

TRUCK NEWS

April 2010 Volume 30, Issue 4

Truck World
Exhibitor's List
Pages 56 & 57

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

Springtime In Ontario

AFTER A THREE-MONTH WINTER BREAK, ONTARIO'S LCV PILOT PROJECT HAS RESUMED. WE TAKE A LOOK AT LCV SPEC'ING REQUIREMENTS.

See pages 14-16



Photo by Adam Ledlow

What does the future of trucking hold?

A growing addiction to oil, increased urbanization and fully intelligent transportation systems

By Lou Smyrlis
WINNIPEG, Man. – Predicting the shape of the future is a considerably less than perfect science, littered with predictions so off the mark they are laughable. Consider the famous assertion back in 1899 by Charles

Duell from the US patent office that “everything that can be invented has been invented.” Or the statement made in 1895 by Lord Kelvin, president of the Royal Society, that “heavier-than-air flying machines are impossible.”

Nevertheless transportation companies do require a vision of the future and the various factors that could shape their business in order to strategize for future growth and protect against possible threats. And that is exactly what a panel of ex-

perts at the Future of Trucking Symposium in Winnipeg attempted to provide. The panelists – Antonio Benecchi of Roland Berger Strategic Consultants, Bill Van Amburg, senior vice-president with CAL-START and Rick Whittaker, vice-president investments with Sustainable Development Technology Canada – looked 20 years into the future of transportation, focusing

Continued on page 18

A new Class 4/5 player emerges



See pg. 38

Inside This Issue...

- **EPA07 report card:** This year's Technology and Maintenance Council meetings included a candid discussion about how EPA07 engines have performed in the real world. Page 25
- **Good on grades:** The latest automatic and automated trannies boast exceptional performance on steep grades. Page 33
- **Driver health:** A professional owner/operator weighs in with a few suggestions on how to improve the mental health of drivers in a special guest column. Page 37
- **Licence renewed:** Mark Dalton is asked to help a senior driver renew his Class A/Z licence. Page 60

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CLASS 8 TRUCK SALES TRENDS

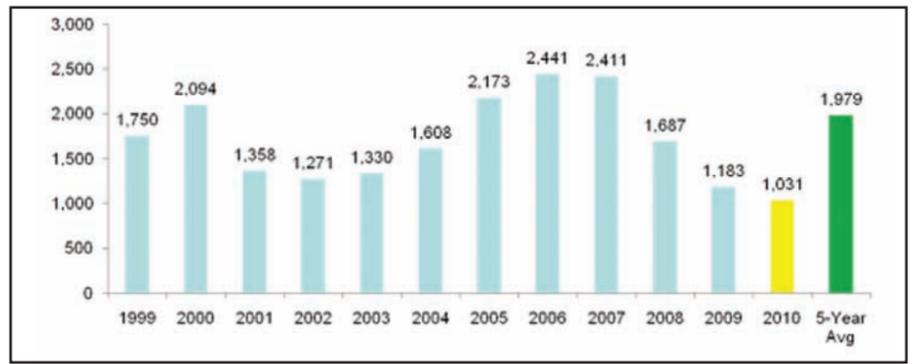
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The best thing that could be said about 2009 is that it's over. Last year's sales were way off the five-year average and even further behind the record year of 2006. It is hoped that with the Canadian economy growing again that freight volumes will grow and with it will come the demand to replace old iron. Yet the first month of 2010 is a huge disappointment, posting even lower sales than last year's disastrous opening. The 1,031 Class 8 trucks sold in January made for the worst January sales over the past decade and are more than 100 units off last year's sales and more than 900 units off the five-year average.

Monthly Class 8 Sales - Jan 10

OEM	This Month	Last Year
Freightliner	269	234
International	259	425
Kenworth	202	111
Mack	44	80
Peterbilt	120	46
Sterling	10	87
Volvo	56	98
Western Star	71	102
TOTALS	1,031	1,183

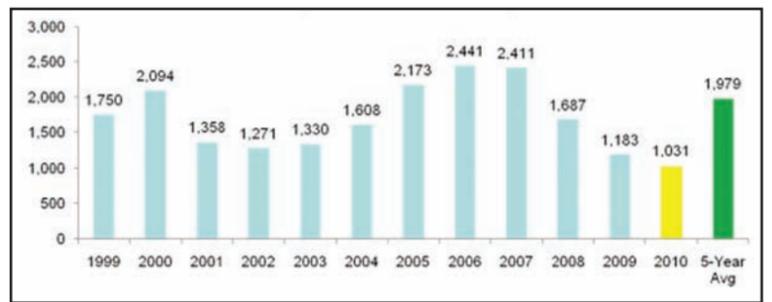
Historical Comparison - Jan 10 Sales



Class 8 Sales (YTD Jan 10) by Province and OEM

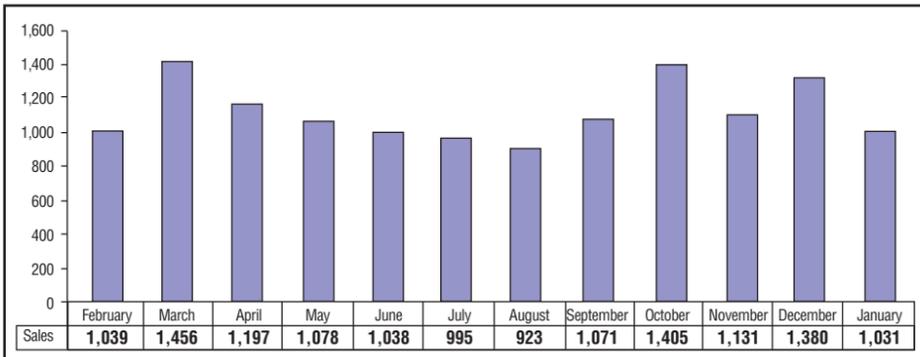
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	29	24	48	11	98	45	6	6	0	2	269
Kenworth	30	55	13	5	37	55	7	0	0	0	202
Mack	4	3	3	3	12	14	3	2	0	0	44
International	9	17	5	11	146	53	10	6	0	2	259
Peterbilt	4	12	10	11	35	35	11	2	0	0	120
Sterling	1	4	0	1	0	4	0	0	0	0	10
Volvo	0	8	5	5	20	14	3	1	0	0	56
Western Star	10	16	3	3	10	5	3	20	0	1	71
TOTALS	87	139	87	50	358	225	43	37	0	5	1,031

Historical Comparison - YTD Jan

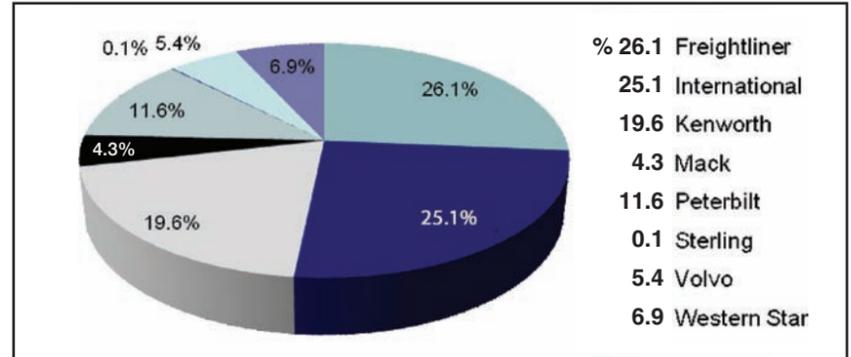


The previous year was the worst year for Canadian Class 8 truck sales of the past decade and one of the worst since the economic slowdowns of the early 90s. The first quarter of 2009 was so weak that, three months into the year, sales were about 3,000 off the five-year YTD average and about 5,000 off the banner year of 2006. Will the first quarter of 2010 prove to be similarly lacklustre? There are signs that freight volumes are starting to grow yet trucking remains in over capacity and financing institutions are being tight fisted when it comes to lending money to small- and medium-sized companies looking to get into new equipment.

12 - Month Sales Trends



Market Share Class 8 - Jan YTD



There are many reasons motor carriers remain reticent to purchase new trucks. Despite bankruptcies and fleet size reductions, there are still too many trucks chasing too little freight. Although indications are that freight volumes are growing, growth remains tentative. Pricing for trade-ins remains less than appealing and access to capital for new truck purchases remains limited. The new trucks also come with 2010 emissions standards compliant engines, which add about \$10,000 to the price of a new rig.

International once again captured the market share crown in the Canadian Class 8 market in 2009, ending up with a commanding 29% share of the market. But the fight for market share this year will be particularly interesting as International stands alone with its advanced EGR solution to the 2010 emissions standards compared to the SCR option all other truck manufacturers have chosen. Although it's too early in the game to determine how the market share battle will unfold, former front runner Freightliner has jumped out to a narrow early lead while Kenworth is coming in at a strong third.

Source: Canadian Motor Vehicle Manufacturers Association

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The \$25 million load

I knew spring was in the air when I came upon two long combination vehicles (LCVs) on my way to a lunch meeting March 2. Yes, the Ontario LCV pilot project has resumed after a mandatory winter time-out, and I welcomed the sight of them.

For one, it meant spring was truly in the air. Seeing those LCVs on the 401, however, and speaking to some fleets that are participating in the pilot got me to wondering about the future of Ontario's LCV pilot project, which seems very much up in the air. Any way you slice it, the pilot appears to have been a bona-fide success to date. Last summer and fall, there were 4,114 LCV trips in Ontario covering 1.28 million kilometres and not a single violation or accident to speak of, according to data from the Ministry of Transportation.

Still, the MTO seems non-committal about the pilot's future. When pressed for a hint of what's to come, MTO spokesman Bob Nichols would only say "The MTO will undertake a review of LCV operations to evaluate their effectiveness and safety leading to (a) recommendation on how the program will move forward."

Further complicating matters is

Editorial Comment

James Menzies



that the Transport Minister who approved the program, Jim Bradley, was replaced in a Cabinet shuffle by MPP Kathleen Wynne. As highly-touted as she may be, she likely didn't (until recently, anyway) know the difference between a king pin and a converter dolly. It remains to be seen whether she has the appetite to expand a program that has its share of critics, despite the obvious economic benefits.

