host the championships will be answered once the CFL football schedule has been finalized and it's known if the Winnipeg Blue Bombers will play at home that September weekend.

Green and Sine credit a "really strong organizing committee that includes a number of people who have been involved at the national level for a number of years," with crafting a schedule that includes not only a skills and schmoozing fest but one that's also attractive to potential attendees financially.

"With what's been going on in the industry we don't want to be making drastic increases," Sine says. "We're planning an event based on what we've been seeing in the industry, which means we're planning an event with a budget in mind."

He says they plan to hold the price at the 2008 rate of \$450.

Green reports the Canad Inn Polo Park hotel has been booked, with the room rates set last year. "We've got really good competitive rates on the rooms for everyone. And everything's being held at the same hotel – the reception, the awards banquet, the team meetings, everything."

Rooms will cost around \$110 a night, according to Sine, and they've arranged with the hotel for meeting space to be available for the teams. "In the past, I guess it's been up to the teams or the team leader to get the room or a suite, but this way they can just book time and have their team meetings right in the hotel."

The reception and "meet and greet" are set for Thursday night. Friday will be split between a morning session and an afternoon during which the teams can meet and other folk will be able to just get out and poke around Winnipeg.

"We're planning an enjoyable but not too late night on Friday," Green says, noting that since they're having to wait for various schedules to come out they can't book or announce anything officially yet. The obstacle course and the awards banquet will run on Saturday, with Sunday set for "fond farewells and the last meeting of the team reps," says Green.

For more information, contact Geoff Sine or Susan Green directly at the MTA (204-632-6600) or e-mail info@trucking.mb.ca. They'll also be setting aside a section of the MTA Web site at

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www.trucking.mb.ca for National Championships information.

"The Manitoba Trucking Association really feels this is an important event, a way to recognize some of the most important people in our industry – the drivers," says Green. "There's not necessarily a lot out

there for the drivers and this is a way to recognize them, sort of the industry's way of saying thank you to them for their professionalism and for their skills. And for what they do to keep the rest of us going."

The return of the National Professional Truck Driving

Championships after a year off may not be exactly like a phoenix rising from its ashes – more like a hic-cough, perhaps – and the organizers have no intention of playing it as if it's the Great New Hype.

"We're not reviving it with a big bang hoopla," Green says. "We're

just staying the course. This is an important event and it's something we want to see continue. Last year, provincially, with everything that was going on our goal was to just stay the course and keep the event going. That's sort of our goal with the nationals." □



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East

Maritime mega-merger

Warren Transport, D.D. Transport announce merger

REXTON, N.B. – Two of Atlantic Canada's top trucking and transportation companies are merging their general freight and equipment repair facilities to form a new company, Atlantica Diversified Transportation Systems (ADTS).

Effective April 1, the general freight (dry van and refrigerated operations) and equipment repair facilities of Warren Transport, part of The Warren Group headquartered in Rexton, N.B., and the entire operations (flatbed, van and equipment repair) of D.D. Transport, headquartered in Mount Pearl, Nfld., will merge to form the new company.

ADTS's head office will be based

in Rexton, while maintaining their offices and operations in Mount Pearl and Clarenville, Nfld.; Bathurst, N.B.; and Debert and Liverpool, N.S.

Warren's Vaughn Sturgeon will serve as Atlantica's president, while D.D.'s Gordon Peddle will serve as vice-president and chief operating officer. The new entity will have about 150 employees.

Other divisions of The Warren Group – such as bulk transport and construction services – are not affected by the merger.

"The merger of our freight and equipment repair facilities means more efficient service for our customers, while our employees will

have expanded career opportunities within the new company," Sturgeon said.

"Atlantica is a growth-oriented company looking into the future and committed to the efficiencies of scale. The operations of Warren and D.D. that have merged complement each other and create a stronger company. Everyone will gain: our customers and our employees."

"The merger of our freight businesses makes sense," said Peddle, who also serves as the Atlantic Provinces Trucking Association's immediate past chair. "Whereas D.D. Transport provided more regional coverage, Warren Transport

provided more national and North American coverage, so Atlantica will benefit from better reach in a world where security restrictions are expanding every day. From an operations perspective, this merger will also allow us to eventually renew our fleet to more environmentally friendly vehicles that have zero emissions."

ADTS will operate more than 300 pieces of equipment with officials expecting annual sales to be in the range of \$25-30 million over the next year.

When including companies affiliated with Atlantica, the group will have sales in the \$45-50 million range and operate more than 500 pieces of equipment, officials said. Atlantica will keep all of the affected merged Warren Transport and D.D. Transport facilities open. The merger will not result in any layoffs.

"This merger only makes us stronger and solidifies our future," Peddle said.

"The merger of certain parts of our operations to form Atlantica is a strategic move that will benefit everyone," Sturgeon added. □

Notice to Truckers – 2010 Spring Load Restrictions

Under the *Highway Traffic Act*, the province enforces reduced load restrictions on trucks to protect Ontario's highways during spring thaw, when road damage is most likely to occur.

REDUCED LOAD LIMITS PERIOD

SCHEDULE 1 HIGHWAYS

Pursuant to the *Highway Traffic Act*, the ministry will impose reduced load limits for those designated parts of the King's Highways listed in Schedule 1, when appropriate, between March 1, 2010 to April 30, 2010.

SCHEDULE 2 HIGHWAYS

Pursuant to the *Highway Traffic Act*, the ministry will impose reduced load limits for those designated parts of the King's Highways listed in Schedule 2, when appropriate, between March 1, 2010 to May 31, 2010.

SCHEDULE 3 HIGHWAYS/ROADS

Pursuant to the *Highway Traffic Act*, the ministry will impose reduced load limits for those designated parts of the King's Highways/Roads listed in Schedule 3, when appropriate, between March 1, 2010 to June 30, 2010.

NOTE: Reduced load limits will be in effect where and when signs are posted depending on road and weather conditions.

SCHEDULE 1 - MARCH 1ST TO APRIL 30TH, 2010

THERE ARE NO HIGHWAYS IN THIS SCHEDULE HAVING A REDUCED LOAD PERIOD.

SCHEDULE 2 - MARCH 1ST TO MAY 31ST, 2010

WHEN SIGNS ARE POSTED, THE FOLLOWING HIGHWAYS WILL HAVE A REDUCED LOAD LIMIT FOR THEIR ENTIRE LENGTH:

510	522	524	525	528	528A	529	529A	538	539A	540A	542A	553	554	558	559	560A	563	564	567	569	570	571	572	
573	574	577	579	580	582	585	586	587	591	592	593	595	597	602	603	605	607	607A	609	611	613	615	617	
619	621	624	630	636	639	641	645	647	650	651	652	665	667	668	670	671	672	673	681	682	684	685	610	
811	7036	7037	7041	7042	7044	7048	7057	7059	7069	7072D	7102	7104	7110D	7125	7140	7182								

WHEN SIGNS ARE POSTED, THE FOLLOWING HIGHWAYS WILL HAVE A REDUCED LOAD LIMIT FOR THESE LISTED LOCATIONS:

Hwy.#	Location
129	16.2 km north of Jct. Hwy. 554 to 48 km south of the south Jct. of Hwy. 101
516	30.2 km north of Jct. 642 north to Hwy. 599
518	Hwy. 400/69 east to west limits of Sprucedale, and east of Kearney to the Twp. of Perry/Town of Kearney boundary
520	Hwy. 124, north to the Hamlet of Ardbeg
523	Jct. Hwy. 60 at Madawaska south to Hastings/Nipissing County boundary
527	98 km north of Hwy. 11/17 north to end of Hwy. 527
532	6.4 km north of Jct. Hwy. 556 to end of Hwy. 532
533	Hwy. 656, northwest to Hwy. 63
534	Jct. Hwy. 524 north to the Restoule Provincial Park
535	1.6 km north of Hwy. 17 north to end
539	0.5 km north of Warren, north of Jct. Hwy. 64
540	Hwy. 540B (west entrance), west to Meldrum Bay
542	Hwy. 6, west to Jct. of Hwys. 540 and 540B
546	0.6 km north of Jct. Hwy. 17 north to end of Hwy. 546
548	Maple St. (Hilton Beach) south to southwest limits of Richard's Landing
551	West Jct. of Hwy. 542 south to Providence Bay
556	Hwy. 532 to Hwy. 129
557	2.7 km north of Jct. Hwy. 17 (Jct. of Granary Lake Rd.) north to end of Hwy. 557
566	2.0 km west of the Montreal River at Matachewan to its end
575	Hwy. 17 to 1 km south of Jct. Hwy. 64
581	Jct. 7181 north for 6 km to Remi Lake Provincial Park
583S	Town limits, 4.1 km south of Hwy. 11 to its end
588	1.6 km south of Hwy. 11/17, west to end of Hwy. 588
589	9.6 km north of Jct. Hwy. 591, north to end of Hwy. 589
594	Hwy. 502, west to Hwy. 17
596	1 km north of Hwy. 17A, north to its end
599	6.2 km north of Hwy. 17, northeast to end of Hwy. 599
600	0.5 km north of Hwy. 11, to Jct. of Hwy. 71
601	1.6 km north of Hwy. 17 (west leg) to 5.0 km north of Hwy. 17 (east leg) (Dryden Airport)
608	1 km west of Hwy. 61 west to Hwy. 595
612	Muskoka/Parry Sound District boundary, north to Hwy. 69
625	0.5 km south of Jct. Hwy. 11, south to end of Hwy. 625
632	Muskoka/Parry Sound District boundary, north to Hwy. 141 at Rosseau

SCHEDULE 3 - MARCH 1ST TO JUNE 30TH, 2010

WHEN SIGNS ARE POSTED, THE HIGHWAYS/ROADS WITHIN THE FOLLOWING TERRITORIES WILL HAVE A REDUCED LOAD LIMIT:

NORTH BAY AREA	Lost Channel	Savard	Haviland S.L.B.	Strange	Miscampbell
Ballantyne & Laurier	Ministic Lake	Sheraton	Hawk Junction	Sunset Lake	Mutrie
Bidwell Lake	Onaping Falls	Star Lake	Horseshoe Bay	Upsala	Nanicot Centre
Eldie	Red Deer Village	Watabeag	Northland Lake	Ware	Nelles
Elsmere	Rosenblom	Brower	Patton & Montgomery	White Sand Lake	Nickel Lake Shores
Laurier	Rock Lake	Casgrain	Peace Tree		Pearson Landing
Lount	Trout Lake N.	Coppell/Kendall/Way	Red Rock		Pellatt 2
Marten Lake	Wallbridge S.	Departure Lake	Sultan		Pickerel Lake
Mesemagaming	Whiskey Lake	Driftwood	Tilley		Pratt
Mills & Hardy	Willisville	Dunning	Vankoughnet & Aweres		Red Pine Ridge
Patterson	Anima Nipissing	Fournier	Wabos		Redditt
Phelps	Bayly Marter	Frederickhouse	Wharncliffe		Reef Point
Pringle	Beauchamp	Hallebourg			Rowell
Tilden Lake	Bourkes	Hanlan			Ruby
Thorne	Bryce	Hunta			Rush Bay-
Wilson & McConkey	Cane	Indian-Sand Lake			Woodchuck Bay
White Pine	Cairo & Alma Twp.	Kritigan			Sherwood Lake
Wyse & Poitras	Crystal Lake	Nellie Lake (Aurora)			Southshore
Yellowstone	Eby	Norembeaga			Southwatten
SUDSBURY AREA	Foleyet	Tunis	Gorham		Spohn
Armstrong Lake	Gogama	West Riverside	Hardwick		Spruce Lake Road
Britt	Henwood		Hicks Lake		Storm Bay
Burwash-Hendrie	Horwood		Inwood		Sutherland
Cartier	Ingram		Jacques		Tannis Lake
Chiniguchi R.	Lebel (Harvey) Kirkland		Lybster		(Gundy Lake)
Dawson	Lorraine Twp.		Lyon		Van Horne
Dill Second	Marquis		Marks		Wabigoon Redvers West
Downes Lake	Mattagami Twp.		Mountain Bay		Wabigoon South East
Foster Truman	Ossian		Northern Light Lake		Wainwright
Fourteen Mile Island	Pacaud & Catharine		Obonga Lake		War Eagle
Harris Lake	Robillard		Perch Lake		West Longbow Lake
Hess			Polly Lake		Zealand No. 1
Kukagami			Sibley		Zealand No. 3
Lang Lake			Stirling		Mine Centre
Long Lake					

REXTON, N.B. – Following the announced merger of Warren Transport and D.D. Transport, *Truck News* executive editor James Menzies caught up with the principals of the newly-formed Atlantica Diversified Transportation Systems. Warren's Vaughn Sturgeon will serve as Atlantica's president and D.D. Transport's Gordon Peddle will serve as vice-president and chief operating officer. The like-minded executives are giddy over the prospects of their new venture... □

TN: How did this merger take form? Was it something that was in the works for a long time, or did it come together relatively quickly?

VS: It's been a while in the making. Gord and I have known each other for a long time through the industry and the association and we've been talking for a lot of years about ways we could work together. We seem to have common approaches to business and thoughts on how we could improve things. Last year, about halfway through the year, we began talking about this concept a little more seriously and by November, we decided to go forward with it and started getting all the structure around it in place. Of all the ways we looked at (working together), this seemed the best way to do it – anything else would've been working around the edges. □

TN: I'm always curious with a deal of this magnitude, how were you able to keep it quiet? Especially in Atlantic Canada which is a pretty close-knit community?

GP: I'm not sure, but at the end of the day I guess we did a good job of it! We did select a few colleagues within the industry and consulted



OPERATIONAL EXPERTISE: Gordon Peddle will serve as vice-president and COO and focus on operational issues at Atlantica.

with some colleagues that we trusted, so there were a few people that knew. One of our colleagues in the association said we're either getting to be pretty good friends or something was up between us! But we did keep it pretty quiet.

VS: I agree with that and I think we did a better job of that than even we appreciated, because you're not the first person to ask that question, a number of people have asked how we managed to do it. One of the reasons is, we've been kicking this idea around informally but quietly, for a few years, so we were fairly used to talking to each other about this both with the understanding that it had to be kept confidential until it was time to go.

GP: Because of our close affiliation within the association, we were talking so much for that reason that nobody had reason to believe we were doing something other than (association business).

TN: How do your skill sets complement each other's? From a management perspective, what do you each bring to the table going forward?

VS: I think that's one of the reasons that made this attractive to us. We believe our skill sets complement each other's exceptionally well – maybe uniquely so. Gord grew up in this business and has a tremendous operational background and has a wealth of experience that's hard to duplicate, but I also noticed within his own organization a requirement for more expertise on the financial management side and vice-versa.

In my organization, I had noticed a need to continuously be improving the operational side of things. When we would talk, often we would get to talking about what we would like to see improved in our own organizations and it would never take long to get around to saying 'You seem to be good at this, but you could use some more of this' and it was almost a hand-and-glove thing, the way it fit together.

That has made the start of this process work fairly well, because we're not stepping on each other's toes in any way, it's very clear and we're very happy with the way our duties are being divided up.

TN: I've heard some grumblings from eastern Canada that the big central Canadian fleets have been muscling their way east as freight has dried up in other parts of the

country. Is there any truth to that and did that help motivate the decision to merge?

VS: No, I don't think so. The whole industry has been in a freight recession now for several years and freight has been drying up north, south, east and west – you name it. Competition and industry will flow in the direction it's going to flow. When we looked at this, we were thinking about coming out of this deep recession and looking at some of the opportunities we see coming at us.

The timing of doing this now has more to do with looking six, 12, 18 months from now when the economy as a whole and our industry is trending up, we'll be very well-positioned to take advantage of that.

TN: When you announced the merger, you said no layoffs were planned – how important was that?

GP: Very important. Neither one of us is in a financial situation where we're trying to streamline or anything of that nature. We've already done that the last two years, we've both streamlined to reflect the freight recession.

VS: We're already pretty lean.

GP: At the end of the day, what it helps us to do is be able to bring people in. You have some areas you sort of neglect when you're going into a lean state, this allows us to work on those items a little bit more. To get our people to buy into this whole process, we knew we couldn't go into this without committing to no layoffs.

VS: The fact is, most operations in general are pretty lean coming into the last year or two. We're making the assumption that the point in time we're at now is not going to last forever, there will be an upward trend to the cycle at some point in time and one of the reasons we did this was looking forward to that upward trend.

Looking at our existing organizations, it was a no-brainer. We have good people, we want to keep those good people and over time we'll probably need more good people, not less.

TN: How'd you arrive at the name Atlantica Diversified Transportation Systems?

VS: We went through a bit of an exercise and somebody in my organization came up with it. Atlantica generally refers to a region, Atlantic Canada, parts of

Continued on page 16



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East

Atlantica executives say their skill sets are a perfect match

Continued from page 15

Quebec and the northeastern U.S. Now we have a really nice regionality to our scope.

We have tremendous coverage in Atlantic Canada into Quebec and a lot of business in the northeast (U.S.), so the Atlantica name was good for us.

GP: The Diversified part was exactly what we intend to do, we want to diversify our service offerings. I was more of a regional flatbed carrier where Vaughn was more of an international dry van, refrigerated carrier, so the term diversified meant a lot to us.

VS: I think it's very accurate too, because in Atlantic Canada, working side by side with a couple of my other companies here, we're going to be able to offer service in almost every mode: we have excellent flatbed, dry van, refrigerated and some bulk capacity so it's a very di-

verse operation.

GP: As for Systems, we want to be able to expand our service offerings to more than just road transport in the coming years, hence the term Systems.

TN: I'm glad I asked, it sounds like a lot of thought went into it.

GP: Yes, the amount of thought would explain the length (of the name)!

VS: Yeah, if there wasn't so much thought, we'd have a shorter name.

TN: What can we expect to see in terms of a paint scheme and logo? Has that been decided?

GP: Both Warren Transport and D.D. Transport are very well-known companies in their own right and very recognizable in terms of colour, so we're not in any great rush to change that immediately. We do have a plan to be consistent, but it



MONEY MAN: Atlantica president Vaughn Sturgeon will contribute financial expertise to the newly-formed company.

will be a phase-out process more than anything.

VS: We felt that sometime in the next two quarters of this year, we'll put it out to a large group of our employees and build camaraderie that

way. The nice thing about the trucking business is that there's a natural turnover that comes as equipment is replaced, so you'll see some of the replacement equipment come out with the new name, new logo and a consistent look to it.

TN: How has news of the merger been received by your customers and your employees?

VS: Exceptionally well. I have to say, I have been expecting that it would go well, but I've been exceptionally pleased with how well it's been received. We have not heard anything negative from our customer base, or more importantly our employees.

They've all seen this as a positive thing. From the customer side, we've had some of them call us and ask already about the new services that are available. Newfoundland in particular, clients have asked 'can we look for service into there?' I've been really pleased with how positive it's been.

GP: I'll echo those comments. There's been a lot of effort, thought and devotion that went into the communication of this process.

We felt it had to be done right and we did a good job communicating this to our customers and to our staff in a positive light.

I am very close to my clients, I've been working with some of my clients for 25 years and when you have challenges and good times, you share those with your clients, so it's nice to be able to share a positive with our clients with this merger. They're all for it.

TN: So what's next? What will take up most of your time in the next six months or so? Are you going to be buying new equipment, increasing capacity?

GP: Vaughn has already made his first trip to Newfoundland (to visit clients) and we've travelled throughout Atlantic Canada.

The internal management and administrative merge is going to take the biggest part of our time, not to forget focusing on our clients.

VS: Unless something changes relatively drastically on the freight demand side (we won't be adding capacity).

We've both been lean, but there's some capacity there we could handle with the equipment we have now. We're looking at new equipment, but the priority for the first three to six months will definitely be to get our people comfortable with us and with each other and our customers as well, to make sure our existing customers and prospective new customers know *all* the new things we can do for them.

And our employees as well, to make sure they know the opportunities that are there and all the people they can draw on as resources. I think that'll probably take the next several months.

Also getting their suggestions. One thing I've noticed about Gord, and we're fortunate here too, we have a lot of good, smart people working for us who will come up with suggestions.

With Gord and I, we have a common vision for where we want this to be and our people are seeing that and they all have tremendous buy-in to it. □

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March 2010

Quebec

Highway ambassadors roll on

Elite truckers continue to represent the Quebec trucking industry

By Carroll McCormick

MONTREAL, Que. – Who better to be the voice of the trucking industry than truckers? That is what the Quebec Trucking Association (QTA) thinks and it is in the home stretch of accepting nominations for a new crop of Ambassadeurs de la route (highway ambassadors) who will spread the trucking gospel for the next two years.

The deadline for nominating candidates is March 5. Finalists will be interviewed, heads will come together to select the winners and the new crew of six ambassadors will be presented at the QTA's annual general meeting this May 1 in Gatineau.

This will be the fourth group of ambassadors since a jury chose six top truckers for the first team in 2001. The original goal was to improve the image of the industry through public engagements and lectures and spread the word about career opportunities.

Twenty-one ambassadors, 563 conferences, primary and secondary school visits, trade shows and annual general meetings, and over 24,000 people seen and spoken to later, Marc Cadieux, the president and director general of the QTA sums it all up: "The success of the program has inspired us to continue with it."

The first team served two years. A second team of seven truckers served three years from 2003 to 2006. The QTA took a one year break from 2006 to 2007 to re-evaluate the program, then selected six more drivers to be ambassadors

the company. "I remember telling the owner of Transport Lariviere when I was a child that I would someday drive for him."

Nadeau did just that, and when Groupe Guilbault bought Transport Lariviere in 1979, he kept on trucking for his new owners. "Our boss, Eric Gignac, has been behind us 100% (Guilbault driver Aldege Rioux is also a current ambassador). I have nothing but praise for this company," Nadeau says.

All those years after getting his first paying trucking job Nadeau declares, "It has been like being a kid in a sandbox for the past 35 years."

This is the kind of passion QTA looks for in its ambassadors.

Nadeau recalls one Montreal school in particular he visited. "There were about 170 pupils there, mostly from a poor district. They had had a rough time of it. They had a career day in the gym: guys from the fire department, plastics industry, radio. These kids wanted to work and be productive people. I told them that at some point everything in their classroom was transported by a truck. You see a light go on at one point. There is always going to be a need for truck drivers. They started to realize that there could be a career in this business. It is a nice feeling to know that you have given kids tools they need to go out and learn to be truck drivers, and have given them a bit of your passion."

The pride an ambassador brings to his whole company is special too, according to Ferris Abraham, vice-

'It is a nice feeling to know that you have given kids tools they need to go out and learn to be truck drivers, and have given them a bit of your passion.'

Vincent Nadeau

from 2007 to 2010.

During that one-year hiatus, the QTA compared its ambassador program to other such groups in Canada. It reviewed its material and documentation and set new targets.

"We decided to concentrate more on meeting people in secondary schools and at career salons and shops. We used to go to primary schools and talk security. We have maintained this aspect of the mandate but we decided that we should put more emphasis on bringing new drivers into the industry," Cadieux explains.

president of Simard Transport in Lachine. One of his veteran company drivers, Claude Lesperance, has been an ambassador since 2007.

"The most important feature of the program, and why we are doing it, is the pride our drivers have in knowing that one of our own is an ambassador. It makes our employees feel good about their jobs," Abraham explains.

The biggest goal QTA sees for 2010-2012 is recruiting at secondary schools and adult education programs. It is easy to tell that Nadeau will miss not being part of it.

"It is good to reach out. We go with full equipment – tractor and trailer – and the students enjoy talking with us and asking questions. They appreciate that we are people who actually work in the industry," he says.

"If the person looking at this enjoys travel and driving," Nadeau concludes, "this is a job made in heaven, as far as I am concerned." □

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Ontario

OTA survey shows growing optimism among fleets

TORONTO, Ont. – Ontario trucking companies are increasingly optimistic about their prospects going forward, according to the latest Ontario Trucking Association (OTA) *Business e-Pulse Survey*.

The most recent edition shows the fourth consecutive quarter of improving optimism among the 75 fleets that responded.

Fifty-two per cent of carriers said they were optimistic about the overall prospects of the next three months, which marks the first time the majority voiced optimism since the OTA began its survey in the third quarter of 2008.

In the first quarter of 2009, for instance, only 17% of carriers

were optimistic about the impending quarter.

But while carriers are increasingly optimistic, many (37%) remain uncertain.

"The survey results give credence to the view that the worst is over for the economy, but things remain fragile. There is still concern for the US economy, in particular southbound shipments, which also reflects upon the outlook for Ontario's export-based economy as well," surmised OTA president, David Bradley.

The OTA survey indicated the recession ended in the second half of 2009.

Eighty-two per cent of respondents feel the Canadian economy has bottomed out, 69% think things can only get better in Ontario and 59% feel the US economy is on the mend.

Fewer carriers reported declines in freight volumes over the past three months in intra-Ontario, interprovincial, southbound US and northbound US lanes. Volume improvements were more pronounced within Canada than across the border, the survey found.

Thirty-four per cent of carriers suffered freight volume losses of 20% or more over the past year and 23% said they suffered a 10-19% decline in freight.

Freight rates continued to be a source of concern, according to the latest survey, but less than 11% of respondents reported that rates were continuing to fall while 35% felt that way a year ago.

Most respondents said rates are remaining at current levels but some firms reported modest prospects for firming rates over the next six months.

Seventy-two per cent of carriers said they are collecting a reasonable fuel surcharge and 69% said they're charging accessorial fees to most or all of their customers.

It seems some shippers are still slow in paying their bills, but the percentage of carriers reporting that shippers are taking longer to pay has fallen below 40% for the first time in the survey's history.

Most carriers said they do not intend to increase the size of their driver pools, but they also conceded the worst of the layoffs are behind us.

Sixty-seven per cent of respondents said their net number of drivers will remain unchanged over the next three months, while 27% said they'd be hiring and only 5% said they'd be shrinking their driver force.

As far as equipment is concerned, most fleets seem ready to stand pat. Sixty-four per cent said they will not change the net number of tractors or trailers in their fleet, while 26% say they'll add tractors and 29% say they'll be buying trailers.

Those are improvements over previous surveys. Only 10% of fleets plan to reduce their number of tractors and 7% will shrink their trailer capacity. □

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Mohawk College officially opens Gerald Marshall Centre for Transportation

By James Menzies

HAMILTON, Ont. – In an appropriate departure from the traditional ribbon-cutting ceremony, the family and friends of the late Gerald Marshall fired up several diesel engines to mark the grand opening of the Gerald Marshall Centre for Transportation at Mohawk College on Feb. 4.

The new state-of-the-art training facility was made possible by \$1.7 million in funds contributed by the Marshall family, who wanted to create a lasting legacy on behalf of their father.

It was the largest single donation in Mohawk College's history, and will benefit 400 apprentices per year who will go on to enjoy careers as heavy truck and coach technicians.

It also marks the first time the college has ever named one of its



READY TO ROLL: Gerald Marshall's daughter Jo-Anne Spadafora (right) and family members start their engine to open the facility. *Photo by James Menzies*

facilities after an individual.

"I couldn't think of a better community leader and businessperson's name to put up in

lights than Gerald Marshall," said Mohawk College president Rob MacIsaac.

Marshall founded G. Marshall Transport with a single truck in 1970 and over the next 24 years, grew the company to include 24 trucks and trailers, MacIsaac recounted. He also had a hand in opening Marshall Truck and Trailer Repair, which is still run by the family today. Sadly, Marshall passed away in May 2006 after a battle with cancer.

Before long, Marshall's children Linda Marshall, Cindy Butler, Wayne Marshall and Jo-Anne Spadafora were seeking a way to honour their father and create a lasting legacy.

"We want our dad's spirit to carry on," an emotional Spadafora told a gathering of several hundred visitors during the grand opening ceremony. "We wanted to instill in others a set of core values that defined our dad."

Spadafora's only regret was that her father wasn't there to enjoy the celebration.

"As much as our dad would have loved this party, he would have had an even better time working alongside the apprentices on the shop floor here at Mohawk College," she said. "He would have been in his element."

Brother Wayne was equally impressed with the end result of the family's financial contribution.

"When I look around this build-

ing, I feel so proud and see many things that remind me of my father and who he was," he said. "From the colour of the floor to the bright lights, I can see a great deal of planning went into this building."

Wayne Marshall said he took pride in the new facility for three reasons: it honours his father's legacy; it gives back to the community; and it will keep Marshall Truck and Trailer competitive in the future. He said the company will look to employ graduates from the program for many years to come.

"We want the best and brightest apprentices who train here to work with us at Marshall Truck and Trailer," he said.

Linda Marshall also spoke at the event, thanking the many donors who contributed to the cause, including the Hamilton Transportation Club which showed up with an unexpected cheque for \$25,000 in-hand. Those funds will be matched by the province and distributed as bursaries to students.

Linda said the family is not done raising funds for the program – now that the building is up and running, she said the family will continue to raise money to help students attend the college.

"We're going to continue raising much-needed funds to keep this state-of-the-art program going," she said. "If we want the best workers, we need to give apprentices and students the best equipment to learn on, and we plan to continue doing that."

In fact, she said the family will be hosting their fourth annual memorial fundraiser – a Blue Jeans Barbecue – on May 15. More than \$140,000 has been raised in the first three versions of the event. Info on the event is available at www.geraldmarshall.ca.

MacIsaac noted the Marshall family has already committed \$250,000 for student bursaries. "These bursaries will put a Mohawk education within reach of students who have unlimited potential, but limited means," he said. □



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National Truck League, Transport Financial Services form partnership

LONDON, Ont. – Transport Financial Services (TFS) Group and National Truck League (NTL) have formed a strategic alliance to promote each other's insurance and accounting services.

"As NTL continues to offer superior service and products designed for the trucking industry, it makes sense to extend to our clients business services which will help improve their financial stability. We are impressed with TFS and know our clients will be well looked after," announced NTL president, Rod Stiller.

TFS Group has been offering accounting, bookkeeping, tax return preparation, IFTA fuel and mileage tax reporting, HoS logbook auditing and permitting and licensing services to the trucking industry since 1974.

"TFS is pleased to offer our clients specialized insurance products and services for the trucking industry from NTL," said Steve Mulligan, vice-president of business development for TFS Group. "They have a great reputation in the trucking industry for providing superior risk management solutions, and we couldn't be more confident recommending our clients to NTL."

For more info, visit www.nationaltruckleague.com or www.tfsgroup.com. □

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HOW DO YOU SPELL TIRES WITH HIGH VALUE?

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

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

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

* Modern Tire Dealer, 2008

Fact : Hankook Tires are produced with innovative technology.

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

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

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

Fact : Hankook Tires provide tremendous value to the consumer.

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

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

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

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

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Give a used truck a thorough inspection before buying

Continued from page 1

repair, towing, and downtime costs that could potentially sink a new business. Before you buy, it's imperative to know how much it's going to cost to run, and how hard you're going to have to work to pay for it. That's why it's recommended first-time buyers have a couple years' experience under their belt before taking on owner/operatorship.

Gone are the days when you could drive away from a dealership putting 0% down or less. These days a 15%, or more likely a 20%, down payment is pretty standard. You might be able to do better, depending on your credit rating but the cards are stacked against a young man or woman just getting into the business. When applying for a loan so much depends on your credit rating, your age, your years of experience in trucking, and home ownership certainly helps.

But do take advantage of a dealership's financial department.

"Banks traditionally don't like touching trucks," according to Adam Davy, branch manager of Arrow Truck Sales Canada in Toronto, Ont. "We can accommodate prospective buyers and start the process. We know what will be acceptable."

The financial advisor can also school you in the fundamentals of truck ownership, and what it will take to keep your head above the



BUYING USED: A used truck can be a lucrative investment for an owner/operator, if you do your homework.

water.