Given the uncertainty of the program's future, I'm astounded at the investment the trucking industry has collectively made in LCV equipment, training and the related engineering. No exact figure exists, but it's in the millions.

One major fleet told me it has \$500,000 invested in the program and at a minimum a participating fleet would have to have invested \$90,000 for two units, assuming a lead trailer cost of \$28,000 and converter dolly cost of \$17,000 – approximate figures supplied by Glasvan Great

Dane. That's assuming most fleets are using existing equipment as the trailing trailer, which clearly is not the case.

Whether it's out of necessity or in an effort to put their best foot forward, most fleets seem to be running new equipment all-around on their LCVs. And my highly-unscientific figure does not include engineering costs, which remain the responsibility of the carrier or the untold sums being spent on administering the program and ensuring compliance with the litany of rules.

Assuming each participating carrier has between \$100,000 and \$500,000 invested in the program, the industry at large has invested between \$5 and \$25 million – again excluding training and administrative costs. All that in a down market and with no assurance the program will continue. That speaks volumes to how important this program is to our province's carriers.

And how about the men and women (one of the very first Ontario drivers certified to pull LCVs was, in fact, a female professional driver) who pilot these behemoths? It goes without saying this program would be dead in the water should even one of

these LCVs end up on its side anywhere between Windsor and Cornwall.

So it can be said that in addition to hooking up to a heckuva lot of freight, LCV drivers are also carrying with them the industry's collective \$5-\$25 million investment. That's a heavy load to carry but our drivers are proving they're up to the task. □

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



So long, long nose

Navistar executive Jim Hebe is no stranger to making headlines or being controversial. The two tend to go hand-in-hand and Hebe has seemed comfortable with both his entire career.

His latest headline-grabbing remark that long and tall is "dead and gone" has no doubt raised more than a few eyebrows among owner/operators who still love their long-nose conventionals.

According to the senior vice-president of North American sales operations for the continent's Class 8 market share leader, we're in a whole new world. The classic long-nose conventionals that were the envy of many owner/operators, not to mention fleet owners looking to attract drivers, accounted for 25% of Class 8 sales back in 2000.

Their market share has since dropped to less than 6%. And, ac-

Viewpoint

Lou Smyrlis
Editorial Director



According to Hebe, the long-nose conventional is about to be placed on the endangered species list. To be honest, the only thing I find shocking about Hebe's comments is that it has taken this long to come to this conclusion.

Think about it: Trends such as the growing use of intermodal options for longer hauls, the smaller but more frequent shipments necessitated by online retailers and municipal governments getting pretty ornery about not allowing large trucks near their city cores are serious obstacles to the long-term need for long-nose

conventionals. But beyond that, trucking is an industry that operates on thin margins compared to many other industries and even other transport modes such as rail.

One of the most volatile and damaging costs for trucking is fuel. Yet long-nose conventionals are the biggest fuel guzzlers around. The only way for a carrier to be able to justify having such vehicles in its fleet is if it could truly pass on all fuel costs to its clients. And we all know shippers are getting too smart for that to happen.

Many carriers, of course, used to justify adding long-nose conventionals to their fleet because of the impact that had on attracting drivers. I say perhaps it's time to re-evaluate what kind of drivers we want to attract. Are people who care more about chrome than fuel efficiency really the best people to grow your company with?

You may be able to tolerate them during the boom times but I sure as

heck would not want them on my bus when times get bad.

So that leaves the owner/operator as the hardcore buyer for long-nose conventionals into the future. But a new rig depreciates at about \$30,000 a year. As Hebe pointed out, how many finance companies are going to be willing to assume that type of risk with a single individual in this kind of economic environment? Traditional buyers of such equipment I'm certain will have trouble getting financing.

The long-nose conventional has been an icon in our industry for decades. But its time has come and gone. It may have taken the outspoken Hebe to say it; but I think most people in this industry can agree with it. □

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

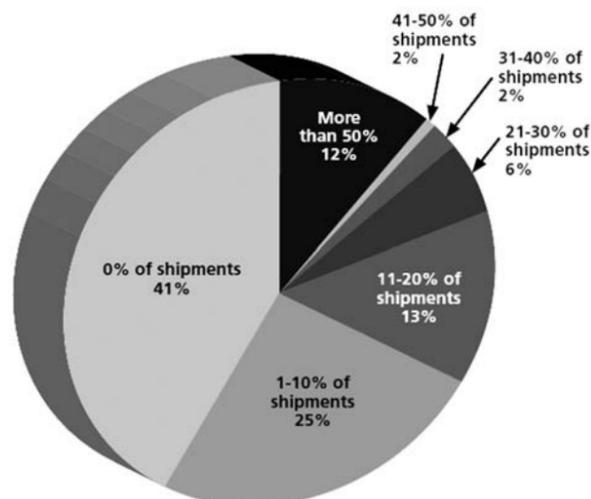
Did you know?

What portion of rail freight is up for grabs

Since the start of sharply rising transportation prices witnessed since 2004, our Transportation Buying Trends research has found increasingly greater willingness among Canadian shippers to change modes due to higher rates and surcharges.

But 2009 showed a reversal in this trend as prices across all modes began falling, precipitously in some cases. While excess capacity in all modes will continue to

Percentage of current rail shipment which shippers consider trucking to be a viable alternative



provide downward pressure on rates through at least the first half of 2010 and perhaps beyond,

we expect transportation prices to resume a strong upward climb by 2011 and for shippers to resume their willingness to experiment with using different modes.

To that end, our research also shows that almost 6 in 10 shippers consider trucking to be a viable alternative to rail for at least some of their rail shipments.

Shippers who diverted freight from rail to truck in 2009 did so for a variety of reasons. The main reason, cited by 6

in 10 of respondents who did make a modal change away from rail, was poor rail service or coverage.

A recent survey of shippers conducted by NRG Research Group as part of Transport Canada's Rail Freight Service Review found that only 17% of shippers were very satisfied with their rail service and 62% reported having suffered a serious financial impact as a result of poor rail freight service.

For more Canadian sourced data on modal preferences, rates, surcharges, shipment volumes, capacity and contracts see our annual Transportation Buying Trends report available for \$99 through www.trucknews.com. □

TRUCK NEWS

Question of the month

Would you rather be paid by the mile or by the hour?

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Mark Dalton in...

Licence renewed Part 1



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departments



NEW PRODUCTS: Navistar has leapt into the Class 4/5 market with its new TerraStar. Pages 38-41

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Carrier reps to speak at Driving For Profit event

CALEDONIA, Ont. – Representatives from three major carriers will take part in a candid discussion about the trucking industry at the Driving for Profit Seminar series' first event of the New Year April 6.

Rob Penner of Bison Transport, Trevor Kurtz of Kurtz Trucking, and Mark Bylsma of Spring Creek Carriers will join *Truck News'* Lou Smyrlis, who will act as moderator during the event at the Capitol Banquet Centre in Mississauga.

Participants will hear about the companies' best practices, the do's and don'ts of running a successful trucking company, hurdles that many companies are currently dealing with, as well as a look towards the future.

Kim Richardson, president of KRTS Transportation Specialists and partner of the Driving for Profit seminar series, said: "The companies and the individuals representing their companies have a proven track record of success in the trucking industry. We are very pleased that they are taking the time to come and share their knowledge and advice with the participants who will attend this event."

Also presenting will be Alf Brown, head carrier enforcement liaison with the Ministry of Transportation. Brown will speak on issues concerning the largest targeted enforcement program on commercial vehicles in the world for 2010. Marketing tables are available to industry suppliers at a cost of \$500 per table, which includes two passes for the seminar.

For information on the marketing tables, contact Aaron Lindsay at 800-265-1657 ext. 3004. To register, visit www.drivingforprofit.com. □

The Driver's Seat videos now available individually

TORONTO, Ont. – Videos from The Driver's Seat online information video series are now available for individual sale on Trucknews.com. The videos: CSA2010; Coupling/Uncoupling; Pre-Trip Underhood; Pre-Trip Exterior; and Pre-Trip In-Cab are

now each available for \$14.95. Just visit Trucknews.com, select Online Store from the menu bar on the top and then choose Webinars from the drop-down menu. Or you can simply visit: www.trucknews.com/webinars. You can then purchase the video of your choice using a credit card. □

Canadian freight rates stabilizing, report suggests

TORONTO, Ont. – According to the latest figures from the Canadian General Freight Index, ground transportation rates seem to be stabilizing following a 9.6% decline suffered since December, 2008.

Base rates for ground transportation (excluding fuel surcharges) fell 7.8% between December 2008 and December 2009, the index reports, while average fuel surcharges plummeted 13.1% resulting in an overall decrease of 9.6%.

"During the first eight months of

2009 there was significant volatility in freight costs, however it appears that the index has begun to stabilize," said Dr. Alan Saipe, president, Supply Chain Surveys. "While there are slight pressures in Base Rates, these are being offset by modest increases fuel surcharges."

Overall freight costs rose 0.2% in December 09 when compared to November, the index indicates. The December stabilization is consistent with results from September 2009 with freight costs having varied only 0.4% since that time.

"This data correlates well with

Organizers gear up for second Road Today Truck Show

BRAMPTON, Ont. – The second installment of the *Road Today* Truck Show is coming back to the Powerade Centre in Brampton May 29-30. Activities at the event will include a trade show, show and shine competition, job fair, educational seminars, pit crew challenge, road safety awareness, family entertainment, ethnic food stalls and lots more. *Road Today* Trucking Excellence Awards will also be presented during the show.

Last year's inaugural event attracted more than 8,000 visitors and 100 exhibitors, and organizers say this year's event is generating "huge interest from all sectors of the trucking industry." Inside floor space is nearly sold out and the outside space is now being offered to interested companies.