Know what you need

We've all seen powerful trucks doing embarrassing jobs: big iron shunting containers in a drop yard, or an 18-speed with a double bunk picking up recycling bins. One Saturday night I covered a friend's bread run. He'd just bought a monster with 500 horses and a bunk the size of my kitchen. His contract involved making deliveries to grocery stores around eastern Ontario, but the loads were never more than 20,000 lbs and usually averaged 12,000.

The truck pulled great but was

really unsuitable and unnecessary for the task – the fuel gauge would drop while you watched it and the elongated nose and big sleeper made it difficult to back into tight spots. He could have gone with 325 horses and still had power to spare.

Do you know what you want to do with the truck? Most serious carriers require O/Os to have units no older than five years, and dealers will often suggest you find the job first and then come looking for a truck. Be sure to read the specification sheet carefully and find out exactly what the truck you're buying has in it, including rear-end ratio, transmission type and registered axle weight. If you're doing tanker or deck work, you'll want a tractor with a 51-inch fifth wheel height as opposed to the 47-inch standard for dry vans.

Most highway drivers prefer 10- or 13-speed transmissions. Automatics are fine and getting better but I might shy away from one with a lot of kilometres. If you're hauling heavy or working in the bush you'll want something with lots of gears.

And why get a sleeper if a day cab will do? Unfortunately there are fewer day cabs around than sleeper units, and the operators tend to hold onto them longer. City trucks will have a lot fewer kilometres, have suffered more hard knocks, and have way more idling time on their engines. But a well-maintained city tractor can be functional for better than a decade, just look at the Louisvilles still kicking around.

First-time truck owners hauling general freight usually need something mid-range with a sleeper that can pull up to 80,000 lbs GVW. Fuel mileage is critically important. So all the better if you were to find something aerodynamic.

But beware – the lowest price is not always the best deal. Nevio Turchet, used truck manager for SelecTrucks Toronto, suggests first-time buyers should be thinking about spending around \$50,000 for a used truck.

"Something that's three or four years old tops, with some original warranty on it – 500,000-600,000 kms, not more than 650,000," he says. "If you're working regionally and going to be putting on a lot of miles close to home, you might

want to go with a 58-inch bunk instead of a 70-inch bunk."

When it comes to engines, everyone's got an opinion. It doesn't matter if you're a Cummins, Detroit, Volvo or Mercedes fan, there's a new zeitgeist concerning fuel mileage and smaller lightweight engines are in style. However, many operators still prefer big engines with lots of power.

"Typically, guys running the highway would want at least a big block 475 hp," says Grant Wilkinson, used truck manager at Kenworth Truck Centre Toronto. "Caterpillar manufactured a very fine engine – the 430-hp C13 that puts out 1,550 torque pounds and is 700 lbs lighter," he says. "That's 700 lbs more freight you can put on and you'll get better mileage, too." Cat has discontinued making these engines but Wilkinson expects parts will be available for a long time to come.

Finding the truck that's right for you

Whether you choose to buy from a dealer or purchase a unit privately, it's good to take someone along when you go shopping. Another set of eyes and ears could keep you from making a decision you might regret later. First-time buyers often get blinded by chrome.

Overall, the consensus is that it's better to buy from a reputable dealer – someone you can expect to be around for a few years to come. According to Dennis Sheehan of Sheehan's Truck Centre, Burlington, Ont., "When we buy a truck or get one in here on a trade, we check it over very closely," he says. "There's absolutely no way we would sell a truck to anyone with a bad engine. If we find a truck has issues, we'll dump it at an auction."

One has to be doubly careful when buying a used truck privately. Truck mechanic Ron Martin explained that checking out a truck is like doing a very thorough circle check. You're looking for problems that may sneak up and bite you later.

"I'd have a close look at the steering and see how the tires are worn. If possible, I'd back under a trailer and you can check a lot of things that way," he says. "Visually inspect the antifreeze – smell the antifreeze, if there's any evidence of corrosion you might have a serious problem. All the stuff you'd do in a pre-trip, but more intensely – cracked or hardened hoses, fan belts, check for leaks, both air and liquid. See if the doors line up."

Martin thinks you can tell a lot about the condition of a truck by the way it's been treated. He's seen trucks only a few years old where the floors were starting to rot out.

"If there's an interior light out and the seller tells you it's just a burned out bulb, it might be the truth and it might not. Pop off one of the connectors in the back of the tractor and see if the terminals are green. If they are then you could have a wiring problem that may cost you thousands down the road in repair and downtime costs."

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Canadian trucking companies are recovering from the worst economic downturn in 70 years. Many truck fleets experienced a sharp turn downward in business volumes and shippers took advantage of the situation to reduce freight rates to often unsustainable levels. We are now moving to what some experts have labelled a "reset economy." The expectation is for a slow, bumpy recovery. During this period we will see permanent, fundamental changes to how businesses will operate.

If you are looking for some proven strategies from industry leaders that may help guide you and your trucking company through this economic "reset," mark this one day conference in your calendar. In addition to being able to learn some useful techniques and strategies, in an informal interactive setting, you will also have an opportunity to network with other fleet owners and executives.

AGENDA

- 7:30 AM – 8:00 AM – Registration
- 8:00 AM – 8:30 AM – Breakfast
- 8:30 AM – 9:00 AM – The Major Factors Affecting the Freight Environment in 2010-2011, Carlos Gomes, Senior Economist, Scotiabank
- 9:00 – 9:30 AM – Reigniting your Company's Sales Engine, Dan Goodwill, President, Dan Goodwill & Associates Inc.
- 9:30 – 10:00 AM – Creating an accurate Freight Costing Model, Kenneth M. Manning, President, Transportation Costing Group Inc.
- 10:00 AM – 10:15 AM – Refreshments and Networking
- 10:15 AM – 10:45 AM – Real Estate Strategies for 2010, Mark Cascagnette, Vice President, Industrial Global Supply Chain Solutions, Cushman & Wakefield Ltd.
- 10:45 AM – 11:15 AM – The Packaging Revolution, Jack Ampuja, President, Supply Chain Optimizers
- 11:15 AM – 12:00 AM – Shipper/Participant Expectations in a Recovering Economy – Panel led by Lou Smyrlis, Editorial Director, Transportation Media
- Participants: Mark Gallant, Director, Canadian Transportation, Home Depot of Canada Inc., Mike Owens, Vice President of Physical Logistics, Nestle Canada Inc., Ginnie Venslovaits, Manager, Transportation Services, Unilever Canada and Unilever Foodsolutions

12:00 – 1:00 PM – Lunch

- 1:00 AM – 1:45 AM – Carrier/Participant Recovery Strategies - Panel led by Lou Smyrlis, Editorial Director, Transportation Media
- Participants: Dan Einwechter, President, Challenger Motor Freight, Peter Di Tecco, President, Armbrust Transport, Doug Munro, President, Maritime-Ontario Freight Lines Limited
- 1:45 PM – 2:15 PM – Effective Workforce Management Strategies, Kevin Snobel, General Manager, Caravan Logistics
- 2:15 PM – 2:45 PM – You survived 2009. Now what?, Rebuilding the Value of your Trucking Business, Elian Terner, Director, Investment Banking, Scotia Capital
- 2:45 PM – 3:00 PM - Refreshments and Networking
- 3:00 PM – 3:30 PM – Results from Research Study on Transportation Management Software Systems for Trucking Companies, Jim Papineau, Director, Supply Chain Systems & Automation, Dan Goodwill & Associates Inc.
- 3:30 PM – 4:15 PM - Small Group Workshops
- Business Development – led by Dan Goodwill
- Freight Costing Models – led by Ken Manning
- 4:15 PM – 5:00 PM - Small Group Workshops
- Real Estate Strategies – led by Mark Cascagnette
- Trucking Company Computer Systems – led by Jim Papineau
- 5:00 Networking/Cash Bar

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Any small item should be fixed before you buy it," says Martin.

Martin also suggests checking the colour of the exhaust. "When you look at the top of the stack, you should see just a shimmering haze that's almost invisible. If the exhaust gas is too white or too black it's usually an indicator of engine wear."

Engine oil analysis is a good way to find out the condition of the motor and is a relatively inexpensive procedure. But a person selling a rig privately will have probably just changed the oil and you won't get an accurate reading. However, most dealers accepting a trade-in or buying a used truck may already have taken an oil sample and already had the analysis done. A dealer might also let you make the sale conditional on a positive oil analysis after the truck has been driven under load for several thousand kilometres.

Don't be afraid to ask for a



A CLOSE LOOK: Truck mechanic Ron Martin suggests giving a truck a thorough inspection.

print-out of what the engine has been doing (a dealer should be able to supply this). This is a download directly from the black box and will tell you how many hours the truck has on it, how much

idling it has done, and the fuel mileage it's been getting.

A high idle-to-drive ratio makes a truck less attractive. That's why used trucks with bunk heaters or APUs are more coveted. If you don't have an APU on your tractor, you might want to think of installing one soon after purchasing it.

Ask an expert

While writing this article, I talked to a lot of knowledgeable people. But the most meaningful discussions I had were with owner/operators who had made the successful transition from driver-for-hire to truck owner.

Elwood Rines is one such example. His first truck was a 2002 Volvo 770 that he had been driving on behalf of an owner for Highland Transport. The owner wanted to get out of the business and Rines was faced with the decision of becoming a company driver or jumping into owner/operatorship.

Rines did his homework. He carefully charted out all the expenditures and revenues incurred by the Volvo during the last two years. He also shopped around for other trucks. In the end he bought the truck he was driving, paying the unit off through his line of credit. These days, he's a broker for Bison Transport and traded up to a 2009 Volvo. But he put 800,000 miles on the original 2002 and logged a lifetime 6.5 miles per gallon. More importantly, he made money on that tractor.

Rines' advice for new buyers is simple. "Know what you're buying. Thoroughly research the truck and find out everything you can about the truck," he says. "Ask for a record of all the work it did in the last year and track it carefully against the fuel costs and repair. That way you'll have a good idea of what to expect and won't get blindsided when it comes to repair and maintenance costs." □



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Tax Talk**Processing the process: Tips for filing your income tax return**

Whether you're a do-it-yourselfer or use an accountant to file your personal income tax return, the more knowledge you have the better off you'll be. Tax time induces so much angst because the process is overwhelming. Canada Revenue Agency's *General Income Tax and Benefit Guide* for 2009 is 62 pages long – all that to help you complete a five-page income tax return. That said, at our office we get the same basic questions each year:

Where do I live?

In an industry where many people literally live in their truck, the question isn't so simple.

Generally, you use the tax package for the province or territory where you resided on Dec. 31, 2009. CRA would have mailed you a tax package based on their records. If your residency is unclear, determining factors include where your home

**Tax
Talk**

**Scott
Taylor**



(owned or leased) and personal property are and where your spouse or common-law partner or dependents reside. Other ties that may be relevant include addresses for your driver's licence, bank accounts, and health insurance.

**What tax forms do I use
and where can I find them?**

The most convenient place is the forms and publications area of the Canada Revenue Agency Web site (www.cra-arc.gc.ca). You can download the General Income Tax Return for 2009 and any related guides and schedules for any

province or territory in PDF format and print them out on your own printer.

If you don't want to use your own ink and paper you can order the forms online and have printed copies mailed to you. Or you can pick them up at the nearest post office or Service Canada office, or call 800-959-2221 to have them mailed to you.

**Can I get forms
for previous years?**

General tax guides and forms are available online going back all the way to 1985. Yup, you can catch up on 23 years of returns.

**How long should I keep
my documents?**

In general, keep your supporting documents for six years after the year that the related return was filed. If you file on time every year,

you should have receipts and documentation to support your claims on your 2009 through 2004 tax returns.

If you're filing late you must keep all your supporting documents for six years from the time you file. If you're just now filing your 2002 return, you must keep all documents until 2016.

When do I get my refund?

CRA usually processes paper returns in four to six weeks and electronically-filed returns in two weeks. Turnaround times are affected by when you file. If you submit your return by mid-March you should expect at least a two-week faster turnaround than if you'd filed at the end of April. CRA will pay interest on your tax refund if it takes longer than 31 days after April 30 for them to process it. This year the interest rate is at 3% (no surprise here but the interest charged to you on overdue taxes will be 5%).

If you just can't wait and need to know where your refund is you can use the CRA Web site's My Account feature to track its status. If you aren't registered to use My Account, you can get immediate access to your refund information using the Quick Access service. Otherwise call CRA's automated phone service Tax Information Phone Service (T.I.P.S.) at 800-267-6999.

As proof of identification you will have to give: your social insurance number, your month and year of birth, and the total income amount you entered on line 150 of your 2008 or 2009 tax return.

How do I make a payment?

Tax payments are due by midnight April 30. You can deliver a cheque to your local post office or use CRA's new My Payment service, which lets you make payments in one simple online transaction. You can use this service if you have access to online banking at a participating financial institution. Your payment amount is subject to the daily limit for online banking you have established with your financial institution.

How do I speed up the process?

File your return electronically including a Form T1-DD(1), Direct Deposit Request-Individuals. Otherwise, set up direct deposit for your tax refund (and other tax credit payments, such as GST/HST) using your My Account service on the CRA Web site, or by mailing a T1-DD form now to the same tax centre where you send your tax return so it is processed before you file this year's return. The combination of electronic filing and direct deposit means CRA can kick out refunds much faster today than years ago. If you file before mid-March you'll probably have the money in your bank account in 10 to 15 days. So those of you who get the ol' "instant cash back" on your refund through a tax preparer are giving away hundreds of dollars just to have your money sometimes only two weeks sooner. Ask yourself if it's worth it. □

GUESS WHO FOUND A NEW JOB?

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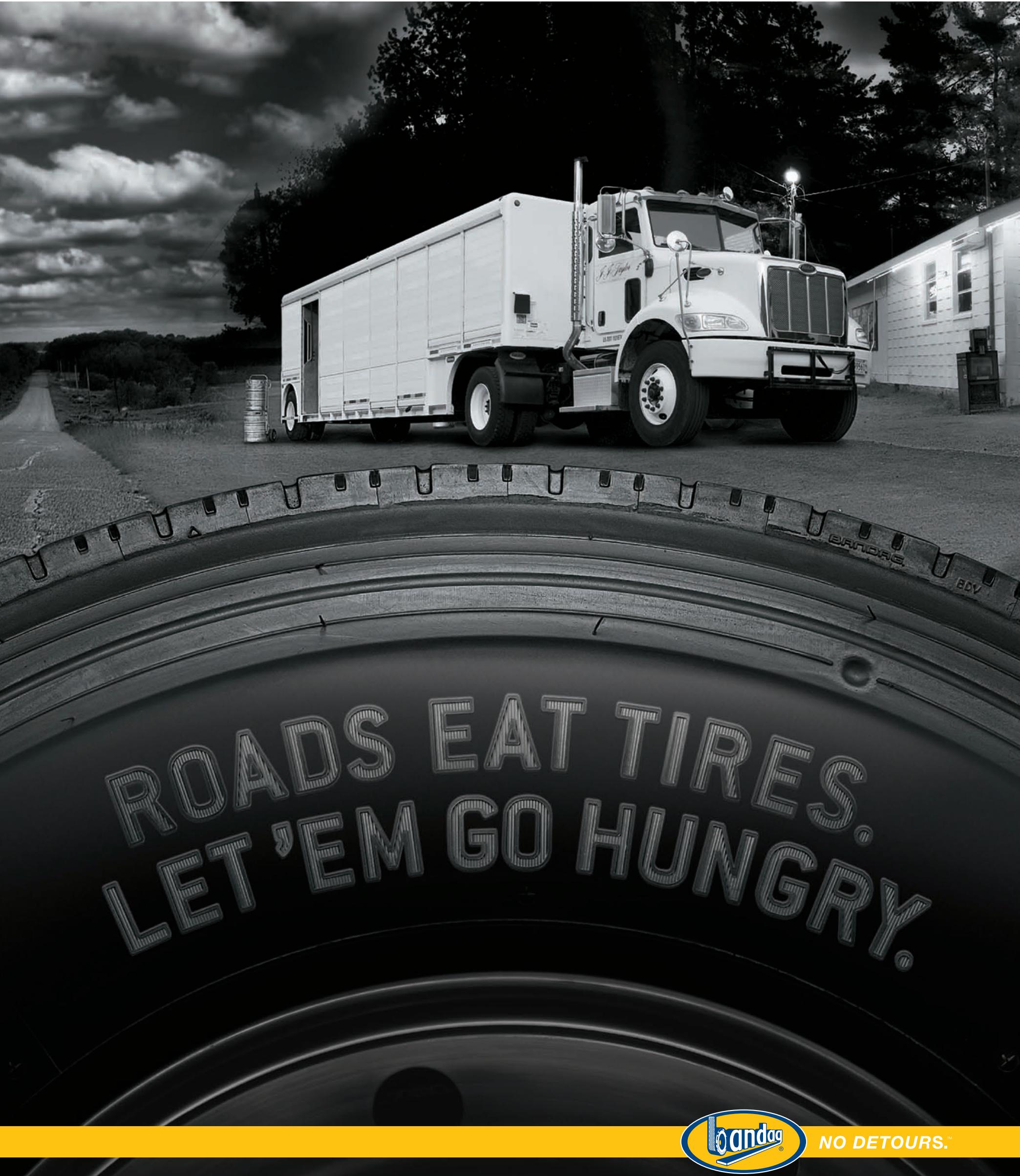
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– Scott Taylor is vice-president of TFS Group, a Waterloo, Ont., company that provides accounting, fuel tax reporting, and other business services for truck fleets and O/Os. For info, visit www.tfsgroup.com or call 800-461-5970.



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Well enough to face the future?

The future of trucking – a topic that's on everyone's mind as the industry begins to pull out from the worst couple of years in modern transportation history – was also the subject of a symposium hosted in Winnipeg Feb. 17-19 by the University of Manitoba's forward-thinking Transport Institute (UMTI).

Some of the industry's biggest shooters from both sides of the border were there to ponder how trucking will evolve in response to changing freight movement patterns, environmental concerns, fuel price

Voice of the O/O

Joanne Ritchie



volatility, and labour availability over the next 20 years.

No discussion about the future is possible without tackling the very large issues of climate change, emerging vehicle technologies, and massive investments in infrastructure, but it was the labour question –

where do truck drivers fit into the equation? – that enticed me to venture to Winterpeg in mid-February.

In a session on the future of trucking human resources, with a focus on women in trucking, I had the pleasure of sharing the podium with two of my long-time trucking colleagues, Linda Gauthier, executive director of the Canadian Trucking Human Resources Council, and Ellen Voie, president and CEO of the Wisconsin-based Women in Trucking organization.

I was the last speaker, in the last session, on the last day of the event, and even though I love having the last word, I'd like to have seen human resources – the men and women who'll be driving the industry into the future – brought into the discussion a whole lot earlier.

Don't get me wrong, everyone's talking about shifting demographics, and the threat of a qualified driver shortage has been scaring the daylights out of truck owners for years.

But trucking has been slow to understand how profound an impact demographic changes will have on our industry. Only a handful of enlightened companies have begun to focus on human resource management as a critical success factor, and concepts like retention, succession planning, career development and work-life balance have only recently made it into the lexicon when we talk about human resources.

Trucking isn't the only industry plagued by the dreaded S-word; almost every sector of the economy is facing shortages as the population of

the industrialized world grows older, and peoples' attitudes and expectations toward jobs and work changes.

The gurus have been talking about work/life conflict for years, but it's only recently, with tightening labour markets and studies that show how work/life imbalance affects the bottom line – there's a huge cost to low job satisfaction and higher job stress – that employers are starting to recognize that it's not good enough any more to talk about best practices, you actually have to be the best practice.

Trucking's not quite there yet – it should be – but it's getting there faster as more women get behind the wheel. Right now, only about 3-5% of commercial drivers in Canada are women, but that number is growing. Many organizations and employers are making a concerted effort to attract women to the industry, as the traditional labour pool of drivers dries up.

Women are agents of change. They simply won't put up with a lot of things that men think they have to live with. Take home time, for example. Women and men, especially if they have young families or aging parents want more home time, and women are questioning why they can't have it. And let's face it – a lot of things that will attract women to the job are things that will make the industry better and safer for everybody. Who doesn't want safer truck parking, laundry facilities, and cleaner toilets? And what's wrong with a more ergonomic truck and seats that fit?

Another critical area employers will have to address is the health and lifestyle issues that are driving – or keeping – many people away from the industry. As regulators and policy makers turn their attention to "human factors" in road safety, so too must industry begin to pay attention to wellness issues that drivers face on the road.

Everyone acknowledges that trucking is a tough and often dangerous job. On top of that, many drivers don't eat well, they get little meaningful physical activity, and they often don't get proper rest. Making and keeping regular medical appointments is just a pipe dream for many drivers, whose personal priorities are almost always trumped by compliance and operational realities.

Wellness should top everyone's list of concerns in any discussion on the future of trucking. If the work, the work environment, or the cumulative effects of the difficult lifestyle compromise a driver's physical or mental health, then the most technologically-advanced trucks, the finest roads our tax dollars can buy, and the best managed companies in the country, won't be worth the paper your welfare cheque is written on.

A safe workplace, a decent wage, a healthy lifestyle, and good life/work balance: these are reasonable employment expectations, and the kind of things that are going to attract anyone to a trucking career. Want to get – and keep – women and men excited about a the job of trucking? Change the job. □

– Joanne Ritchie is executive director of OBAC. Are you ready for change? E-mail her at jritchie@obac.ca or call toll free 888-794-9990.



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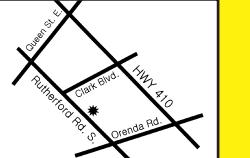
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Safety

Simple security measures can deter cargo thieves

Everyone has a role to play in the security of the valuable cargo, largely by limiting access to information about contents that are inside the trailer in the first place.

When it comes to cargo theft, thieves know what they want. Shipments of electronics and liquor have always been popular targets because the goods are easy to sell, and thefts of copper and aluminum increase with every surge in commodity prices.

A \$45,000 load of aluminum goods can disappear forever once it crosses the scale in a scrap yard. It seems today thieves are able to turn almost any type of cargo into quick cash.

Recent increases in theft-related insurance claims prove that thieves are more than willing to take advantage of any opportunities that present themselves – and some opportunities are more apparent than others.

While most cargo thefts can be traced to poorly-secured yards, proactive fleets are using a number of initiatives to discourage thieves who would otherwise unload a trailer's contents or even hook up to the king pin and drive away.

Since thieves tend to show little interest in empty trailers, one approach is to unload valuable

Ask the Expert

Dave Roth



freight that needs to be retained overnight or on a weekend. While it can take an hour to unload 44 skids into a secure warehouse, the move could protect \$1 million in cargo.

Other efforts have focused on limiting access to the trailer contents, either through the use of high-quality padlocks or by dropping each pair of trailers so that the barn doors are pushed against each other or backed in close to a building to limit access to the doors.

Well-designed pin locks can present an effective deterrent of another sort.

Some models might shatter under the force of a tractor's fifth wheel, but cone-shaped designs can keep king pins from aligning with the fifth wheel's jaws.

And one of the best pin locks of

all comes in the form of a coupled tractor, which presents yet one more barrier for a thief to overcome.

Technology has also presented a new generation of barriers that thieves want to avoid.

A growing selection of tracking devices powered by solar cells or batteries can be used to locate stolen loads or establish a "geofence" around the fleet yard, sending an alert to a manager's cell phone as soon as equipment crosses the invisible barrier.

Visible fences aside, a number of the features required for the cross-border C-TPAT initiative can be used to secure any yard. Access through a gate can be limited by keypads, RF transponders, or personnel in the office. Proper lighting and video cameras, meanwhile, will help to identify any unwanted tractors that drive into the area.

Policies and procedures have a role to play in security efforts as well. Police and insurance providers alike have the best chance at tracking down a stolen shipment if they are informed about an incident as soon as possible. A load stolen on a Saturday morning and reported the following Monday will usually be long gone.

For the sake of personal safety, drivers should be discouraged from trying to stop a theft that's in progress, but they can be coached to record information such as licence plate numbers or any other details that might help to identify the thief.

The security-minded policies do not end in the fleet yard, either. Drivers who are aware of their surroundings and watch for suspicious vehicles are less likely to face a hijacking in the middle of the night. Dispatchers can help by planning routes so that high-value loads do not need to be dropped off in a deserted yard, and by scheduling trips so that those hauling high-value cargo have the chance to travel together.

There will always be security in numbers.

Shippers have their own part to play in the process. Fleets can

frustrate potential thieves by requiring drivers to keep moving during the first two hours after picking up a shipment.

Drivers who are expected to do that will simply need access to facilities such as washrooms or cafeterias before beginning a journey.

Even human resources personnel can play a role in security. While cross-border drivers need to offer criminal background checks to earn FAST cards, the information can be reviewed more often than the mandatory five-year cycles. New employees who work on cross-docks or in the operations centre may require background checks of their own.

In fact, everyone has a role to play in the security of the valuable cargo, largely by limiting access to information about contents that are inside the trailer in the first place.

It is all too easy for someone to overhear a discussion between two friends at a truck stop, and a bill of lading left on an exposed counter can be read by anyone.

Thieves need to steal information before they have any opportunity to steal the loads that they desire. A commitment to security begins by limiting their access in every possible way. □

– This month's expert is Dave Roth. Dave is the Ontario regional manager of safety and training services for Markel Insurance Company of Canada and has more than 20 years experience in managing safety and operations in the trucking industry. Markel Safety and Training Services, a division of Markel Insurance Company of Canada, offers specialized courses, seminars and consulting to fleet owners, safety managers, trainers and drivers. Markel is the country's largest trucking insurer providing more than 50 years of continuous service to the transportation industry. Send your questions, feedback and comments about this column to info@markel.ca. To read about more industry hot topics, visit Markel's Web site at www.markel.ca and click on the Articles & Essays section.

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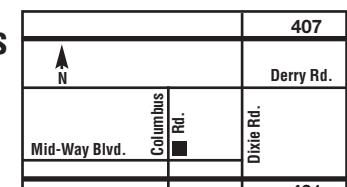
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Over the Road

Trucking: It's a love/hate relationship

I have been employed as a highway driver for the last 11 years. Truck driving is a catch-22 for me. I experience the feeling of freedom and independence one minute but I am left with a longing for my social network the next. I have experienced some of my highest emotional highs and some of my lowest emotional lows while at the wheel. I have a love/hate relationship with truck driving as a result. But the bottom line is, the trucking industry has me hooked.

Variation, challenge and independence. I think those are three ingredients that are always present in the commercial driver's life. Each of these elements possesses a lot of pros and cons and that is where my love/hate relationship with the job is rooted. Let me give you an example.

In mid-November of last year I started a trip from southern Ontario to Vancouver. I planned to be home for a day or two in early December and then squeeze in another trip before Christmas. I was counting my chickens before they hatched. My truck suffered an engine failure. The truck remained in the shop for three weeks until the engine was replaced. I never made it home until Dec. 22.

So that trip saw me slip-seating into five different trucks and spending a few nights in motel rooms. Luckily one of our Edmonton drivers was on holidays so I had the use of her truck for a couple weeks.

Unfortunately, that truck needed an oil pressure sensor replaced a few days after I got into it, so I had more downtime. I was cursed on this trip. Murphy's Law. So let's go back and look at this experience in the context of those three elements I mentioned.

Variation in my day can certainly prevent me from becoming bored. It can also provide high levels of stress. I still had freight to deliver and a salary to earn. No easy task when my wheels are sitting in a service bay.

As drivers, we all face situations like this, or very similar ones, on an ongoing basis.

Challenge? Oh yes. Many challenges. My dedicated truck is my home and slip-seating sucks. Spending three weeks living out of a couple of bags when you are accustomed to your own living, eating, sleeping and cooking space is stressful.

As I was rolling down the road trying to focus on getting the miles, my mind wanted to focus on everything that had gone wrong. By the third week I was feeling that everyone I dealt with was conspiring to make my life miserable and prevent me from getting home. Sound familiar?

Independence is a good thing to have. I don't have a boss in my truck, I don't have anyone looking over my shoulder and I don't have anyone telling me what to do. These are all wonderful things. But when my workplace comes to a grinding halt at one o'clock in

Over the Road

Al Goodhall

the morning, there is nobody to deal with the problem but me. Independence may equal the freedom to choose my own way but it also gives me the responsibility to deal with all the situations that arise. That includes all the issues I didn't plan to deal with.

We are independents, lease/operators and company drivers. We are teams and singles. Our workplace may be the city, the province, the country or the continent. We all have different levels of experience and skills. The ex-

ample of my own experience with the breakdown shows that despite our individual differences, we all face the same industry issues and the same personal and emotional fallout that can result.

When a group of experienced drivers get together, discussion often turns to the camaraderie and mentorship that existed between drivers in the past and how that is now missing or on the decline in our industry.

There is nothing better than getting together for a good jaw session with a few other drivers. The stresses of the open road melt away when you can share them with people that really "get it." Things have changed rapidly in the last two decades. Technological change continues to speed along. Culture is slow to

respond and our trucking culture is no different.

I said at the outset that I am left longing for my social network. Technology has brought the social network to our cabs in the form of Internet access.

Twitter, Facebook, blogs, smart phones, Internet sticks and netbooks. We don't have an excuse to not take part.

Using these tools has become as simple as picking up a phone. Social networking on the Internet does not replace face-to-face communication.

It makes more of it possible. Join the conversation. That's how I see it, over the road. □

- Al Goodhall has been a professional long-haul driver since 1998. He shares his experiences via his 'Over the Road' blog at <http://truckingacrosscanada.blogspot.com> and you can follow him on Twitter at Twitter.com/Al_Goodhall.

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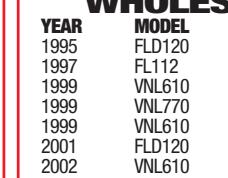
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New Products

Paccar ups North American engine ante with new MX

By Jim Bray

MOUNT VERNON, Wash. — Kenworth and Peterbilt customers now have a new, high-tech engine choice in parent company Paccar's MX diesel.

Paccar took the wraps off the North American-spec' MX at its Mount Vernon, Washington Technical Centre on Feb. 4, inviting media in from all over North America for the occasion. The introduction came after a successful 80 million kilometre test program in which the company says the MX performed up to expectations for power, efficiency and cleanliness.

Paccar says the MX offers best-in-class performance, economy and, according to chairman and CEO Mark Pigott, is one more step forward in the company's plan to offer its own complete powertrain solution.

Pigott says that, while the launch of any new product is a momentous occasion, "This introduction is even more so because it's occurring as our industry continues to confront the worst recession in decades."

He points to the realities of aging fleets that will need to be replaced and low dealer inventories of new and used trucks as positive signs for the industry.

"The good news," Pigott says, "is that Paccar is in an excellent position to grow when the economy improves."

The Paccar boss says the company invested a billion dollars into its engine program over the past decade and has delivered an entire family of engines, two new engine factories, expanded engine test facilities and "the best engine development team in the business."

A clean sheet design, the MX is a 12.9-litre, inline six-cylinder turbo diesel with four valves per cylinder and an in-block cam design that not only allows it to be mounted lower, reducing vibration characteristics, but which also reduces its complexity thanks to fewer moving parts.

"Our goal," says Paccar president Jim Cardillo, "was to offer the lowest cost of ownership for Kenworth and Peterbilt customers and we think we've achieved that."

He cites what he says is the MX's best-in-class fuel economy and drivability, torque-to-weight ratio and easy access for maintenance.

The MX engine can be configured to put out from 380 to 485 horsepower and up to 1,750 lb.-ft. of torque, which the company says puts it at the upper end of the power/torque range for Class 8 applications. Part of its efficiency, Cardillo says, comes from the use of CGI (compacted graphic iron), which he says is 75% stronger and stiffer pound-for-pound than gray cast iron. Paccar, Cardillo says, was first to use CGI for the cylinder head and is the only manufacturer to use it for both the engine block and the head.