Participating companies will offer prizes and discounts worth thousands of dollars to the show visitors. Spectator entry to the show is free. For more information about exhibiting opportunities, contact show management at 905-487-1320 or visit www.roadtodaytruckshow.com. □

the prevailing opinion that our economy is slowly starting to recover from the recession that started more than 18 months ago," said Doug Payne, president for Nulogx. "The continuous flat-line performance over the past few months suggests that carriers have adjusted their operations to match changing market demands, and that we will continue to see stable freight prices in the near future."

Nulogx sponsors the Canadian General Freight Index. For more info, visit www.cgfi.ca. □

Border

Windsor ferry users enjoy improved amenities

By Ron Stang
WINDSOR, Ont. – The only truck ferry carrying hazardous goods between Canada and the United States is expected back in operation this month after a five-month, \$8.8 million reconstruction.

The project transforms the facility in Windsor's west end from its poor cousin status compared to the city's other border crossings – the Ambassador Bridge and Detroit-Windsor Tunnel – to a state-of-the-art transportation plaza.

This includes paved truck parking, lighting, a hazardous spills containment area, and a widened and paved 400-metre access road leading from Maplewood Dr. in the city's Ojibway industrial park, reached from Hwy. 401 by the city's E. C. Row Expressway.

The privately-owned US-based ferry began operating on Earth Ferry 1990.

It made a name for itself after the Sept. 11 terrorist attacks by assisting in taking backed-up trucks across the almost two-kilometre, 20-minute route between Windsor and Detroit.

The ferry carries hazardous goods and oversized loads banned by the Ambassador Bridge and the tunnel.

During construction, trucks have had to navigate almost 250 kms north to the Blue Water Bridge between Sarnia and Pt. Huron, which does allow HazMat.

The ferry last year was making up to seven trips a day each way carrying five tractor-trailers per trip.

The project is being paid for from \$300 million in federal/provincial border infrastructure funds announced in 2005.

That money is being spent on streamlining traffic routes through Windsor, particularly

with regard to commercial arteries leading to the US border.

Other projects from the fund have included a new underpass on Walker Rd., which is a heavily-used corridor located adjacent to the Chrysler Canada minivan assembly plant.

The \$300 million is separate from the almost \$5 billion projected for a new border access road between Hwy. 401 and a Customs plaza linked to a new Windsor-Detroit bridge. Preliminary construction on the below-grade, six-lane expressway has begun.

Prior to ferry dock reconstruction, trucks had to make a sharp left turn from Maplewood Dr. onto the one-lane gravel road leading to a congested parking lot at the dock. Then they had to make another sharp left turn to drive up a barge ramp leading to the ferry itself, which in fact is a larger barge pushed by a tug boat.

Continued on page 8

THE TRUCK EXHAUST PLACE

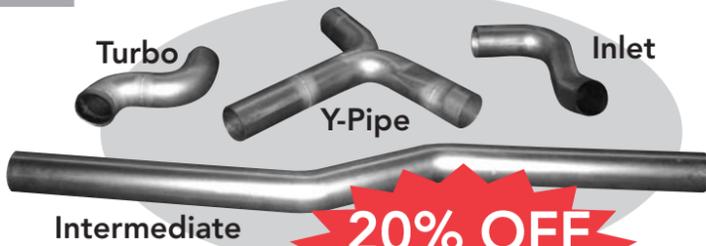
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Border

Improvements made to Windsor truck ferry

Continued from page 7

“For a lot of our larger loads it limited us to what we could take,” ferry company vice-president Gregg Ward said. “With this new system it really puts us in a good position,” especially to carry longer loads.

Ward said that over the past year some customers have been transporting large sections of wind turbines destined for energy projects in southwestern Ontario.

“This will allow us to take much larger (sections) with a direct on-and-off the shore and not making these turns. It’s a great enhancement.”

Flatbeds carrying 175-ft. turbine blades, for example, also had to be backed on, which Ward called “very labourious.”

Now, when the trucks reach the bottom of the hill they’ll sidle-up to a new Canada Customs kiosk which heads a concrete divider separating the staging areas for trucks waiting to board the ferry from trucks coming off.

The lot has clearly marked lanes with perimeter and high mast lighting.

A hazardous spill system was constructed with the only sign of it a sewer grate; contaminants will be contained on-site. The area is landscaped and has a security fence.

Off-shore improvements include river dredging and shoreline protection.

“These improvements will address operational and safety concerns, prevent further deterioration, reduce congestion and improve capacity and efficiency,” Ontario Ministry of Transportation spokeswoman Heather Grondin said. □





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(1) 2005 MANAC 48' TRIDEM FRP VAN



Spring suspension, 24" steel scuff liner,
48" plywood roof runner,
very clean.

(3) "New" 53' UTILITY DX DRY FREIGHT VANS



Pre-painted Black side panels, stainless front panels,
diamond pattern rear doors, bumper and wing plates,
translucent roof, extra lights, Hendrickson air ride
suspension, aluminum wheels, loaded.

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



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

2008 TRAILMOBILE 53' x 102" ULTRA PLATE VAN



Air ride suspension, swing rear doors, aluminum roof,
very clean priced to move.

(4) 2007 WABASH 53' REEFERS



Carrier Stealth XTC units (low hours), Stainless front
panels, radius corners, rear doors, and rear bumper.
Vents front and rear, 1 row recessed "E" track, air ride,
aluminum wheels, extra clean.

UTILITY "TAUTLINER" 48' x 102"
ALUMINUM COMBO



Hendrickson air ride 10' spread suspension, aluminum
wheels, stainless rear doors, good overall condition.
PRICED TO MOVE!!!!!!

(2) 2007 UTILITY 53' x 102" REEFERS



Thermo King Magnum units, Pre Painted black side panels,
stainless radius corners, front panels, wing plates and rear
doors, front and rear vents, Hendrickson air ride suspension,
aluminum wheels, 1 row recessed "E" track, extra lites.

(50) 2005 UTILITY 53' REEFERS



Carrier Ultra units, stainless front panels, radius corners &
rear doors, front and rear vents, heavy duty flat aluminum
floors, 1 row of recessed "E" track, 46K Hendrickson air ride
suspension, Anti dock walk, aluminum wheels,
stainless bumper, well maintained units.

Marine Atlantic now accepting commercial truck reservations

ST. JOHN'S, Nfld. – On Feb. 22, Marine Atlantic began accepting reservations for trucks sailing on any of its vessels in a move it hopes will clear up backlogs and provide more reliable service for trucking companies and their customers.

Marine Atlantic says the new system will provide more predictable travel and delivery times as well as reduced waiting time for trucking companies. It began accepting reservations by phone Feb. 22.

“The Marine Atlantic ferry system represents a vital element in the transportation supply chain for businesses shipping to and from the island portion of Newfoundland,” said Marine Atlantic president and CEO, Wayne Follett. “Commercial reservations will provide a significant improvement in the supply chain link allowing commercial trucking companies to provide confirmed delivery for their clients’ products. All of our customers will now arrive at a port for check-in with a reserved sailing date and time. This new approach will replace the previous system whereby drivers rushed to the ports to be placed in a line-up for transportation that was based upon first come-first served.”

The reservation system should improve safety by eliminating long line-ups of trucks on roads leading

up to the ferries.

“Commercial reservations will help reduce the traffic congestion caused by long line-ups of trucks during delays and will improve load planning and utilization of our vessels,” said Follett. “Advance reservations will enable trucking companies to reduce a driver’s downtime and maximize the efficient use of their assets.”

The check-in process will also be expedited, Marine Atlantic officials promise, since trucking com-

panies will submit information on the types of goods being transported during the booking phase, decreasing the amount of time required to complete the final cargo manifest before setting sail.

“We realize the introduction of a formal booking process is a significant change for the trucking industry and for the employees at Marine Atlantic,” said Follett “We have worked together with representatives of the industry and key stakeholder groups to develop a

commercial reservations system that will benefit all parties. It is because of the magnitude of change for all involved that we are implementing this system at a time of the year when traffic demand is near its lowest, giving everyone an opportunity to become familiar with the system before the busier summer season.”

On Feb. 22, Marine Atlantic began accepting reservations by phone only. Trucking companies can call 800-341-7981 to reserve a spot for sailings beginning March 15. In April, online reservations will be accepted.

While there are many benefits of a reservation system for commercial trucks, Follett stopped short of promising completely smooth sailing.

He acknowledged some growing pains should be expected as the new system is implemented and vowed to work with industry to address any problems that arise. He also admitted the reservation system won’t cure all the ferry company’s service woes.

“Given the growing traffic demand and our current fleet configuration, even with the most efficient use of our fleet we will continue to experience capacity challenges, especially during the peak summer season. As well there will still be unavoidable delays due to severe weather and mechanical issues” Follett said. □

APTA hoping for speedy resolution to bridge woes

DIEPPE, N.B. – The Atlantic Provinces Trucking Association has underlined the importance of the Saint John Harbour Bridge to the industry as repairs to the 40-year-old structure remain in limbo with its current status unknown. The group that runs the bridge was turned down for a loan to make repairs late last year, according to CBC.ca.

The APTA says that traffic destined to the US through the State of Maine’s new border crossing in St. Stephen could be impacted if use of the Harbour Bridge is restricted. The organization said it is “imperative” for the bridge to stay operational and in good working condition to ensure the uninhibited flow of goods.

“The APTA represents many carriers that engage in the movement of freight via the Harbour Bridge each day. Any disruption, speed restrictions, load restrictions or lane closures would pose huge concerns for our industry from a safety and environmental standpoint,” said the APTA in a release. “Carriers would need to find alternate lanes or routes to get to destination and this would result in longer trips using non-traditional lanes and more fuel usage. This would prove to be very costly to the industry.”