Using CGI shaves about 150 lbs from the weight, according to Craig Brewster, Paccar assistant



QUIET RIDE: On the track, the Paccar MX engine impressed editor Jim Bray with its low noise levels – it's reputedly 1.5 times quieter than competitors at 88 km/h.

vice-president, while a crankshaft design that eliminates counterweights saves about 25 more pounds. The result is an engine that tips the scales at about 325 lbs less than the Cummins ISX. The design and construction of the block and rear gear train also contributes to significantly lower in-cab noise levels, Brewster says, "resulting in a more comfortable driver environment."

Paccar claims a noise level for the MX that's three times more quiet at idle and about 1.5 times quieter at 88 and 113 km/h (55 and 70 mph).

That quiet performance was noticeable during a test drive session the company offered journalists, who were invited to take a couple of laps around the Technical Center's 1.5-mile high-speed oval and 1.5-mile durability track. The MX engine-equipped trucks were indeed quiet, making conversation easy at speeds up to about 105 km/h.

"You can lower the radio volume by half," Brewster says, noting that "when we heard that from our test drivers, we knew we were on the right track."

The MX engine also uses fractured cap technology for the main crankshaft bearing, which Cardillo says results in increased strength and contributes to longer power and torque curves across a wide range of RPMs. Brewster says the flat torque curve gives the MX a more responsive feel and excellent drivability while helping reduce downshifting under load. He also says its integral engine brake (rated at an industry-leading 460 hp at 2,200 RPM) provides powerful performance across a broad range of engine RPMs.

The extensive testing of the MX engine for the North American market included some 300,000 hours of extreme lab testing at Paccar's Mount Vernon Technical Center, where they can simulate a variety of driving and environmental conditions. The MX also underwent winter testing near Yellowknife, extreme heat tests in Death Valley, California and the Arizona desert and high altitude tests above 3,000 metres in the Rocky Mountains of Colorado.

This real-world testing was helped by Paccar customers who drove the MX in their day-to-day operations, with data-linked trucks sending information to the



READY FOR CANADA: The MX has undergone extensive cold weather testing, in the lab (pictured) and also in the Northwest Territories.

Paccar Technical Center for analysis. The engines were also run at the Technical Center using data gleaned from the real-world trials.

The commitment to design and manufacturing excellence should contribute to a long-lived engine: Paccar claims a B10 engine life for the MX, which means 90% of the engines will reach a million miles of service as compared, they say, with their competition's 50% rate.

Though new to North America, the MX has been powering Paccar's DAF trucks for about four years. And of course it's only the latest in a series of engines the company has cranked out over the past 50 years. "We've delivered more than 900,000 engines to date," says Cardillo, "and have 125,000 MX engines in service (outside North America) already. It's reliable, quiet, and fuel-efficient."

It also appears to be building a reputation. Paccar says, for example, that the MX was named "Best Engine of the Year" three years running at the Bus World Asia Exhibition in China.

The MX meets EPA2010 diesel engine emissions rules using Selective Catalytic Reduction (SCR) in combination with exhaust gas recirculation (EGR). Diesel Exhaust Fluid (DEF) tanks can be ordered in sizes from six to 30 gallons and mounted on either side of the truck.

According to Alan Treasure, Paccar's director of marketing, each MX-equipped vehicle will have a DEF gauge on the dash to provide an easy to see and understand indication of the DEF level.

"In the event the DEF fluid levels

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New Products

MX production will migrate to North America

Continued from page 31

drops below 10% fill level," Treasure says, "there will be a series of progressive indicators to alert the driver of the condition, from a warning light on the DEF gauge to an illuminated check engine light, and to an illuminated stop engine lamp."

Treasure says the warnings are designed to alert the driver of the DEF level and provide sufficient time to take action.

The engine will be produced in North America at a brand new, \$400-million plant near Columbus, Mississippi. Ground was broken for the plant in 2007, with construction finished last year. Engines are expected to begin flowing from the facility this summer, initially via reconfigured European-built engines, with US domestic production to follow.

Paccar is already taking orders for the MX through its Kenworth and Peterbilt dealer network. It comes with a two-year, 250,000-mile standard warranty, with



extended service plans available. So far as pricing is concerned, Paccar will only say that it will be competitive, slightly less than a 15-litre but offering all the same features. Paccar is confident its commitment to engine production and faith in the future will help the MX earn its place in the transportation industry.

"Not many people have built factories in North America in the last 18 to 24 months, but we did," says Cardillo. "We're in the engine business in North America, and we're proud to be here." □

Tires & Wheels



Bridgestone Bandag Tire Solutions (BBTS) has introduced a new Bandag **drive axle retread** for LTL applications. The new tire was introduced to dealers at the company's Bridgestone Bandag Executive Symposium. The Bandag brand BDR-HT3 retread is designed for single-axle tractors and features a new tread compound and pattern that resists tears and improves fuel mileage, the company says. The company says it combats tread chunking and improves mileage by using a new breakthrough tread compound, new tread design and splice optimization. A bow tie-shaped tread block distributes torque evenly to reduce block stress, the company says, while the wider, buttressed shape design strengthens the blocks.

BBTS's new **Firestone trailer tire** has been dubbed the Firestone FT455 Plus. It's built with fuel economy in mind without sacrificing removal mileage, the company claims. It's approved for use on EPA SmartWay-certified equipment and is designed for free-rolling positions, including trailer axles, tax axles and converter dollies.

Goodyear has come out with a **super-single tire for mixed-service applications** it says will lower operating costs and improve performance compared to duals. The G296 MSA was unveiled at the company's recent dealer conference. It features more wearable rubber on the tread for enhanced mileage, as well as a special compound that resists cuts, chipping and tears, the company says. It's also available with Goodyear's DuraSeal technology, which seals punctures up to a quarter inch in diameter. The wide-base tire is ideal for heavy on-and off-road applications such as mixer, dump, pumper and other

specialty applications, according to the company, and it's available in three sizes: 385/65R22.5 (load range J); 425/65R22.5 (load range L); and 445/65R22.5 (load range L). For info, speak to a Goodyear dealer.

Goodyear has also introduced a new G296 WHA **super-single tire specifically for refuse applications**. The wide-base tire is available in 425/65R22.5 sizing in load range L, at 11,400-lb capacity, the company says. The tire features special compounding to help resist chunking and chipping as well as sidewall scuff protectors, similar to those found on the G289 WHA dual. The G296 WHA single comes with DuraSeal technology that seals tread punctures. For details, visit a Goodyear dealer.



Kelly Tires has introduced a new Armorsteel KLS **steer tire** which the company claims offers uniform wear and long miles to removal. It's

Continued on page 34

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MISSING



CLAUDETTE OSBORNE 4193-SR

Age: 22 (21 at time of her disappearance)

A.K.A.: Penny

Missing since: July 25, 2008

Missing from: Winnipeg, Manitoba

Height: 5' 4"

Weight: 130 lbs.

Eye Colour: Hazel

Hair Colour: Brown, long

Characteristics: Scar on right cheek at the jaw line. Claudette was last seen near the intersection of Mountain Avenue and McPhillips Street in Winnipeg, Manitoba on July 25, 2008. Anyone with information on the whereabouts of Claudette Osborne is asked to contact the Winnipeg Police Service Missing Persons Unit at (204) 986-6250.

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New Products

Continued from page 33

available in 11R22.5, 11R24.5, 295/75R22.5 and 285/75R24.5 sizes, featuring an 18/32-inch trade depth and five-rib design to optimize tread wear performance. For more info, visit www.kellytires.com/truck.



Fleets using Bendix ADB22X air disc brakes can now order three new **service tool kits** to better maintain the components. The tool kits are manufactured by Ken-Tool and were specifically designed to service trucks equipped with the disc brakes. The available kits include: The Tappet and Boot Replacement Tool Kit; Guide Pin/Pin Boot Service Tool Kit; and the Complete Kit. For more info, visit

www.foundationbrakes.com.

Meritor Wabco's patented single piston **PAN 22 series air disc brake** is now available on selected Hendrickson trailer axles and the INTRAAAX and VANTRAAAX suspensions. The company says the air disc brake is lightweight and boasts a long pad life and also features an integral molded friction pad that virtually eliminates rust-jacking. Meritor recommends the brake for on-highway line-haul axle ratings up to 23,000 lbs with 22.5-inch wheels. For more info, speak to a Meritor or Hendrickson representative.

ArvinMeritor has introduced a new line of **hydraulic disc brake rotors** with a special coating to protect against oxidation and corrosion. The patented coating is called ZXP3 and is initially available across three part numbers with more models to be released

through the year. The aftermarket solution is well-suited for medium-duty delivery and express delivery vehicles, ArvinMeritor announced. The new coating will initially be applied to rotors with a cast-in ABS tone ring, and other applications for the coating are being researched and developed, the company says. The coated rotors will be available under the Meritor and Euclid brands through aftermarket distributors beginning this month.

Peterbilt has developed a new **stainless steel, cowl-mounted air cleaner and cap** the company says improve performance and style while increasing durability and serviceability. It's now available on the models 389, 388 and 367, in both 13 and 15 inch diameters for single or dual side installations. For details, speak to a Peterbilt dealer.

Danny's **Custom Truck Fenders** out of Souris, P.E.I. has come out with a



new name, look and series of fenders. The company is now called Fiber Fenders, which better describes the company's products, it announced in a release. It also unveiled a new Web site at www.fiberfenders.ca, where visitors can peruse the company's line of fiberglass truck fenders. "The new name is representative of exactly what we do, and we felt it was a needed change as we expand our network of dealers into western Canada and the US," said president Danny Campbell. The company already has more than 40 dealers, mostly in Atlantic Canada. It recently launched a new series of lightweight fenders, the Standard Series, which the company says are the first of their kind. They're styled to look like metal fenders, but more cost-competitive, lighter (weighing just 11 lbs) and easier to paint and repair, the company claims. For more info, visit the company's Web site or call Angela Campbell at 902-626-5431.



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Diesel powered vehicles..... YES NO
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IF YES, do you employ mechanics?..... YES NO
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 - g) Construction / Mining / Sand & Gravel
 - h) Petroleum / Dry Bulk / Chemicals / Tank
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New Products**Continued from page 34**

on subjects many new drivers would not have learned in driving school. The book can be purchased for \$28.95 (volume discounts are available) and downloaded from his Web site at www.hammerdown-truckntrailer.com (one word), or

you can call 250-585-4788.

Quebec-based Robond says it has inked a non-exclusive agreement that makes its Talon Tight **locking fuel caps** available on International trucks. International truck dealers will now have access

to a complete line of locking fuel caps, according to the company. It is rugged, attractive and deters fuel theft, the company claims. For info, visit www.talontight.com.

Shell Lubricants has introduced a new **Shell Rotella engine oil** for-

mulated specifically for natural gas-powered engines. Shell Rotella T3 NG Energized Protection can be used with both compressed natural gas (CNG) and liquefied natural gas (LNG) engines, according to the company. For more info, visit www.rotella.com. □



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Stock #593



2002 FORD F550, Power Stroke Diesel, AUTOMATIC, 4500 litre two compartment aluminum tank, dual pumping, hydraulic pumps, CSA-B620, DOT, Air operated safety rails.

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2000 INTERNATIONAL, DT 466, c/w 13,000 4 cpt aluminum tank, dual pumping and metering, Midcom, DOT safetied and certified.

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Long and tall "dead and gone," says Navistar's Hebe

TAMPA, Fla. – Navistar executive Jim Hebe has proclaimed the days of long nose conventional trucks "dead and gone" among a series of pronouncements that suggest North America's trucking industry is about to face a series of radical changes.

The outspoken senior vice-president of North American sales operations pointed to the growing use of intermodal shipments, shorter truck hauls, and the greater importance of the top 30 truck fleets in terms of vehicle sales. Equally, he suggested the idea of "phony down payments" is gone in an era where fleets are struggling to deal with the depreciation on vehicles equipped with costly emission controls.

"We're in a whole new world today," he said during a keynote address during the annual meeting of the Technology and Maintenance Council.

While classic long-haul conventional trucks accounted for 25% of Class 8 sales in 2000, the market share has since dropped to 5.8%. "It ain't coming back. That truck is going to be rather unique on the highway," he said, suggesting that traditional buyers of the equipment will have trouble getting financing.

Part of the blame goes to the cost of emission-controlling equipment. Since 2002, emission regulations have added \$25,000 to \$30,000 to the price of a truck, and the latest 2010 emissions will ask for \$10,000 more from an industry that has been unable to reclaim a dime of these investments in the value of the used vehicles.

A \$118,000 tractor is depreciating \$30,000 in a single year, Hebe said. "What do you think a finance company is going to think about when they look at that amount of risk?" Owner/operators, for example, might need to put down \$40,000 on a \$130,000 truck. And as fleets adjust the depreciation rates on equipment, they will begin to lose more of the competitive advantage they have over rail.

It isn't the only change to expect in the truck market.

The market for Class 4-8 trucks – once "normalized" at 350,000 units a year – is now half that size. Last year, North American Class 8 sales slumped to around 100,000 trucks, while there were less than 50,000 of the lighter Class 6 and 7 options sold. The latter trucks account for less than 20% of the business, while Class 4 to 5 trucks have grown to 30% of the market. He also alluded to the fact that the Class 4 and 5 vehicles will have a new manufacturer in the next "couple of weeks."

The lighter vehicle segment will become even more important if Hebe is right in predictions that would see the trucking industry lose more of the long-haul market to railways. Railways are now competitive in hauls as short as 400 to 600 miles, which will lead trucks to focus on more regional service, he suggested. As a result, the number of Class 8 trucks will continue to decline, and those that remain will be moving higher

Technical Correspondent

John G.
Smith

densities of freight.

"It's going to be tough on manufacturers, it's going to be tough on dealers, it's going to be tough on suppliers," he added, noting how maintenance services will need to change in the process.

Truck manufacturers who have now integrated their own engines need to establish a service network that the buyers of Cummins, Caterpillar and Detroit Diesel came to expect, he added.

Manufacturers might also be

focusing more attention on the largest customers of all.

The 30 largest carriers and two leasing companies accounted for 47% of 2009 sales, and 60% of the orders in the last 90 days of the year.

"The concentration of power in this industry is changing dramatically," Hebe said, noting how a handful of key buyers can have a dramatic influence on a specific brand's market share.

In terms of the equipment that everyone buys, he referred to further integration, with electronics and electrical systems becoming a key focus. While he doesn't expect much growth in the use of fuel cells, he did refer to product introductions that are focusing on natural gas.

There will be further "refinement" of technologies to meet 2010 emission standards, he added. The next frontiers in terms of greener vehicles will include fuel economy, parasitic losses such as the amount of drag in the rear axle, and the ability to recapture energy. "There's a lot of heat generated on that truck and clearly we got to find ways to use it."

"Five years from now, pouring a second fluid into a truck to meet 2010 emissions will be obsolete," added Hebe. Navistar remains committed to its in-cylinder solution, but it is exploring the potential use of a solid-based SCR.

Pining for the good old days? Forget it.

"Don't look for it to ever go back where it was," he said. □

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SAF-Holland looking to advance the evolution of integrated systems

By Lou Smyrlis

WARRENTON, Mo. – Systems such as king pins and couplings, landing gear, suspensions, bumper tubes and liftgates make up about 15% of total trailer costs.

Whether such systems are sold directly to trailer manufacturers or to fleets and owner/operators in the aftermarket, it's a critical part of the North American trucking sector to be in and one that has been moving towards integrated systems. Back in 2006 The Holland Group and Germany-based Otto Sauer Achsenfabrik GmbH – commonly known as SAF – merged operations with a vision to advance their position, direction and impact on the heavy-duty market employing a strategy of "global reach but local touch" in introducing new integrated technologies.

This January the new entity, SAF-Holland, brought magazine editors together in Warrenton, Missouri to go over the considerable progress they've made to date towards this lofty goal. Warrenton is home to the company's axle and suspension plant, which opened in February 2009 and marked a milestone for the company in terms of integrating new technologies and expanding its footprint in North America.

SAF-Holland's Steffen Schewerda illustrated the company's evolution with the example of an air suspension system. Before moving to a "systems" focus, its NS-400 air suspension was a basic product with the slider purchased from a competitor and no axle or braking systems offered. That evolved to the CB-400 product, which had a focus on axle integration and increased system content. The axle, however, was still non-dressed and was available only with a drum brake. Significant add-ons were required: hubs, drums, slacks and brake actuator, bearings, oils and seals, tires and rims and pneumatic control. The latest offering, the CBX40, however shows how far the company has come in terms of axle integration and system content. The CBX40 comes with a fully-dressed axle and purchasers have a choice of either drum or disc brakes. The CBX40 also has complete brake hardware and requires limited add-ons (basically the tires, rims and brake control valves).

"All the (part) interfaces are controlled by our expertise and it all works together," said Schewerda, adding such integration makes for improved performance and lower cost of ownership for trailer buyers.

SAF-Holland is also banking on leveraging its global experience to migrate advanced axle and braking systems into the North American market. Outside of North America it has a manufacturing presence in Brazil, Germany, India, Japan, China, Thailand and Malaysia.

But SAF-Holland's Sam Martin cautioned that his company has no intention of taking a "one size fits all across the world" approach and understands that while integrated systems is the preferred offering of the trailer industry today, OEMs

still want various levels of integration and customization to meet their specific needs.

"Regional markets are regional markets. You have to pay attention to that. You can't be successful otherwise," he emphasized, adding that SAF-Holland is making localized investments in manufacturing facilities, such as Warrenton, around the globe. The company's global design centres focus on the needs of regional representatives who have direct ties to customer requirements.

The 100,000 sq.-ft. Warrenton plant has the capacity to produce 80,000 axles per year and is basically capable of producing an axle every three minutes. Its axle production processes are based on lean manufacturing (the plant averages about 14 inventory turns per

year with customers typically receiving their orders in three weeks or faster if necessary), with a one-piece flow process. All data is bar code driven, ensuring each part is made to the correct spec's.

SAF-Holland holds particularly high hopes for disc brake technology.

"SAF-Holland has an installed base of over one million suspension systems with disc brakes in Europe. You get a lot of feedback from your customers and we've had 10 years to learn how parts work together best," Schewerda pointed out. "We will play a key role in managing the North American transition from drum to disc brake technology."

Although the SAF-Holland merger that is making such new product technology possible is relatively new, both companies were

very mature names in the heavy-duty markets on their respective sides of the Atlantic and shared similar beginnings. Holland began in 1910 as the Safety Release Clevis Company and shifted its focus to the heavy truck industry at the start of the Second World War. SAF dates back to 1881 and the invention of the "Zill'sche two-way plough." It transitioned into manufacturing axles for heavy-duty trucks by 1950.

The product synergies between the companies at the time of the merger meant the two companies didn't need to focus their initial efforts on closing redundant plants and terminating superfluous products, as is often the case with mega mergers, and could concentrate on designing new technologies, said Schewerda. □

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KIRKLAND, Wash. – Kenworth is demonstrating confidence in its EPA2010-compliant trucks by offering Canadian customers a three-year extended warranty at no cost, if they finance their truck through Paccar Financial.

The no-cost extended warranty program covers Class 8 trucks purchased over a short time period, effective beginning Jan. 26, 2010, the company says. The deal is available retroactively on vehicles sold after Jan. 26, the company notes, but quantities are limited. The extended warranty covers three years or 480,000 kilometres.

"Kenworth and Paccar Financial stand firmly behind new Kenworth Class 8 trucks ordered from the factory and equipped with the new environmentally-friendly, 2010 emission-compliant engines," said Gary Moore, Kenworth assistant general manager for marketing and sales. "In Canada, our Extended Warranty Program's bonus two years of warranty coverage carries a value of more than \$5,700 per eligible truck. For details, visit a Kenworth dealer or call Paccar Financial at 800-777-8525. □

Ryder opens massive used truck facility

OAKVILLE, Ont. – Ryder has announced the opening of a large retail used vehicle centre for the Greater Toronto Area (GTA) located in Oakville. The centre is located at 3422 Superior Court at Highway 403/QEW and Burloak Drive.

"The Greater Toronto Area is an important and developing market for us," said Tony Tegnelia, Ryder's president of global fleet management solutions. "This is the second retail used vehicle location Ryder has built in Canada within the last year. This mega retail centre will be one of Ryder's largest used truck retail centres in North America and the largest one in Canada. We

are honoured to provide businesses with quality used trucks to support their fleet needs, especially during these challenging economic times."

The facility is located on more than four acres to showcase 300-plus vehicles, including panel vans, light- and heavy-duty straight trucks, and tractors. Each vehicle is Ryder Road Ready certified and comes with a 30-day warranty and complete vehicle maintenance history. To view Ryder's complete used vehicle sales inventory at the Oakville retail centre, visit www.ryderusedtrucks.ca or www.ryder.com. □

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Navistar to develop natural gas-powered MaxxForce 13

WARRENVILLE, Ill. – A new partnership will allow Navistar to build natural gas-powered International MaxxForce 13 engines for the North American market, the company has announced. Navistar inked a concept development agreement with Clean Air Power which will result in a MaxxForce 13 engine that runs off natural gas, according to the company.

"This agreement supports Navistar's strategy of product leadership, offering our customers differentiated products merging the unique skills of Clean Air Power in natural gas combustion and the knowledge Navistar has in diesel combustion," said Jack Allen, president of Navistar's North American Truck Group. "The volatility of global diesel fuel prices and the significant natural gas reserves available in the United States make natural gas an attractive option for customers focused on managing their fuel costs."

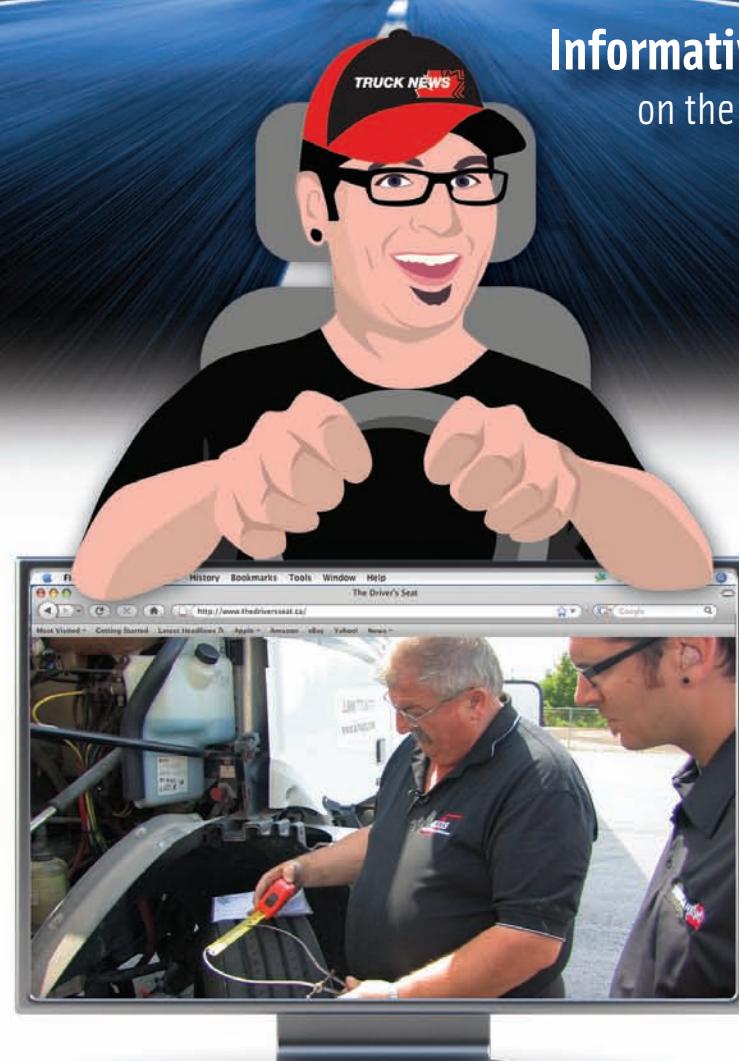
"As we assess changing market conditions, the ability to offer customers choice is important not only in our US markets, but in our global markets as well," added Eric Tech, president, Navistar Engine Group. "As we develop this product for our International brand truck customers, we will also be able to leverage the technology in other markets and products as appropriate."

The natural gas-powered MaxxForce will initially be marketed to the regional haul tractor market with hopes it can run 400 miles between fills. □

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Great Dane acquires Johnson Refrigerated Truck Bodies

SAVANNAH, Ga. – Great Dane Trailers has acquired Johnson Refrigerated Truck Bodies, a manufacturer of insulated fiberglass refrigerated bodies and an all-electric refrigeration solution.

Johnson was founded in 1932 in Rice Lake, Wis. Great Dane announced the acquisition in early February, saying the purchase reinforces the company's commitment to the food service industry. Great

Dane plans to support and expand Johnson's business while sharing distribution, parts and service centres.

"Great Dane is pleased to join Johnson Refrigerated Truck Bodies in serving the complex needs of refrigerated customers," said Great Dane president and COO Phill

Pines. "Both our companies and our customers will benefit from this partnership."

"This is an exciting milestone for our company, and we look forward to scaling our growth as part of Great Dane," added Johnson president, Ron Ricci. □

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People

Mark Diamantopoulos has been named vice-president of sales development for Provincial Trailer Rentals (PTR).

Diamantopoulos will play a key role in developing solutions that integrate the full scope of the company's services with select accounts across Canada, the company announced. Diamantopoulos most recently worked for Wabash Trailers Canada, where he served as vice-president of sales and marketing.



Diamantopoulos

He now boasts 15 years of sales management and industry experience. PTR says Diamantopoulos will work closely with regional vice-presidents Steve Nash (Ontario), Richard Harvey (Eastern) and Craig Goodmurphy (Western). Diamantopoulos can now be reached at markd@ptr.ca.

Bill Buckham, owner of Buckham Transport, passed away Feb. 3 at the age of 52 following a battle with cancer. Buckham was active in the industry and once served as an Ontario Trucking Association board member. Condolences can be sent to: Catherine Buckham; 1660 Mount Pleasant Road; Cavan, Ont.; L0A 1C0; cavanlea@nexicom.net.

According to a tribute in the *Peterborough Examiner*, Buckham owned his trucking company since

the age of 19 when he took it over after the sudden death of his father.

The Atlantic Provinces Trucking Association (APTA) has a new executive director.

Jean-Marc Picard, a native of Edmundston, N.B., joins the association to manage its affairs and help advance the interests of its members. He replaces Peter Nelson, who vacated the position Aug. 26.

Picard graduated from the University of Moncton in 1995 with a Bachelor in Business Administration. He then worked for CN in Montreal and transferred to its operations in Winnipeg and then Calgary, where he spent 10 years. Picard has held various roles within CN's transportation and logistics operations and also worked for a major fertilizer manufacturer.

Julie Tanguay, former president of L.E. Walker Transport has stepped down as chairperson of the Ontario Trucking Association (OTA).

Tanguay had served as OTA chair since November 2008. L.E. Walker Transport was acquired by MacKinnon Transport in August, but Walker was placed under creditor protection on Dec. 8.

"I do not want the recent changes in my business circumstances to become a distraction for OTA and I am therefore stepping aside as the OTA chairperson, effective immediately," Tanguay said in a release Jan. 19. The OTA says **Mark Seymour**, president of Kriska Transportation will serve as acting chairman. □

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PASSING THE TORCH: Meyers men Evan (left) and Larry (right) have appointed their daughters Jacquie (second from left) and Natalie (second from right) to take over the family business.

Meyers group passed down to daughters

BELLEVILLE, Ont. – Meyers Transportation Services (MTS) Group owners Evan and Larry Meyers have announced they are passing the torch to their daughters Jacquie and Natalie.

After 37 years of running Meyers Transport, Mortrans and Mosaic Logistics, Evan and Larry have decided the time is right for their daughters to take over, the company said in a release.

Jacquie Meyers is the daughter of Evan. She'll assume the role of president of the MTS Group of Companies. Larry's daughter Natalie Meyers will be serving as chairperson.

The company says Jacquie will be focused on growth, sustainability and logistics. She has worked in the

industry for more than eight years, focusing on pricing, operations and sales. She has also managed Mosaic Logistics for the past two years, the company says.

Chairperson Natalie Meyers will focus on operations, safety, administration and finance. She joined the company in 1995 and most recently served as vice-president of eastern operations. Meyers Transport was founded in 1927 and has been family-run ever since.

"Transferring the control of the company to the fourth generation is a rare milestone for any family business, and one we are very proud of," the company said in a release. "Evan and Larry will continue to support the new leadership as directors of the company." □

Canadian fleets 'Best Fleets to Drive For'

ALEXANDRIA, Va. – Canadian fleets once again fared well in the Truckload Carriers Association (TCA)/CarriersEdge Best Fleets to Drive For survey.

Of the 17 winners, seven hail from Canada including: Bison Transport; Brian Kurtz Trucking; Laidlaw Carriers Van; MacKinnon Transport; MSM Transportation; Shulist Trucking; and Yanke Group of Companies.

Now in its second year, the annual survey aims to recognize for-hire trucking companies that provide the best workplace experiences for their drivers. To qualify, carriers must operate 10 or more trucks and be nominated by at least one of their drivers.

CarriersEdge conducts the survey and compiles the results, measuring each nominee's range and depth of offered programs and overall effectiveness of those programs as well as the response of surveyed drivers.

"This is the second time the survey has been conducted, and the data that has emerged from it has been very useful to the industry in terms of identifying trends and where things are headed," said Chris Burruss, TCA's president.

As an example, CarriersEdge president Mark Murrell pointed out that "the survey reveals that fleet sizes went down overall last year, but a number of the Best Fleets actually grew in size. Many of the Best Fleets also took advantage of low prices and interest rates to invest in new equipment."

This year's survey indicated that many fleets cut down their contribution to employees' 401(k) and RSP plans. However, respondents also noted an increase in investment in 'green' technologies.

"More and more bonus programs seem to be tied directly to environmental initiatives like fuel efficiency and idle time," Murrell noted.

Among the most interesting driver incentives are Bison Transport's extensive corporate intranet, which allows drivers' family members to log in and view their loved one's satellite position.

The highest-scoring fleets will be recognized at the TCA convention in March. Awards will be presented in two categories: Best Fleet for Owner/Operators; and Best Fleet for Company drivers. □

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Sunbury merges with sister company

FREDERICTON, N.B. – Sunbury Transport is merging its operations with sister company RST Industries in Saint John.

"We're going to combine them and operate them out of McAllister Drive, which is where RST is located in Saint John," J.D. Irving spokeswoman Mary Keith recently told local paper the *Daily Gleaner*. Local media reports indicate the move is being made to bring Sunbury closer to its customers in the industrial area of Saint John and near the port. □

TST Overland Express expands cross-dock capacity

MISSISSAUGA, Ont. – TST Overland Express has expanded its Mississauga terminal to improve cross-dock operations.

The upgraded facility features 114 doors (20 more than before) and higher ceilings, providing the carrier with greater flexibility in serving its customers, TST Overland Express has announced. TST's primary cross-dock serves as the carrier's hub for most long-haul linehauls between eastern Canada and the US or western Canadda.

"We made the decision to move forward with the investment in this expansion to ensure that we are ready for the increased business generated by the rebound in the economy," said Rob O'Reilly, president, TST Overland Express. "We have commitments to our current customers plus goals to continue our growth path. This facility is key to our success in both areas." □

Day & Ross picks up Saskatoon food hauler

SASKATOON, Sask. – Truckload food hauler G. Edwards Enterprises has been acquired by Day & Ross Transportation Group, the companies have announced.

"Day & Ross is committed to the growth of its business throughout North America for the benefit of our current and future customers, and this acquisition will place us closer to that goal," says John Doucet, president and CEO. "With the addition of Edwards we are able to make a number of enhancements across our group of businesses. We gain a modern terminal in Saskatoon which opens up new lanes in western Canada for our truckload network and we gain capacity to grow our LTL, small package and dedicated businesses."