APTA officials have said they hope the situation is improving and will be resolved soon so repairs can start and any traffic disruptions will be avoided. □



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Across

1. Certain cargo restraints (7,6)
8. Driver's assistant, slangily
9. Press term for International LoneStar
10. Tractor-tire type
11. Driveshaft's flexible coupling (1,5)
13. Truck-leasing alternative
15. Fifth-wheel lube
18. Delectable truck-stop-menu items
20. Border state between WA and MT
23. The _____, Montreal's moniker
24. Item in income-tax file, perhaps
25. Sixty-acre truck stop in Bangor, ME
26. Suffers corrosion

Down

1. Trip pause (4,4)
2. Factor in new-truck deal, perhaps
3. A Castrol diesel-engine oil
4. Diesel-engine output
5. Power-boosting engine add-on
6. Mirror-mounted CB adjunct
7. Octagonal-sign instruction
12. Alters the normal traffic path
14. Auto-transporters' cargo, often (3,4)
16. Cargo-container transport, sometimes
17. Former GMC cabovers
19. A bunk-heater brand
21. Trucker's CB handle, you might say
22. Truck dealer's "pre-owned"

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Eastbound Salisbury scales get WIM system

SALISBURY, N.B. – The New Brunswick Climate Action Fund (NBCAF) has funded the installation of a weigh-in-motion system at the eastbound Salisbury scales, which will weigh transport trucks at

highway speeds. The \$500,000 investment will reduce fuel consumed by trucks by allowing the majority of them to pass by the scale without slowing down. It's expected the weigh-in-motion system will save

4,000 tonnes of greenhouse gas emissions each year. Weigh-in-motion systems are already deployed at Longs Creek, Deerwood, Waweig and Salisbury West. The Atlantic Provinces Trucking Association was naturally pleased with the investment.

“Our carriers are always very conscientious when it comes to the environment, and they are continuously focusing their efforts on how they can save fuel and reduce GHG emissions. Initiatives such as this are always great news for the industry,” said APTA’s Jean-Marc Picard. □

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Tales of trucking industry's struggles hit the big (computer) screen

By Carroll McCormick

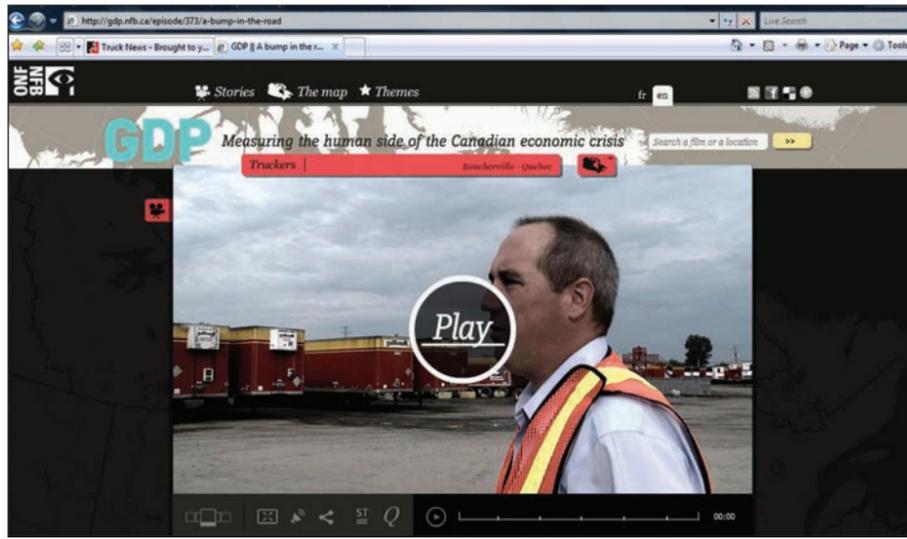
MONTREAL, Que. – At first glance, the National Film Board (NFB) has produced a story consisting of five short films, or episodes, about how this recession has affected the trucking industry, and put them on the Internet. Their true importance, however, is that they serve as an invitation to all Canadians to submit to the NFB comments, pictures or even videos of their trucking experiences in these miserable times.

These NFB *Trucker* episodes – each about three-and-a-half minutes long – are part of a larger NFB project called *GDP – Measuring the Human Side of the Economic Crisis*. They're designed to chronicle some of the hardships people have endured since the US-caused recession went atomic in 2008.

There are 15 stories on the go; ie. women in debt, farmers, auto workers and restaurant owners. Independent filmmakers contracted by NFB started filming the stories of these people last September and will follow them and add episodes to their stories for a full year.

The idea for the *Trucker* series came from the mind of independent filmmaker Helen Choquette, hired by the NFB as GDP project director in chief. "I thought that by adding a truck story we would be able to reach communities where the crisis is (playing out)," she said.

The first film in the *Trucker's* story



TOUGH TIMES: The National Film Board tries to capture the impact of the recession in a series of videos which failed to impress the writer of this article.

A bump in the road is a thumbnail history of the giant Quebec carrier Groupe Guilbault. We see truck yard and office scenes and 1930-vintage NFB archival footage of a man loading crates into a truck. Company president Jean Guilbault explains that north-south traffic has dropped by 65% in the past two years. Terminal manager and CEO Eric Gignac comments, "Trucking is a barometer for the economy." A dispatcher tells a driver, "I've got absolutely nothing for you. Come back home."

Groupe Guilbault continues to be present, more or less, in the next four episodes. In *Truck stop*, we meet a driver who has driven 32 years for Guilbault, but after a few limp com-

ments about no logging trucks that day in the Abitibi boondocks, he buttons up for the night at a truck stop. The camera moves the rest of us inside, where two owner/operators are propping up the counter. They look like they have smoked themselves half to death. They variously grumble, in that grumbly trucker way, about debt and how the cost of a truck has risen from \$80Gs to \$140Gs in the past 20 years.

"It's not the ideal job," Soul Patch grunts around his fries.

"We've got no choice. We can't afford to stop," adds Ball Cap. Soul Patch gets up, travel coffee mug in his mitt: "Got to get back to work." The camera pans an empty logging trailer and some orphaned tires in

an attempt to dampen the mood.

Episode three, *Green Shoots in Temiscaming*, starts with a cameo appearance by a Guilbault tractor bobtailing across a dirt parking lot. Two honks of the horn, a couple glimpses of the town of Temiscaming and some poor woman's well-fed behind later, we move on to the real, non-trucking story: Claude Brisson and his drive to launch a company that will make wood stove pellets out of logging leftovers. The president of Ecoflamme, he laments banks' reluctance to fund forestry-related companies. We see birch brush piles and some roots in a clear cut. Since logging is, like, not happening, the raw material Brisson needs is rotting on the ground. Uh-oh.

Nighthawks at the diner stars Chantal, a waitress in Restaurant Francinette, in Stoneham. Four years on the graveyard shift have done her no favours and when I learn from Choquette that the joint closed – something about the highway having moved – I feel happy that

Correction:

In the article *Highway Ambassadors Roll On* in the March, 2010 issue of *Truck News*, the name of the Ambassadeur de la Route on the 2007-2009 team we interviewed was misspelled. It is spelled Vincent Nadon. □



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Chantal can finally get some sleep. Anyway, business is down. There are no midnight rushes. Truckers are packing their own grub. The booths are empty. But wait! Is that five happy truckers bellied up to the counter? Is one of them is reading the horoscope? But faster than ketchup

off an Englishman's table, the boys vanish. Chantal and some sad piano music are alone again. Did I forget to mention that I saw another Guilbault trucker?

Moving along to *Forging ahead*, 'Richard' at Guilbault has a pick-up at Saguenay Foundry. Nice shots of

molten metal. Hard Hat: "We're hanging in there." Get the connection? Orders? Trucking?

Call me mean, but considering the devastation in this industry, I find *Trucking* a bit soft in the tires, a bit short of a full load. What is so wonderful though, is that the NFB has

designed this quite fascinating Web site (<http://gdp.nfb.ca/stories>) so us amateurs can add our voices. "Our hope is that truckers will respond to this call for action," says Patricia Dillon, NFB communications and publicist for the GDP project. That's my hope too. □



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Going <-LONG->

An LCV equipment primer

By James Menzies

ALLISTON, Ont. – After a three-month winter break, Ontario’s long combination vehicle (LCV) pilot project resumed March 1 with participating fleets wasting little time in getting their doubles back on the highway.

Early results seem to indicate the pilot has been a success. Since the project launched last summer, there have been 4,114 LCV trips covering 1.28 million kilometres in Ontario – with no reported violations and more importantly, no accidents according to data obtained from the Ministry of Transportation.

David Bradley, president of the Ontario Trucking Association, says the project has already reached its limit of 50 fleets and 100 permits and there’s now a waiting list of additional carriers wanting to get on-board.

In short, an LCV is a tractor and two semi-trailers with an overall length of 25 to 40 metres and gross vehicle weight limit of 63,500 kgs. They allow carriers to maximize payload and improve efficiency under strict operating guidelines. The project remains a pilot for now, but Bradley pointed

out there is no firm end date in place.

“The pilot doesn’t necessarily end this summer; there really was no firm end date established,” Bradley said.

George Cobham Jr., vice-president of sales and marketing with Glasvan Great Dane, said the company’s fleet customers continue to show an interest in the LCV program.

“Pretty much every mid-sized to large fleet in southern Ontario has expressed an interest in the program,” Cobham told us during a recent visit to Glasvan’s Alliston, Ont. shop. “They’re very interested in learning more about the equipment and finding out what it costs to get on-board pulling this type of equipment down the road.”

With that in mind, Cobham gave us a walk-around of a typical LCV set-up and described for us the typical equipment and maintenance requirements for an LCV configuration. There are two types of LCVs approved for use in Ontario: A-Trains and B-Trains. An A-Train consists of a lead trailer with pintle hook connec-

Continued on page 16

- 465 litre per minute (16.5 cfm) or larger air compressor and sufficient air dryer
- Functioning electronic stability control system



- At least 425 horsepower engine

- Steering axle with at least 40-degree wheel cut in both directions

- Dolly must have supply line pressure protection valve

- Functioning CMVSS 121-compliant ABS on tractors, trailers and dollies
- Lead trailer, dolly and trailing trailer (if set up for towing) require speed-up valve



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The long and short of LCV equipment requirements

Continued from page 14

tion and a tandem-axle converter dolly with fifth wheel that connects to the trailing trailer.

A B-Train, meanwhile, eliminates the need for a converter dolly and consists of a two- or three-axle B-bogey with fifth wheel that slides out from under the lead trailer and connects directly to the trailing trailer. There are pros and cons to each option, Cobham explained.

“There is an idea out there that the B-bogey is more stable and the trailing trailer follows more closely, but B-bogeys are expensive and it’s a slightly more complex system for the lead trailer,” said Cobham. “With a converter dolly, you’re licensing another vehicle. It has its own licence plate and unit number, so there are

complexities there.”

Cobham also noted it’s more difficult for an individual operator to hook the converter dolly up to a set of trailers than it is to connect a B-train configuration. Manhandling the converter dolly isn’t easy, as it weighs nearly 8,000 lbs. Still, Cobham said nearly all fleets involved in the Ontario pilot have opted for the A-train and converter dolly.

There’s nothing overly special about the trailing trailer, but the lead trailer in an A-Train configuration does require a pintle hitch. Some fleets have expressed interest in retrofitting existing 53-ft. van trailers, but Cobham said it’s usually more cost-effective to purchase a new trailer specifically for LCV use.

“You can retrofit equipment

with a pintle hitch, but it’s a little more complicated than just putting a pintle hook setup on the rear of the lead trailer,” he explained. “There are certain rules and requirements the government has set out with respect to the pintle hook design...and the air system on the lead trailer has to have a speed-up valve to accommodate the fact there is lag in the air system.”

All that needs to be tested, he pointed out, “and there aren’t test facilities on every street corner.”

A new lead trailer can be purchased for about \$28,000 and the converter dolly will run you about \$17,000. A lead trailer with B-bogey costs about \$55,000.

The lead trailer of an A-Train LCV must be spec’d with an air snubber, which keeps constant



KEEP IT CLEAN: Avoid pinching air and electrical lines by using a pogo stick on the dolly and tightly binding the lines together as Warren Gibson has done here.

pressure on the pintle hook to ensure a strong connection.

As for the dolly itself, special attention should be given to the drawbar length.

“Make sure you have enough swing clearance between the lead and trailing trailer so you’re not getting into a situation where things are getting pinched,” Cobham advised.

Pinching air and electrical lines is a common problem with LCVs, especially when maneuvering tight spaces such as terminal yards. A pogo stick can be mounted on the dolly to keep the lines out of the way, and Glasvan customer Warren Gibson Ltd., owner of the equipment we were examining, went a step further and tightly bound all three lines together.

“The last thing you want to do is run over your air lines or have them get cut, pinched or stretched,” said Cobham.

Another inexpensive add-on is a set of lights, which could even be retrofitted to the dolly.

“Customers should consider installing lights on the dolly to illuminate this area,” Cobham suggested. “In a lot of situations the operator may be required to connect this configuration in the evening or nighttime hours and it becomes pretty difficult to work back here if you don’t have direct illumination.”

Cobham suggests all customers spec’ brake stroke indicators on the trailers and dolly, to help the driver monitor brake adjustments.

“You want to make it easier for the operator to do that test, so that’s one thing we definitely suggest spec’ing on all trailer and dolly equipment,” he stressed.

Warren Gibson also cleverly spec’d a hustler valve, to make it easier to maneuver the dolly around the yard when it’s not under load.

“This particular dolly has a hustler valve on it and that allows the fleet to move that dolly in an off-road situation at low speed without hooking up the air lines,” he explained. “You just release the brakes on the dolly and tow it around the yard.” □

– To watch Cobham explain LCV equipment requirements in video, check out the March 17 and 31 episodes of our WebTV show *Transportation Matters* available at Trucknews.com.

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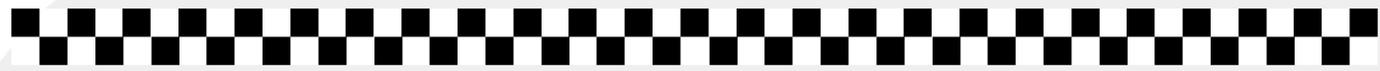
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Canada

Senior citizens will soon outnumber youth in Canada

Continued from page 1
specifically on the challenges that will drive change and the energy solutions that will drive mobility. David Hughes, formerly a geologist with the Geological Survey of Canada, addressed the symposium just before the panel and also contributed to the discussion on how oil depletion and climate change will define the future.

Benecci outlined a number of factors certain to impact the future direction of transportation in Canada, including population growth, urbanization, energy consumption, energy policy and technological innovation.

By around 2030, Canada's population will have grown by five million and the country will be home to about 39 million people, according to Statistics Canada estimates cited by Benecci. But that demographic will be considerably different from today's and is certain to impact the

available pool of labour, transportation mobility and government policy. Within 20 years we can expect to see the setting of a dramatic benchmark in the country's demographics.

For the first time in the history of our country, the percentage share of our oldest citizens will be greater than our youngest. As of the 2006 census, Canadians over age 65 made up 13% of our population while Canadians 14 years or younger made up 17%.

After 2015, senior citizens will outnumber our youth to the point that by 2031 senior citizens will comprise 23% of our population while youth 14 years or younger (our future workforce) will make up just 15% of the population, according to Statistics Canada estimates. The 15-64 age bracket, which currently makes up 69% of Canada's population, will also decline down to 62% by 2031.

By 2030 the country's natural

growth will turn negative. We just won't be having enough babies to keep up with the annual death rate. The growth of our population would then become dependent on immigration. One in five Canadians by 2030 will be a visible minority and visible minorities will become the largest selection of people entering the workforce. This will impact the face of the labour pool available to the transportation industry but also future mobility in our transportation network. Benecci said most of the new immigrants will settle in urban areas and he foresaw even more densely populated cities than we have now.

Ontario and British Columbia can expect to see the greatest amounts of immigration.

In fact, Ontario's urban areas will be home to 15 million people by 2030 or about 40% of the Canadian population.

"This will define where business will be and where transportation corridors and services will need

to concentrate," Benecci said. "With urbanization comes congestion. For goods delivery it means continued constraints and costs going up and a further push towards reducing emissions."

Speaking of emissions, Benecci's vision of the future includes a continually growing need for oil. He forecasted a greater than 30% increase in energy demand by 2030 compared to 2010. A bit more than a quarter of that total energy demand would be from the transportation sector. And he also saw petroleum-based fuel playing an even larger role in the energy consumption of 2030. He expects up to 50% of our energy consumption to come from petroleum-based fuel compared to the 42% reliance we had back in 2004.

"The addiction to oil will continue to grow, despite increased efforts on renewable energy. And so fuel costs will go up," Benecci warned.

Hughes, who has studied Canada's

Continued on page 20



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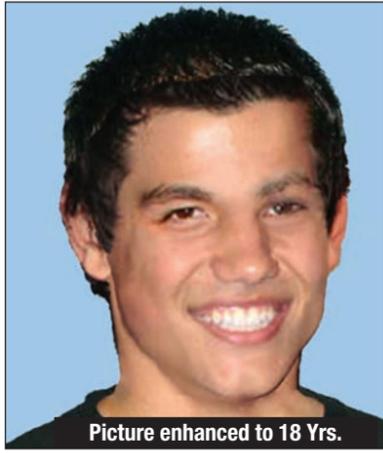
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Canada

ITS to play a growing role in the future

Continued from page 18

energy resources for 32 years, doesn't soft peddle the future likelihood of oil shortages and steep pricing. The existing paradigm of cheap energy fuelling constant economic growth is over, according to Hughes. Global new oil discoveries peaked back in 1965 and since then our depletion rate of existing reserves has been accelerating, Hughes pointed out. About 64% of oil production in 2008 was from countries which had already surpassed their peak.

"The US is most optimistic about when we will reach world oil peak production. It believes it won't be until 2044. Most other countries believe it will be much sooner, perhaps within the next few years," Hughes said, adding some experts believe we already reached that peak back in 2008.

The cold reality is that there are 5.3 times as many people consuming 8.6 times as much energy today com-

pared to 1850. And yet China and India with their massive populations are industrializing and aspiring to consume energy at the current levels of western industrialized nations. By 2008 China was importing 53% of its oil demand.

"The world would need six Saudi Arabias to keep up with the expected increase in demand by 2030... And even if we quadruple unconventional oil production (e.g., Venezuelan heavy crude and the Alberta tar sands) it would add just 12.6% to world oil production," Hughes said.

With such dire energy challenges, Benecchi foresees environmental policy and regulation continuing to be a factor in shaping the transportation industry's future.

"We expect to see more and stricter regulations. To limit global warming, CO₂ emissions have to be reduced on a global basis and transportation, of course, is a key contributor. There is not a lot left to do in the area of smog. Significant progress has been made on emissions standards for smog and the emission standards are becoming quite comparable among the developed countries. No further regulation is expected," Benecchi says. "But the next focus will be on carbon reduction, through improved fuel efficiency. In the US we expect a standard by 2013 and enforcement by 2016. By 2030, most countries will have enforced strict CO₂ standards."

If we carry on at our current pace, we can expect a 45% increase in global CO₂ emissions until 2030, which would likely lead to a disastrous 5 degrees C global warming. Major reductions to CO₂ emissions are required to keep global warming below the 2 degrees C rise most climate scientists believe is safe.

Benecchi foresees a distinct future for alternative power in commercial transportation. For example, the share of hybrid vehicles in sales of Class 4 and 5 vehicles is forecasted to grow from the current 1-2% to 15% by 2015 and 20-25% by 2020.

Van Amburg from CALSTART also forecasted a "blossoming" of natural gas options along with the ability to blend renewable natural gas. But he cautioned that hybrid truck production is still too low to realize prices that would make it feasible for industry to seriously invest in such trucks. However, he believes only modest volumes – 3,000-5,000 unit sales/year – are necessary to move prices to within business cases needs. He called for government incentives to provide a big kick-start to this number by helping drive volume up in a targeted effort.

More efficient movement is also needed to reduce GHG emissions and Benecchi foresees the confluence of two events contributing to this. First are federal and provincial government investments in trade corridor infrastructures design to speed up commerce. By 2030 he also expects to see further advancements in technology such as electronic collision notification and warning, driver assistance and auto-piloted vehicles – to create a fully intelligent transportation system. The most important thing is to figure out how to radically reduce consumption, according to Hughes. □

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Over the Road

Keeping an open mind about potential of electronic on-board recorders

I've always had difficulty with the hours-of-service (HoS) rules. I have a good understanding of the rules and can log as creatively as the next person.