Jeff Edwards will remain with the company, joining the Day & Ross management team, the company claims.

G. Edwards Enterprises was founded in 1977 by Garry Edwards. Today, it primarily hauls produce, meat and other fresh and frozen food items. Day & Ross says it will integrate its newest acquisition with its Fastrax division. □

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Health

You can make simple choices to lower your weight

Last month, we considered why it's better for our body frames not to be carrying around an oversized load. Now, let's explore some necessary components of a lifestyle that will keep our load within healthy spec's.

The formula: 'Move around more + Eat less = Weight loss' seems so simple. Why do so many of us struggle with it? As a trucker, this is a huge challenge as you spend so many hours sitting behind the wheel. It's up to you to look for opportunities to become more active, every day.

We all know that eating less makes us lose weight. We've done that and gotten slimmer (over and over). We also know that being more active uses up more calories, helping us lose weight. We've done that, too (temporarily). However, it's been proven over and over, that eating fewer calories combined with increasing physical activity is the only way to lose weight and keep it off.

Being active does more than make us look better. It also reduces: high blood pressure; arthritis pain and disability; symptoms of depression and anxiety; as well as the risk for: Type 2 diabetes, heart attack, stroke, some cancers, osteoporosis and related falls.

Going forward, to maintain your weight, slowly increase your activity amount until each week you are spending 2.5 hours in a moderate-

Preventive Maintenance

Karen Bowen



intensity aerobic activity, or 1.25 in a vigorous-intensity aerobic activity (or an equal mix of the two). This has been proven as the best way to maintain weight levels over time. Since every person is different, find the amount of exercise that works for you.

What is a moderate-intensity aerobic activity? If you're breathing faster and your heart rate is faster but you can still carry on a conversation, you're at the moderate level. Some activities in this category are: walking quickly (15 minutes/mile), doing light yard work (raking/bagging leaves, pushing the lawn mower), light snow shoveling, playing with kids (with enthusiasm), and biking recreationally.

What about vigorous-intensity aerobic activity? At this level, your breathing and heart rate are really fast and you can't converse. Some activities in this category are: jogging/running, swimming laps, rollerblading/inline skating quickly, cross-country skiing, most competitive sports (tennis, football, basketball, soccer) and jumping rope.

Of course, your level of participation in any of these activities will affect the actual intensity levels. So, to lose weight and keep it off, adjust your diet and exercise. Drop some calories and add some activities.

Drop calories by choosing different foods, or changing how they are prepared. Instead of thinking about what you can't have, concentrate on what you can.

Enjoy lots of fruits, vegetables, whole grains, and fat-free or low-fat milk and milk products, lean meats, poultry, fish, beans, eggs, and nuts. Choose foods that are low in saturated fats, trans-fats, cholesterol, salt and added sugars. Remember to stay within your daily caloric needs.

Broaden your palate by adding variety to your fruit choices. Along with traditional fresh apples and bananas, why not try mango, kiwi or star-fruit? Pick different vegetables, too! Eat them raw, or after they're steamed or gently boiled, spice them up with herbs (parsley, rosemary, thyme, etc.) instead of cream or butter sauces – the simpler, the better!

Start your meal with a large, high-fiber appetizer. These slight changes can really reduce your calories but still keep your nutrition level high.

What about those foods you love and can't live without? Can you still eat them? Yes. But, eat them

less often. Or, eat a smaller portion. Or, try a lower-calorie version. Go light. Substitute reduced-fat ingredients for the usual ones. Bake, roast or broil, don't fry your favourite meats. Instead of a cream soup, have a broth-based one.

Now, you've got the information, it's time to get moving.

Tomorrow, when you're ready to drop your first load but there's a half-hour line-up at the dock, you could: 1. Catch a few winks in your cab; 2. Head out for a coffee or doughnut; or 3. Take a quick walk around the block. It's your choice.

You see a lot of snow piled around your drop-off area. You could: 1. Grumble about the situation; 2. Take out your shovel and improve your health (and attitude).

You're at the motel at the end of a long day, you could: 1. Grab a bite to eat in front of the TV; 2. Take a shower and crash; 3. Use the pool or gym (if available); or 4. Do some stretches and exercises before you settle in.

You're parked at a truck stop and getting ready to call it a night, you could: 1. Grab a quick shower and crawl into your bunk; 2. Take out your skipping rope and spend a few minutes getting your heart pumping before you shower.

Finally, it's your health, your choice. □

– 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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There are steps you can take to lower risk of Alzheimer's

Seeing as January was Alzheimer's month I am going to discuss Alzheimer's disease in this month's article. Alzheimer's disease is caused by the degeneration of healthy brain tissue which eventually leads to a decrease in memory and/or cognition.

Although it is not a common disease, Alzheimer's is the number one cause of adult dementia. Approximately 5% of the population between 65-74 years of age has Alzheimer's.

The symptoms of Alzheimer's disease can vary from person to person however, most people experience slight memory loss as the first sign of the condition. Don't worry if you occasionally forget where you put the keys to your truck, this is normal. The memory loss associated with Alzheimer's disease is much more consistent and generally worsens over time. People with Alzheimer's commonly repeat things, forget family member's names and misplace things. As the disease progresses it will eventually lead to irreversible mental impairment.

At this time, scientists do not know the exact cause of Alzheimer's disease. However, it is widely accepted that it is caused by a combination of risk factors which include your genes, lifestyle and environment. Obviously, age is a major risk factor. As you age you are much more likely to develop the disease.

Lifestyle factors such as high blood pressure, high cholesterol and poorly controlled diabetes have also been shown to increase the risk of Alzheimer's. This is very important for professional truck drivers as many of them have one or all of the above-mentioned lifestyle risk factors. This is yet another reason to try to maintain a healthy lifestyle while on the road.

If your doctor suspects Alzheimer's disease, he or she will order specific tests to help distinguish it from other forms of

Back behind the wheel

Dr. Chris Singh



dementia. First, your doctor will order a blood test to rule out conditions such as thyroid disorders or vitamin deficiencies.

Next, they may order brain scans such as an MRI to better visualize the brain. This will allow your doctor to identify any physical abnormalities such as tumors and blood clots.

Unfortunately, there is no known cure for Alzheimer's disease at the present time. In most cases, doctors will prescribe medications to treat the associated symptoms such as depression, anxiety and sleepless-

ness. In addition, your doctor may prescribe a drug that will slow the cognitive deterioration.

The good news is that recent studies have shown that maintaining a healthy weight and eating healthy may reduce your risk of developing Alzheimer's. A diet that includes lots of fresh fruits, vegetables and whole grain breads is recommended. Physical activity and exercise have also been linked with a lower incidence of Alzheimer's disease. Don't forget to exercise your brain as well! Doing crossword puzzles and reading books and articles like this one, are a great way to keep your mind fit. Until next month, drive safely. □

— Dr. Christopher H. Singh runs Trans Canada Chiropractic at the 230 Truck Stop in Woodstock, Ont. He can be reached at 519-421-2024.

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Industry

We can all celebrate, even in bad times

While everyone in the trucking community is concentrating on keeping things afloat these days, here's a vote for taking time to acknowledge excellence.

Trucking associations throughout Canada conduct annual awards ceremonies to recognize those that contribute to the industry and we believe it is important to continue to celebrate the best in class, maybe even more important that we do it when the industry as a whole is suffering. Thus, we're pleased to announce that the 2010 awards season of the Private Motor Truck Council of Canada is open and applications are already coming in.

The PMTC awards are presented during our annual conference in June each year. This event combines educational forums and networking with people from all sec-

Private Links

Bruce Richards



tors of the industry, with the presentation of awards that celebrate some of the people and fleets that contribute so much to trucking in Canada.

This year's conference takes place June 18 at Kingbridge Conference Centre in King City, Ont., just outside Toronto. The PMTC's annual awards are a feature of the conference, and are recognized as a pivotal event in the trucking community. The awards are some of the most prestigious in the industry, and have been offered by the PMTC

for many years. They represent the commitment to excellence of PMTC, its members, and the sponsors that help us maintain the programs.

Some may ask why bother participating in awards programs such as these when the industry is working through what might be the worst recession in decades. The answer is that the current situation, as bad as it is, won't last forever and there are still many individuals and companies that excel at what they do. Their efforts deserve recognition and the state of the economy does not impact that.

The PMTC awards program provides an opportunity to reflect with pride on the people that make the trucking industry such an important part of the nation's output.

Here's a brief overview of the

awards and how to participate:

The **Hall of Fame for Professional Drivers**, sponsored by Huron Services, a CPC Logistics Company inducts up to four professional drivers each year. The Hall of Fame resides on our Web site at www.pmtc.ca and a visitor can review the outstanding records of the 35 inductees dating back to 1990.

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

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

The **Private Fleet Safety Awards**, sponsored by Zurich, are open to all private fleets in Canada. Awards are available for fleets in three categories based on fleet size. Past award winners have not only demonstrated excellent on-road safety records, but have in place the programs that deliver those results. The awards are as much about recognizing the whole package as they are about the on-road performance. It takes a well-managed safety program built on solid principles to achieve long-term results.

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

The **Vehicle Graphics Design Awards**, sponsored by 3M Canada adds the colour and drama to our annual awards luncheon. This marks the 25th year of these awards and the competition attracts entries from across the country. Awards are presented in a number of categories based on vehicle type, and are shared by the fleet and its graphics house.

The graphics competition is open to all truck fleets, private or for-hire, PMTC member or not, as we encourage the entire trucking community to put on its finest and show off just a little. Many of the entries come via the graphics industry and we welcome their role in making this such a great event.

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

We look forward to an ever increasing participation level and invite everyone to join us at the June conference when the awards are presented. □

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

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Don't touch that dial: Profile of the Canadian trucking industry will air in 2010

While the effects of the great recession of 2009 may linger for some time, the trucking industry's chronic challenge of recruiting and retraining enough good, quality people – in a variety of occupations; not just drivers – to support even modest growth will become increasingly acute as recovery becomes more apparent and sustainable.

The trucking industry is not the only industry in Canada that is faced with this challenge, although we all know that for a variety of reasons – aging workforce, public perception issues, depressed freight rates and wages, etc. – it is likely to be an even greater struggle for our industry than for others.

The fact that most other sectors of the economy will also be out there pitching for the best available talent – at a whole variety of skill and experience levels – will only make the competition for labour tougher.

Solving this problem will not be easy. There is no silver bullet. As with most things, it will take a host of seemingly modest measures – and some innovative new thinking – to begin to change the paradigm.

While ultimately carriers, as individual companies, will have to come to grips with this or be left behind, there is a role that groups like the Canadian Trucking Alliance (CTA), the provincial trucking associations and the Canadian Trucking Human Resources Council (CTHRC) can play in helping to tell the industry's story; because we do have a good one to tell.

Also, we are stronger when we work in partnership.

Recently, CTA, a group of its carrier members, CTHRC and the provincial associations embarked

Industry Issues

David Bradley



on an exciting new joint initiative that will bring a highlight reel of career opportunities in the Canadian trucking industry to television screens across Canada and through YouTube, Google Video and other Internet media to prospective talent not only here, but around the globe.

While there is plenty of information promoting careers in trucking available in standard paper documents or on various Web pages, getting the industry's message out to the demographic we are after through the modern me-

dia is a next logical step.

Later this year, the trucking industry's story (which is currently in production) will be a featured as a special segment in a national broadcast of the award-winning informational television program, *The Profiles Series* (TPS), which showcases business leadership, innovation, technological advances, etc.

The series is hosted by well-known actor Lou Gossett Jr., and is currently distributed in the US to CNN, Bravo, Voice of America, etc., and via the Internet.

The trucking profile will be one of TPS's first major forays into Canada.

Funding for the project came from CTA, CTHRC, BCTA, AMTA, STA, MTA, OTA and APTA plus a group of seven carriers whose people, equipment and facilities will serve as spokes-

people and backdrop for the show.

In addition to highlighting the broad spectrum of careers in trucking, the production will also highlight the technological advances that are driving the safety, environmental and economic performance of the industry in the 21st century.

But of course, it is the people that make this industry, so who better to promote careers in trucking but our current professionals?

I hope you will be as excited as I am to see the final product.

So stay tuned and as they say, check your local TV listings or Google it. □

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

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CTA urges feds to provide funding

OTTAWA, Ont. – The Canadian Trucking Alliance (CTA) has asked federal Finance Minister Jim Flaherty to help offset the costs of adopting environmentally-friendly transport technologies.

The CTA suggested the feds include incentives to help encourage early adoption of technologies included in the organization's enviroTruck concept. The Alliance says doing so will reduce pollution from trucks.

CTA president David Bradley also took the opportunity to remind Flaherty of his previous election promise to reduce the federal excise tax on diesel by 50%. That promise went out the window when the world economy collapsed.

Alternatively, the CTA said the feds could take an amount equal to the diesel tax cut and put it into tax credits for fleets looking to add green technologies to their equipment. That way, said Bradley, federal revenue would not be impacted yet the government could still contribute to helping the industry reduce its carbon footprint. □

Mail**It's time to pay drivers by the hour****Dear Editor:**

I was reading an article in *Truck West* about computer logs. My husband and I have been driving team for about 16 years and that damned log book is pain in the kilt. But after reading that article I agree that it is a good idea to have on-board computer logs, providing that the carrier pays the drivers \$15 an hour from the time the drivers leave the terminal until that driver gets back to his or her home terminal.

That way we can only drive six or seven hours a day if we so desire and still get a good pay. The miles system as it is now is what's obsolete – not the log book. And since that article came from Ontario, I can just imagine the guy at MacKinnon Transport wanting that. Is he willing to pay his drivers by the hour? Of course not. Get a survey going around and ask drivers if they would like to be paid per hour from start to finish. You would see an approval rate of almost 100%. Then we as drivers would be paid what we're worth. □

M. Moreau
Via e-mail

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EOBRs don't allow for common sense**Dear Editor:**

Here we go again with the attitude that anyone against a new government incentive must be operating illegally, or are at the very least, wrong in their thinking. I really didn't expect it from Evan MacKinnon in the February article on EOBRs.

In it, he states "If you're not running them, there's only one reason and its not a very good reason..."

I have only one reason, Mr. MacKinnon, and it's a damned good one. The bulk of our work involves delivering building supplies direct to US job sites, most of which are in or near heavily-populated areas. When our guys travel to these jobs, it usually takes most, if not all, of our available HoS to get there. We travel to the job, unstrap the load, and go to bed. It's not usually a full 10 hours before unloading begins (usually only a 20-minute procedure). By the time the driver gets dressed, the trailer is empty. He needs to only get his bills signed and move the truck to the other end of the job, out of the way. At this point, he can walk to the local diner for breakfast, until his 10-

hour break is up.

With an EOBR, he would be in violation, by the simple act of moving the truck 200 yards. In reality, he's far better rested than someone who did not go straight to the job; who instead stopped for a very poor night's sleep in a noisy, fume-filled truck stop, then fought morning rush hour to get to the job. We use common sense, something that doesn't seem to be recognized by the governing bodies anymore, resulting in more productivity and usually, better rested drivers. As we noticed with the new HoS a few years ago, such rules are usually drafted using the assumption that all drivers are on a long-haul application, and never spend the night anywhere but a truck stop. In the scenario I've described, our drivers are more apt to be tired and/or stressed out with the addition of an EOBR. If these are to become law, could we please allow common sense indiscretions? I know my body's needs better than a Washington bureaucrat does. □

Bill Cameron
Parks Transportation**Thank goodness for CBs!****Dear Editor:**

After reading several negative letters regarding the OPP in *Truck News*, I think it's only fair to let the readers know the OPP do more than just pick on us. On Jan. 9, 2010 I was westbound about seven kilometres west of Harty, Ont. when the guy behind me told me on the CB that my trailer was on fire. In my right mirror I saw what looked like a blown tire sparking on the road, so I thanked the driver on the CB and pulled over onto the shoulder.