That's the problem – logging creatively. Ask a thousand drivers to complete their “driver's daily log” under a given set of circumstances and you will get a thousand variations on the same theme. Each driver will struggle to match their unique individual needs and the unique needs of the industry niche they work in to the rules.

The stated purpose of the HoS rules is to try to ensure that a driver is not fatigued to an extent that he or she cannot operate a commercial vehicle safely.

It is not the intent of the HoS legislation, or the sleep science that supports it, that I take issue



Over the Road
Al Goodhall

with. The problem lies in how the rules are applied.

The lack of flexibility within the rules is what has led to the accepted practice by drivers of gaming the system through the driver's daily log.

The whole industry, including enforcement, has been complicit in this charade since HoS rules first came into play.

I suffer from fatigue on a regular and ongoing basis. Whether you are ready to admit it or not, many of you reading this do also. The rules are not fulfilling their

stated intent of ensuring a driver is not fatigued.

So what should the rules look like? I think Joanne Ritchie summed it up best in her December 2009 column that appeared in *Truck News* entitled *Fifteen years and counting*: “I believe it's high time that a true fatigue management plan was brought to the table, one that allows drivers to manage their own internal and very individual need for rest within the confines of a workable set of limits on drive time and prescribed minimums for daily rest.”

I couldn't agree more.

Enter the Electronic On-Board Recorder (EOBR). Under the supervision of the EOBR, the rules are no longer interpreted. Driving time is what it is and happens when it happens. Period. I've had

the opportunity to work with an EOBR in my truck for the last nine months or so and I like it.

The EOBR may prove to be a driver's best friend and the agent of change our industry needs to put the debate on hours-of-service to bed once and for all. Huh? I know, you're thinking there is no way big brother's black box could ever be a friend of yours, right?

The EOBR provides enforcement officials with compliance data that cannot be questioned. The driving time is what it is.

The driving time data on the electronic daily log is gathered directly from the truck's electronic control module and a sensor on the drive axle. Gaming of the system on the part of the driver no longer exists.

The 70-hour work week remains in place for a driver providing plenty of time to get the freight to the receiver on time. Drivers will no longer be reporting a 70-hour week and working an 80- to 90-hour week.

So you think an EOBR will have a negative impact on your income because it limits the amount of time you can drive? Don't be overly concerned.

The industry can't afford to have you driving fewer miles. Inefficiencies in the system will quickly be eliminated. This bodes well for drivers. We will benefit from a reduction in dock delays and less time waiting between loads. The EOBR will force all players in the industry to be more accountable for their actions.

I think it's high time our lifestyle issues, our work/life balance issues, are brought to the forefront.

There is no better way to do this than through the HoS rules that lie at the core of our daily routine. The question of whether or not a driver is complying with the rules needs to be taken out of the equation for our own benefit. The EOBR does this very effectively.

EOBRs are part of the rapid technological growth we are experiencing across our whole culture. They are first and foremost an information tool, gathering huge amounts of data and providing us with valuable knowledge.

Do we possess the wisdom to apply this newfound knowledge in effective and productive ways? Will we be able to work smarter and not harder? Will the industry come to recognize that focusing on improving the driver's lifestyle is the key to improving productivity and profitability? Can we move away from seeing the EOBR as a “black box” with the sole purpose of enforcing compliance?

I think the EOBR has opened the door to improving our lifestyle. It is a discussion we all need to take part in. □

– 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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EOBRs? Let's fix what's really broken

After close to a decade of dithering about black boxes, regulators are finally looking seriously at developing a national standard to mandate the use of EOBRs in commercial vehicles. In the spring of 2009, the Canadian Council of Motor Transport Administrators (CCMTA) got its marching orders from the Council of Deputy Ministers of Transportation to explore issues related to an EOBR mandate, and report back with recommendations in the fall of 2010. A project group was struck, with representatives from several provincial ministries as well as Transport Canada, and that group is now seeking the input from stakeholders.

While the Canadian Trucking Alliance – chief proponent of the mandate – has been working with CCMTA on this for several years, the EOBR project group released its first public discussion paper on Feb. 18, inviting feedback by March 11. Allowing a mere three weeks, by the way, to assemble and submit comments leaves me wondering – again – just how anxious they are to get input from the steering wheel crowd, but that's another story.

The discussion paper does a very good job of outlining the pros and cons of an EOBR mandate, and examines the issues from several perspectives, including technology standardization, security and privacy concerns, the accuracy and ultimate admissibility of EOBR data as evidence, cost burdens, and more.

For example, the discussion paper mentions – more than a few times – the efficiency gains and cost reduction potential associated with maintaining drivers' HoS records electronically, and ultimately the cost of auditing those records. The advantages of EOBRs, in this context, would be best realized by larger fleets and the enforcement community. Small fleets could benefit here as well, but on a much different scale. Absent from the paper, however (it's completely ignored, actually) are the operational challenges that will result from hardwired adherence to a rule that is very difficult to comply with 100% of the time in the real world.

So, if an elite group of large fleets and the cops are to be the principle beneficiaries of an EOBR mandate, what costs and other burdens will be imposed on the rest of the industry in order to satisfy those needs?

Don't forget, most of Canada's trucking industry consists of very small to small fleets (25 or fewer trucks), which means we could be throwing close to 75% of the industry population under the bus to garner cost savings and efficiencies for the rest. OBAC's brief to the EOBR project group will outline our position on all aspects of a possible mandate, and you can rest assured we'll be putting a number of driver-side-of-the-steering-wheel issues on the table that no-one else is raising. But I have one nagging concern I'd like to raise here.

Proponents of government-mandated EOBRs always play the "safety card" up front (shades of speed-limiters), and this, unfortunately, has become the jumping-off point for much of the ensuing debate. Let's be

Voice of the O/O

Joanne Ritchie



clear about one thing from the get-go: EOBRs will *not* make our roads safer. To its credit, CCMTA admits as much in the discussion paper. "...there is limited data to support the assertion that EOBRs would significantly improve the rate of fatigue-related accidents involving commercial vehicles," the paper states, adding, "companies using EOBRs report improved compliance with hours-of-service; however, there are no empirical data to show that EOBRs directly reduce driver fatigue." Further, Arlington, Va.-based safety consultant and the author of a paper called *Safety for the Long Haul: Large Truck Crash Risk, Causation, & Prevention*, Dr. Ron Knipling, says the claim that EOBRs will reduce crashes through improved compliance with HoS is "at best, weakly true."

He explains that the link between HoS compliance and safety (read, crash reduction) is weak as well. "Hours of driving is not a primary factor affecting driver fatigue and crash risk," he says in a recently-published editorial. "The main factors affecting fatigue are inadequate sleep, excessive time awake, daily 'circadian' low periods (such as 3-6 a.m.), and individual differences in fatigue susceptibility. None of these fatigue factors is directly addressed by hours-of-service rules..."

Nor, one would have to conclude, would these factors be addressed by EOBRs. It would follow then, that EOBR-imposed compliance with HoS would have little measurable impact on highway safety. So, if we're looking at an EOBR mandate, let's at least be up-front about the motives.

If HoS compliance is the real goal, we need to have an honest debate about why paper logbooks are, as many carriers and drivers agree, a joke. We need to question a system that requires – often encourages – drivers to hide a great deal of their wasted time on the top line of the log. EOBRs might make it harder to disguise the number of hours drivers waste, but they won't make those hours go away – and they won't help drivers make up for income lost to inefficient shippers and poor trip planning.

Rather than looking for government to mandate EOBRs, perhaps the industry needs to take a hard look at itself and replace the incentive to cheat with a system that encourages compliance. If drivers were compensated for all their time spent on-duty doing something other than driving, we'd be taking a step in the right direction.

At the end of the day, tighter monitoring of a broken system by any means – whether paper or electronic – is ludicrous. The real debate should be how to fix the system. □

– Joanne Ritchie is executive director of OBAC. E-mail her at jritchie@obac.ca or call 888-794-9990.

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Tax Talk

EI Benefits: Six questions self-employed people should ask

Being your own boss has many benefits, but access to Canada's federal Employment Insurance plan isn't among them. If you're self-employed and want to take time off to care for an ailing parent or new baby, or your own health prevents you from working, you're on your own.

That's changing. Under the EI Measure for Self-Employed People, you can now pay into EI and be eligible to claim certain benefits previously available only to salaried workers and wage-earners: maternity, parental, sickness, and compassionate-care.

You've probably seen TV commercials about this and all the other great new programs and tax cuts the government has made available to Canadians (I think this ad campaign is a government program to help the TV stations get through



the recession). Like anything else coming out of Ottawa, 30 seconds isn't nearly enough time to cover the details. If you're self-employed and thinking about opting into EI, here are some points to consider:

Are you "self-employed"?

The EI Measure for Self-Employed People defines the "self-employed" as someone who operates his own business or is an employee of a corporation but not eligible to participate in EI because he controls more than 40% of the voting shares.

What EI benefits can I receive?

There are four types of "special" EI benefits for the self-employed: maternity and parental benefits, for people who are pregnant, have recently given birth, are adopting a child, or are caring for a newborn; sickness benefits, for people who are sick, injured, or quarantined; and compassionate care benefits, for individuals who have to be away from work temporarily to care for a family member who is gravely ill with a significant risk of death. You must wait 12 months from your enrollment date before you can claim EI benefits.

How much are the premiums?

The premiums are payable on the amount of your earnings up to an annual maximum (\$43,200 in self-

employment earnings 2010), based on your income tax return for the year you register. The 2010 EI premium rate for self-employed people is \$1.73 per \$100 of earnings, which is the same rate that employees pay. This means the maximum EI premium you can pay for the 2010 calendar year is \$747.36.

EI premiums are payable on your self-employment income for the entire year, regardless of the date you register. Whether you register in April or December, you'll pay EI premiums on your self-employment income for the entire year.

If you're a shareholder of a corporation and have registered for the program, your EI premiums will be based on the amount of your T4 slip.

How do I sign up?

Register with the Canada Employment Insurance Commission (the Commission) through Service Canada's online 'My Service' account. You must have earned \$6,000 in self-employment income during 2010 to be eligible to file claims in 2011.

After you enroll, you have 60 days to reconsider and opt out without having to pay any premiums. Once the 60-day grace period has elapsed, your participation lasts indefinitely, unless you terminate it.

How do I opt out?

EI is voluntary for the self-employed, and you can terminate your participation at any time provided you have never received EI benefits as a self-employed person. Your participation will end on Dec. 31 of the year in which you file the notice of termination with Service Canada.

That means regardless of the date you file the notice of termination, you must pay EI premiums on your self-employment income for the entire calendar year. If you end your agreement on Apr. 20, 2011, you must continue to pay EI premiums until Dec. 31, 2011. Your access to EI special benefits will continue until the end of the year in which you terminate your agreement.

Again, you can only terminate your agreement if you have never claimed EI special benefits during your period of self-employment. If you have received benefits, you cannot terminate your agreement. In other words, after you receive EI special benefits, you have to continue to pay EI premiums on your self-employment income for the duration of your self-employment career, regardless of any change in the nature of your employment.

What if I'm out of work?

Remember, this program extends maternity, parental, sickness, and compassionate-care benefits to the self-employed. There's no compensation if you lose your job. Take time to learn the details at www.servicecanada.gc.ca.

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

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2006 VOLVO VNL780

VED12 465 HP, 13 spd. manual, 77" dbl. bunk, 5000W power inverter, workstation & fridge. Fully reconditioned w/6 month/80K engine, turbo injector & EGR warranty. Fleet code VOL252

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Volvo D12 435 HP, 15 spd. manual, 166" WB, fully serviced with warranty. 377-412 kms. Stk #165384

\$39,500 EACH

2008 KW T660

C13, 435 HP, 12 spd. manual, 2 x 150 tanks, 12/40 axles, double bunk, great shape, Brand new virgin rubber. Fully serviced w/powertrain & factory warranty, 486 kms. Stk #164068

\$79,900

2006 VOLVO VNL670

VED12 465 HP, 13 spd., brand new virgin rubber. Fully reconditioned & serviced w/extended powertrain warr. 760-770 kms. Fleet code VOL236

\$41,900 EACH

SEVERAL TO CHOOSE

2007 VOLVO VNL670

Volvo VED12, 13 spd. Eaton/Fuller auto & manual, 12.5/40 axles, 2x150 tanks, freshly painted & sandblasted frame, fully reconditioned, serviced, safety & powertrain warr. Fleet code VLV062

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LOW KMS.

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2007 VOLVO VNL780

Cummins ISX 500 HP 13 spd. Fuller, workstation & fridge, 77" double bunk, safety & e-test w/30 day powertrain warr. 808 km Stk #163988.

\$55,900

LOW KMS

2005 MACK CX613

Mack AC380 HP, 10 spd. manual, 12/40 axles, 163" WB. 315-440 kms. Fleet code MK002

From \$32,900 - \$34,900.

5000W INVERTER

2006 VOLVO VNL780

Volvo D12, 465 HP, Eaton 10 spd. autoshift, workstation & fridge, 77" double bunk, safety & e-test & 6/80 engine/EGR warranty. 800 km. 5000W Inverter. Fleet code VOL197.

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2006 VOLVO VNL670

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Grading the EPA07 engines

Engines meeting EPA07 emissions standards are plagued with more maintenance issues, road breakdowns and loss of fuel economy, fleets report at TMC

TAMPA, Fla. – The transition to engines meeting 2007 emissions standards was expected to be relatively trouble-free when compared to the early days of Exhaust Gas Recirculation. Yes, the 2007 standards introduced the industry to Diesel Particulate Filters (DPFs), but earlier generations of emissions-controlling equipment were rushed to market. This time, there was more testing. Even fuel supplies were upgraded to give the components some added protection.

Curtis Cummings, project manager for power vehicles at FedEx Freight, certainly offered a “good” grade when reporting on his experience during the annual meeting of the Technology and Maintenance Council (TMC). There was no change in Preventive Maintenance intervals. The fleet even continued to use existing CI-4 Plus oils without experiencing any filter plugging. Durability improved and fuel economy was up 1.8%.

Steve Duley, vice-president of purchasing at Schneider National, admittedly had a few more challenges. The base engines are reliable, but there have been defects linked to the DPF sensors and fuel dosing components, he said of the 1,876 power units now in service with Schneider. The new engines also represented a 3% increase in work orders and more DPF regenerations than expected. Still, service was good and reliability has been improving.

The transition to the new technology has obviously presented some fleets with more challenges than others. In a poll of 120 fleet representatives attending the TMC meeting, about 60% said they faced more challenges with 2007 emissions hardware when compared to previous models. Sixty-nine per cent cited more maintenance issues, even though 67% noted that maintenance intervals were relatively unchanged. Fifty-eight per cent experienced more road breakdowns compared to the 35% who thought the experience was about the same.

Frank Nicholson faced his share of nightmares at TransAm Trucking, a long-haul refrigerated carrier that has recorded 120 million miles on 971 of the engines. “The list of problems is varied and lengthy,” the fleet’s vice-president of maintenance said. “Our overall scorecard for ’07 iron is unacceptable. There have been constant parts availability issues and we have been working our way through various campaigns and issues.”

Extended warranty packages skew true costs, but downtime has increased by 125%, with the length of time in the shop averaging four days and reaching as long as two weeks in extreme cases. “We incur out-of-route and deadhead miles just to cover a load and to maintain

Technical Correspondent

John G. Smith



our on-time delivery percentages,” he added.

What went wrong specifically? Nicholson pointed to a litany of problems. Additional Preventive Maintenance steps were required for the thermostat, clean gas induction components such as the piping assembly, the crankcase filter, check valve and DPF. Parts costs jumped 37% and labour costs jumped 50% when the new equipment was compared to engines built prior to the 2007 emission guidelines.

The added maintenance requirements might even be a surprise to some users, he suggested: “Many fleets and even dealerships are not aware of the crankcase ventilation filter and the crankcase filter check

valve.” It took three years before a supplier informed him about the check valve in the engine block, consisting of a small screen with a brass fitting. It is now cleaned every 30,000 miles.

“Driveability has been acceptable – when you can drive it,” he said. “The EPA 2007 engine has been plagued with various campaigns and updates right from the start, and still continues to this day.”

Meanwhile, oil analysis programs showed unacceptable levels of iron, chromium, copper and aluminum. Some increases were as much as 30% over allowable limits. “We operated without SOS criteria for two or three years,” he notes, referring to how the allowable limits were unknown.

Thermostats are also requiring preventive maintenance every 200,000 miles to address overcooling. “Oil is emulsifying and plugging the filter,” he added. “When it fails, it’s in a stuck-open position.”

One of the few positive notes was

that there was no measurable difference in fuel economy, but he largely attributes that to a more fuel-efficient chassis. The regeneration of the DPF is still thought to consume more fuel. Of course, most fleets seem to have challenges of one sort or another.

YRC Worldwide, an LTL carrier with 1,688 of the 2007 engines, required some additional engine programming to allow the Diesel Particulate Filter to regenerate when the vehicles were parked, said procurement manager Dan Miller.

“We weren’t getting enough regeneration going down the road based on climate condition, being cold, or light loads and short hauls,” he explained. Drivers also had to be trained to notify the fleet when related warning lights were lit.

“Distribute literature to drivers. Post things on bulletin boards so they know what to expect. Let them see what the icon is going to look like in the dash so they kind of know what to expect,” he suggested. “And one of the things we’ve had to stay on top of in our shop environment is to make sure mechanics have their software updates.”

Meanwhile, every driver at Schneider National receives one hour of training on the new engine technology, while general mechanics get a five-hour session and lead mechanics receive 35 to 40 hours of training. Granted, the 2007 generation of engines still offer some of the worst fuel economy in the fleet at Schneider National.

When compared to older engines, 2004 models were accompanied by a 4% increase in fuel consumption, and 2005 engines improved somewhat with a 3% increase. The 2007 engines experienced a 5% sacrifice in fuel economy.

“Fuel economy has not been where it needs to be,” Miller agrees, referring to his fleet’s experience. But his fleet has tried to offset the impact using everything from fuel-efficient tires to training.

As for the durability of the engines that are now in service? “I think that’s still being determined,” Miller says. “The jury’s still out.” □

POST 2007 VS PRE 2007 TMC FLEET SURVEY (120 responses)

	better	same	not as good
durability	8%	44%	48%
fuel economy	24%	33%	43%
maintenance intervals	11%	67%	22%
maintenance issues	7%	24%	69%
emissions hardware	7%	33%	60%
driver satisfaction	10%	48%	42%
out of service	7%	27%	66%
replacement parts	6%	46%	48%
road breakdowns	7%	35%	58%

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Industry

Blowing a fuse over AMPS?

Remember way back in 2002, when the Canada Border Services Agency (CBSA) introduced the Administrative Monetary Penalty System or AMPS as it has become affectionately known?

The thinking behind AMPS at the time was fairly straightforward – the threat of monetary penalties for non-compliance with Canadian Customs laws would encourage better corporate control with respect to importing, exporting, warehousing, and transporting international freight.

On one level that makes sense. Sanctions are always a necessary part of a compliance strategy. CTA accepts that a penalty structure is necessary. However, in order to be effective, such programs also need to be fair. They cannot simply be a cash grab by government. Since the inception of the program, CTA has maintained that under the current AMPS regime, the level of penalties can be so high as to not – by any reasonable measure – match the crime.

For example, administrative errors can result in penalties as high as \$25,000. AMPS penalties can range from hundreds for such things as missing driver qualifications to tens of thousands of dollars for failure to keep records for a period of six years. Penalties typically double on second offence, and double again if a third infraction is incurred, regardless of the timing of the infraction – meaning, if the carrier was found to have not reported freight to CBSA three times in a day, they could be subject to the penalty three times that day at incremental increases.