Once I was stopped, I saw flames shooting a foot into the air. Having 44,000 lbs of isopropanol solution in the trailer, I dollied the trailer off and drove approximately a quarter kilometre down the road and called 911. Luckily while talking to the Val Rita fire chief on the phone, the overheated bearing hub ran out of oil and the fire went out on its own. I would like to take this opportunity to thank the Kapuskasing OPP detachment, the Val Rita fire department, and Murray's O.K. Tire in Val Rita, who had me back on the road by 1:15 p.m. Sunday afternoon! Everyone involved was a great help but I would like to say a special thank you to the driver on the CB. I did not have time to notice who he drives for and he kept on going when I pulled over – I can't blame him as I had flammable liquid placards on the trailer! Please feel free to forward this to the government of Ontario, if their CB ban had been in effect, who knows what kind of disaster could have happened? □

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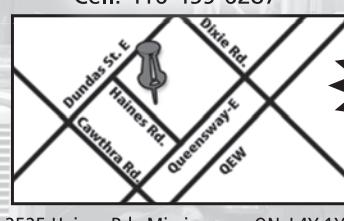
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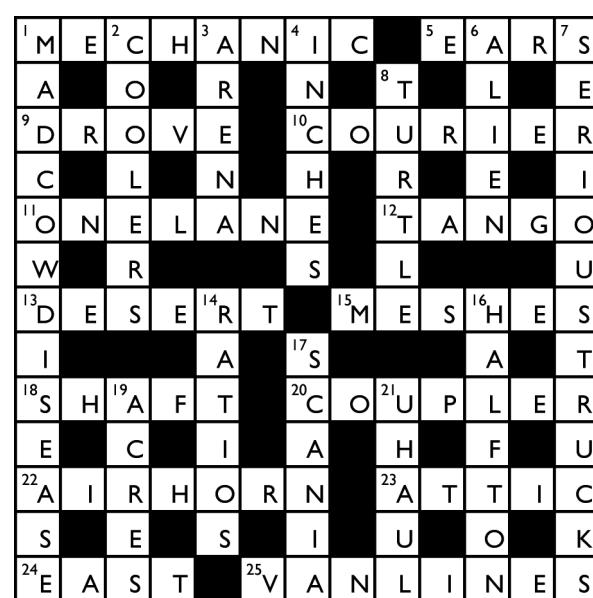
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Mark Dalton: Owner/Operator

Lost keys, found hope

By Edo van Belkom

THE STORY SO FAR:

At a truck stop Mark misplaces his keys. He retraces his steps but no luck, the keys are nowhere to be found. Just when he thinks that losing his keys is the worst thing that could happen to him he sees a Child Find poster and realizes there are always worse things in life.

The driver of the Child Find truck strikes up a conversation with Mark and tells him all about the program. Basically, the purpose of Child Find is to educate people so fewer children go missing in the future. When Mark mentions his keys are missing, the man suggests he check inside his truck. Mark does, and finds his keys in the ignition...

•
Mark stared at his keys in the ignition of Mother Load, dumbfounded. Keys in an unlocked truck was a bad situation – of that there was no doubt – but worse still was how it had been possible that he'd left the keys in there to begin with. It wasn't like him, but after so many years on the road he really couldn't fault himself for being careless this one time.

If it started happening on a regular basis, he'd be in trouble, but for now he was determined not to let it happen again. And now that he was back on the road, it was time to give his dispatcher Bud a call and tell him the good news.

He pulled out his cell phone and dialed Bud's number.

"Hello?"
"Hey Bud, it's Mark."

"Mark who?"
"Mark this day on your calendar. I found my keys."

"Where were they?"
"You'll never guess."

"Under Mother Load's left front tire," Bud said.

"What kind of guess is that?"

"You said I'd never guess, so I thought I take a flyer and try the last place they could possibly be."

"Well, they weren't under the wheels... they were still in the ignition."

"You're kidding? That sounds like something my nephew Jimmy might do, not you. Not Mark Dalton."

Jimmy was a new driver Mark had trained on a cross-Canada trip that also had them drive south into California. Jimmy was on his own now, driving for a company in New Brunswick and doing well for himself, according to his uncle.

"Yeah, well, even Mark Dalton screws up now and then."

"Just now and then?"

"It won't be happening to me again, ever. At the next truck stop I'm getting keys made and hiding them in the truck."

"Good, cuz I'd hate to have you lose your keys in Texas."

"Sacramento load's been taken?"
"Yeah, but Texas is still far enough. They've made a couple of arrests in the truck yard murder. They're also looking into something about some truck driver stopping by the widow's home. Too bad she didn't get the guy's name."

"Who was that masked man?"
Mark said, in his best deep radio announcer voice.

"Nobody knows."

"Let's keep it that way."

"You want the information on this load, or what?" Bud asked. "You're not the only driver I dispatch, you know."

"Go ahead."

Bud gave Mark the details.

•
A few hours later Mark was hauling a trailer of zinc that had originated in a mine in northern Ontario. Mark had no idea what the zinc was used for or what was made with it but he was headed to a pharmaceutical company in San Antonio and he was pretty sure someone there would know what it was for.

He crossed the border in Windsor and was relieved to find that the shipper's papers were impeccable. The Customs guy had told him zinc was one of Canada's biggest exports to the US, and this company sent shipments south on a regular basis...who knew?

Now with the border behind him and several days on the open road ahead of him, Mark was able to relax a little. In a few days, or maybe a week, the police will have caught up with the rest of the people involved in the truck yard murder and it'll be safe for him again in Ontario. Still, a few loads to the US, maybe across to California and up through Washington State with a return east from British Columbia might be a good idea, just to be sure.

And while he was on the subject of being safe, he saw a full-service rest station ahead and decided it was as good a place as any to stop for fuel and stay the night.

As he fueled Mother Load's tank he idly watched as ads for gas and a bunch of the truck stop's services flashed onto the screen just above the pump. There were laundry facilities, a theater, a games room, showers, and then... the face of a missing child appeared, aging before his eyes into a best-guess as to what the boy might

look like now.

"Well, what do you know?" Mark muttered. This Child Find group, and others like it, must be set up across North America.

After fuelling, Mark parked Mother Load and headed for the kiosk inside the truck stop that cut keys. He decided to get two keys cut for the outside of the cab and two for the inside. He was getting older and he'd probably forget where he hid a single key so it was a good idea to have a back-up, or three.

"You want little magnetic cases to hide the keys?"

"They have that sort of stuff?" Mark asked. Apparently he wasn't the only driver to misplace his keys.

She showed him a display with all sorts of devices to store spare keys in inconspicuous spots just about anywhere on the truck. "Or I could sell you a roll of electrical tape so you can tape a key to part of your engine."

Mark liked that idea, figuring a piece of electrical tape on a length of black hose or wiring would be virtually undetectable.

Then again, he'd probably never find the key, especially if he had to look for it at night in the middle of a snowstorm...which was probably exactly when he'd misplace his keys next. "I'll take the magnets," he said.

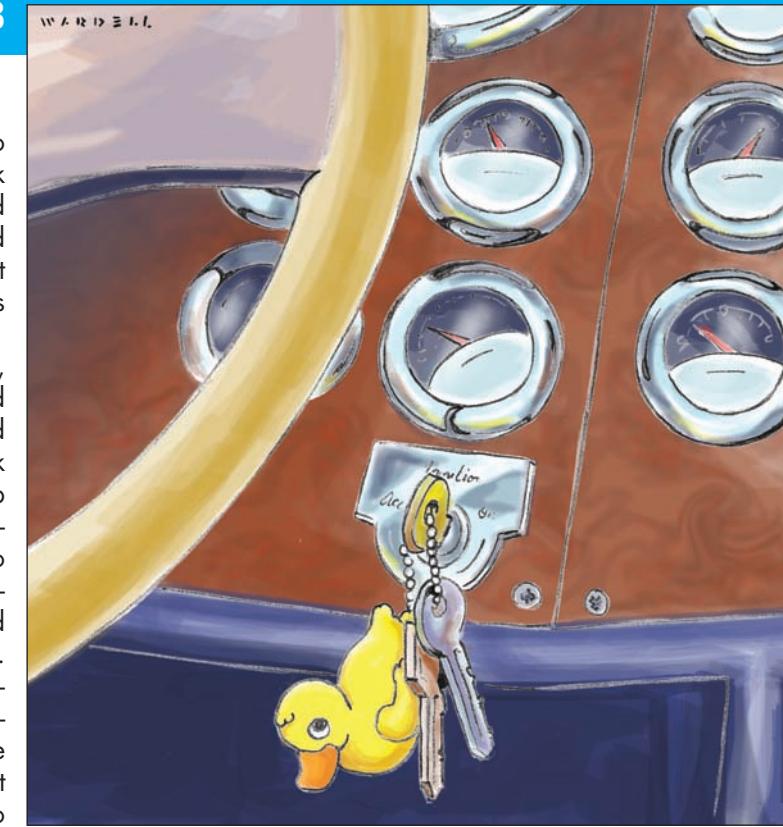
•
After dinner Mark contemplated seeing a movie and taking a long hot shower before turning in for the night. As he was exiting the restaurant, he heard some commotion over by the restrooms. He glanced in that direction and saw a young girl crying loudly, the sort of cry you hear in a grocery or department store when a parent says "No" to a piece of candy or new toy. Next to the restroom was a convenience store with a large display of toy trucks and stuffed animals, so that seemed a likely fit.

But as the man tried to lead the girl away, she resisted and began pulling against his hand.

Normally, Mark would have looked away from the awkward situation. He didn't have children himself but he knew how difficult it was for parents to deal with spoiled or unruly kids. It was tough enough for them without the added pressure of strangers staring.

"No, no," the girl kept saying.

'Unless'... thought Mark. Unless this situation wasn't as innocent as it seemed. Maybe there was something



more going on here, something sinister. Either way, it wouldn't hurt to see what was going on.

Mark walked over to the girl and said, "Is everything okay?"

The man glared at him with eyes like lasers. "Mind your own business, buddy, I'm her father."

"Daddy, no," cried the girl.

"It doesn't seem like she wants to go with you," Mark said.

A crowd was appearing now and the man seemed less sure of himself.

"Like I said, mind your own business." He turned to the girl. "Let's get out of here."

"No," she said again, jerking her arm. "Mommy!" she cried.

"April?" a voice called out in the distance.

The man suddenly let go of the girl's arm and headed for the exit.

"Mommy!" the girl ran toward the women's washroom and her mother's waiting arms. As the mother hugged the girl she pointed in Mark's direction.

"Thank you," the mother said to Mark.

"I didn't do much, just asked a question."

"It must have spooked him."

"Is he the girl's father?"

"We've been divorced six months," she said. "When I got full custody he said he might try something like this, but I never thought..."

As she continued talking, Mark thought too, about Child Find and one poster that would never see the side of a truck. □

– *Mark Dalton returns next month in another exciting adventure.*

Did you know that there are two full-length novels featuring Mark Dalton?: *Mark Dalton "SmartDriver"* and *Mark Dalton "Troubleload."* For your free copy register with ecoENERGY Fleets (Fleet Smart) at fleetsmart.gc.ca

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Opinion**A lot has changed since 1977, but many themes remain the same**

We currently have an issue of *Canadian Road Knight* floating around the office. You may have never heard of the publication since it was published in the 70s and is now long gone.

Flipping through the pages brought back a lot of memories – they were my formative years. Afros were the all the rage and the wider the bell-bottoms, the better.

I spent Thursday and Friday nights at the "Jolly Miller" located in Hogg's Hollow here in Toronto.

My buddies and I would get there early so we could grab the "primo" table.

That table was "primo" because it was located at the top of the stairs.

Those stairs led to the girl's washroom and we reasoned that eventually every female in the

Publisher's Comment

Rob Wilkins



place would have to walk past. They did, unfortunately on most nights they kept on walking.

Anyway, back to the magazine. It was published in October of 1977. The editorial content focused on the usual news of the times.

New technology included a "fat tire" (known today as a wide-based tire) and the improved mileage it rendered, how Canada had not seen such unemployment levels since the Great Depression, complaints about the high cost of insurance, the high cost of attend-

ing truck shows, and my favourite, legislation brought in by "dozy fat wallet jobs."

Sound familiar? It should.

The real eye-opener (so to speak) was the photo coverage they gave the wet T-shirt contest at Cayuga Dragway Park. I counted 15 brave participants, all of whom looked very bored with the whole thing.

I can't remember the last time I attended a wet T-shirt contest but then again, I probably wouldn't admit it if I did.

Needless to say, you won't see this type of sexist coverage in *Truck News* anytime soon.

I think half the staff would walk out if you did.

I also don't feel like spending days on the phone fielding your complaints.

Most of the ads appeared in

black-and-white and looked like they were designed on a cocktail napkin.

I suppose I shouldn't be surprised, when I first broke into the business in 1980 it was the norm to meet clients at the local pub.

We reasoned at the time that our creative juices flowed more freely with beer-in-hand, so I suppose that's where the cocktail napkin flair design originated. In a bar, go figure.

Magazines have come a long way and so has our industry.

Many of the same issues you are facing today, your parents faced yesterday and your children will face tomorrow. Like it or not, it's just the way it is. □

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

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TSQ

BOWMANVILLE, Ont. – It's been about four months since the government of Ontario installed its ban on handheld devices while driving. While the law has been more or less universally accepted by members of the trucking industry – unlike the hotly contested forthcoming ban on the CB radio – have truckers actually seen any improvement in road safety?

With a bird's eye view from their truck cabs, truckers have a unique – and literal – window into the habits of other drivers. *Truck News* asked truck drivers at the Fifth Wheel Truck Stop in Bowmanville, Ont. if they've noticed an improvement in driving habits since the handheld devices ban began.

John Anderson, a North Carolina-based trucker who often travels Ontario's roads, says he hasn't seen much of a difference since enforcement of the law began Oct. 26. He would, however, like to see the law



Truck Stop Question

Adam Ledlow
Managing Editor

Have driver habits improved since the cell phone ban began?



John Anderson

become universal.

"It makes the highways safer – people have got their minds on what they're doing: driving. That's the

main thing. I think that people are more aware of what is going on around them now that they don't have that distraction," he told *Truck News*. "I wish they'd pass a law everywhere...all over the world, not just the United States and Canada."

Lee Ingratta, an owner/operator from Gravenhurst, Ont., doesn't really pay attention to other drivers' habits, so he can't tell much difference. However, he thinks the law itself is a great idea – especially for cars.

"I've seen it all the time where

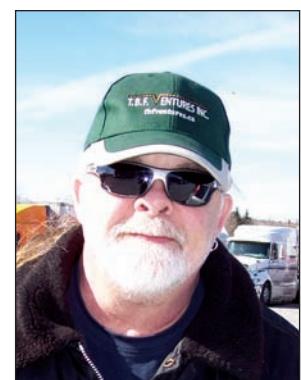
they're sitting there and they're texting and they're playing with the stupid thing, and they're swerving in traffic. It's not good. I wouldn't be doing it while I'm driving, but answering the phone and taking a phone call, to me, it's just like picking up the CB and talking on the CB. It's part of my business – I've got to be on the phone."



Don McLean

Don McLean, a driver with Robert Transport, says any changes he's seen have been minimal.

"Not too many people change their habits, no. There are still a lot of people with their cell phones on their ear. I've talked to a lot of friends and they've pretty much geared themselves with a Bluetooth or hands-free device."



Les Mullins

Les Mullins, a driver with Best Choice Eggs in Blackstock, Ont., says the majority of the lawbreakers he's seen lately have been four-wheelers, not truckers.

"I see lots of people in ordinary vehicles using cell phones and fiddling around with this and that. I haven't really noticed (truck drivers). Everybody is wearing the earpiece – hands-free. I think the law is fantastic. I see people on cell phones and they're in another world, especially if it's a 1-900 number," he said with a laugh.



Gene Martel

Gene Martel, a driver with Ryder Transport in Pickering, Ont., says he's seen at least one change in habits – but not a good one.

"People are holding their cell phones on their lap," he admits. "You have to pay attention to your driving. I don't answer my phone. I keep it off. It's peaceful in the truck, and I leave it that way," he says. □

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