Compounding the problem is the fact that the AMPS system does not account for volumetrics. In other words, the system does not recognize that the greater the volume of goods a carrier moves, for example, the greater the risk of violations and therefore the greater the exposure to the compound AMPS penalties.

Another reality is that a carrier can be assessed AMPS penalties for violations that it is really not responsible for. A driver may be transporting a sealed trailer of freight without knowledge of an extra pallet that the shipper added at the last minute.

Upon discovery, the carrier is liable for not knowing that the shipper's paperwork did not match what was actually shipped. Truckers are an easy target. Exacerbating this problem is that AMPS violations are also considered absolute liability offences, meaning there is no recourse to a due diligence defence, which is a key feature of our democracy. Unless there is some technical glitch in the way the penalties are handed out, you are guilty as charged, regardless of the circumstances.

As a result, CTA has long called for a restructuring of AMPS so that penalties are more in line with the seriousness of the violation. CTA has called for a risk management approach and for the introduction of a structured appeals process.

Over the last few years, CTA has participated on a CBSA-led committee established to review the AMPS penalties. The role of the committee was to investigate ways to introduce a more simplified approach to penalties based on risk, to



Industry Issues

David Bradley

reduce the administrative burden associated with AMPS, to implement a more practical appeals process, and ultimately to encourage compliance.

Some good progress has been made. For example, some 246 AMPS contraventions have been reduced to 79 and classified into four categories of risk: National Security; Health and Safety; Economic; and International Commitments. Within these four criteria, there are three escalating penalty levels. Penalties for most AMPS contraventions have been reduced, but the most serious

offences, especially involving national security, remain significant.

Responding to CTA's recommendations, CBSA's national framework will ensure consistency in the application of penalties.

Also, based on feedback from CTA, CBSA has introduced a 30-day period of non-escalation of penalty levels to allow carriers to address root causes of non-compliance without being subject to increased penalties. CBSA is also working on the development of a more substantive appeals process.

The first of these changes to the AMPS regime will begin in April 2010. These include:

- Changes to penalty amounts based on risk factors. Penalties will be flat rates with very few penalty amounts based on value for duty. Exceptions to value for duty-based penalty amounts involve controlled and restricted commodities;
- Master Penalty Document edits will initiate to provide clarity on contravention guidelines; this will be

ongoing through October 2010;

• CBSA internal quality controls aimed at improving consistency and application of penalties, monitoring, review and officer training.

CTA welcomes the changes to the AMPS regime implemented thus far. These initial changes represent a good-faith effort by CBSA to engage stakeholders in order to achieve mutually beneficial goals that improve legitimate commerce, reduce overly punitive and/or draconian consequences; and to encourage compliance.

There is still a lot of work to do. Several key issues still require further co-operation and resolution. Issues relating to fault, volumetrics and the absolute liability nature of AMPS penalties will be the subject of further discussions between CTA and CBSA in the months ahead. □

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

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Industry

New venue, format announced for PMTC conference

The best fleet operators never stop seeking opportunities to meet with industry peers to discuss new ideas for improving their fleet productivity and learn from expert speakers on important topics. The agenda for the PMTC's 2010 annual conference has been designed to deliver all of those opportunities. The conference date is June 18, and it will all take place at a new venue for us – the fantastic Kingbridge Conference Centre just north of Toronto. You can visit www.kingbridgecentre.com to preview the many features this facility offers.

Over the years the PMTC annual conference has become the single best opportunity for the private trucking community to network with their peers and industry suppliers while taking in educational and instructive seminars on vital topics.

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Private Links

Bruce Richards



um these days, the PMTC conference committee pressed for a one-day conference that maintained the high standard of education and networking to which attendees have grown accustomed.

We've divided the conference seminars broadly across two themes: Driver Wellness and Managing the Business.

The Driver Wellness sessions will cover two extremely important topics aimed at raising awareness of the importance of the health of your drivers and how you can help them stay healthy and effective. There are

many things that high-end fleet managers do to maintain a happy and productive driver pool, and among them, progressive managers are now trying to understand the science of driver health. Armed with a better understanding of the subject, they are able to coach their drivers toward healthy lifestyle habits. To that end we've engaged expert speakers on sleep disorders and diet/lifestyle as it affects drivers and their productivity.

We will hear a very interesting report from a fleet operator who has studied Obstructive Sleep Apnea among drivers. This fleet initiated a complete program for testing its drivers and providing assistance to any that were diagnosed with the problem. This progressive approach will be explained by David Johnson, sleep products manager with Medigas, a Praxair Company, and

will clearly demonstrate the benefits that Praxair achieved.

Dave addressed the PMTC board of directors on this subject recently and the entire board enthusiastically recommended that he deliver his message to the wider trucking community. Still on the subject of driver wellness, a cardiac team from St. Mary's Hospital in Kitchener will be on-hand to discuss the role of proper diet and lifestyle on driver wellness. They will also explain how, with a little coaching from a knowledgeable manager, the productivity and well-being of all your drivers can be improved.

We'll address the second theme, Managing the Business, with two seminars. First, Dylan Short of the Calyx Transportation Group will lead a seminar entitled *Health and Safety, a Business Excellence Model*.

The Business Excellence Model was developed in the U.K. and provides a step-by-step approach to creating a culture of safety in an organization, utilizing a cultural diagnostic tool, and implementing and monitoring the new safety culture.

Another Managing the Business seminar will take a practical look at Ontario's new facility audit program. This promises to be an excellent primer for any fleet that may be about to undergo an audit or simply wants to ensure that its house is in order. The new audit program will be explained by a Ministry of Transportation expert, and will then be followed by a roundtable of fleet operators who have recently undergone an audit. The candid assessment of the process by these fleet managers will provide some practical insight to the process, some lessons learned and perhaps even some tips that will help your fleet pass an audit with flying colours.

The annual awards are always highlights of the conference and we will certainly continue the tradition of celebrating some of the best that trucking has to offer.

The Private Fleet Safety Awards, sponsored by Zurich, recognize some of the safest private fleets in Canada. These awards are handed out to fleets in three different size categories and are designed to acknowledge companies that, over time, have developed and maintained a culture of safety.

We continue celebrating excellence with inductions to the Hall of Fame for Professional Drivers. The Hall of Fame is sponsored by Huron Services Group and resides on the PMTC Web site (www.pmtc.ca) where you can see the names of those enshrined since 1990.

And of course the Vehicle Graphics Design Awards, sponsored by 3M Canada are always a crowd favourite. You'll enjoy seeing the creative designs that carriers (private and for-hire) use to promote their products or services. It's a colourful presentation of extremely effective marketing tools.

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

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

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Health

As summer nears, remember to stay well-hydrated

As spring approaches and the weather begins to warm up, our body is required to sweat more in order to maintain its core body temperature. Thus, physical exertion during the summer months can cause severe water loss. If this water loss is not replenished, it may lead to a very serious condition called dehydration.

Dehydration occurs when your body does not have enough water to carry out its normal functions. Anyone can become dehydrated, however children and older adults seem to be more at risk.

In order to understand dehydration, you must first understand the importance of water to the human body. First and foremost, water is the main constituent of all body fluids such as blood, enzymes and digestive juices. It is also very important in the elimination of waste.

The average person loses more than 2.5 litres of water every day by sweating, breathing and other bodily processes. In addition to water, your body loses electrolytes such as minerals and salts which play an important role in the maintenance of the fluid balance in the body.

In most cases, you can replenish these nutrients through the consumption of foods and liquids. However, if you eliminate more water than you consume, your body will essentially dry out.

The most common causes of dehydration include excessive sweating, vomiting and intense diarrhea. Basically, anything that causes the body to lose excessive amounts of water can lead to dehydration. Other causes such as increased urination which is associated with diabetes and severe burns are less common.

The symptoms of dehydration are fairly easy to recognize. In mild cases, you will experience a dry, sticky mouth, thirst, headaches, dizziness or light-headedness and muscle weakness. As the condition worsens, you will notice an increase in the previously mentioned symptoms as well as a lack of sweating and urination, sunken eyes, rapid heart rate, low blood pressure and loss of elasticity of the skin.

Severe dehydration can lead to serious complications such as kidney failure, seizures, swelling of the brain and shock.

The good news is that in most cases of mild to moderate dehydration, drinking fluids regularly will solve the problem. However, it is vital to consult a physician if you experience any of the severe signs of dehydration, as this condition can be fatal.

As I always say, "Prevention is the best cure." So during these summer months when you are driving down the highway or working outside around your truck, make sure to drink plenty of water.

Try to remember that thirst is not a good indicator of your body's hydration level. A better

Back behind the wheel

Dr. Chris Singh



gauge is the colour of your urine. If it is clear and light, then you are well-hydrated but if it is dark yellow or amber, it indicates that your body needs more water.

Well, I hope you found this article interesting and informative. 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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Safety

Due diligence begins with the application form

Economic conditions seem to influence hiring practices in more ways than one. Business volumes will always dictate whether a driver's seat needs to be filled, and due diligence should not take a back seat when the freight needs to move right away.

But the earliest steps in the hiring process can identify the difference between high-risk drivers and those who will become valuable additions to a team.

A fleet's commitment to due diligence emerges with something as fundamental as its application form, which in the case of cross-border drivers will need to collect at least 10 years of employment history. Typically, the documents also include space for a signature that offers permission to complete valuable reference checks.

Many past employers will still cite privacy issues and limit their comments to details such as the length of employment, but there will always be opportunities to ask revealing questions such as whether someone would ever re-hire an individual.

A number of related documents can be used to confirm the information provided in the form itself. Every inspection recorded on a Commercial Vehicle Operator's Registration (CVOR), for example, will include a date and the name of the company. That can be matched to the work history. In contrast, a candidate who provides

Ask the Expert

Evelyn Cartmill



a driver's abstract that is more than 30 days old may be trying to hide details about recent collisions or other issues that can be the hallmark of a high-risk driver.

It is important information to collect. Every moving violation tells a story and the drivers who record multiple violations in the span of 12 months face a higher chance of becoming involved in a collision in the year to come.

The file that begins to emerge will also need to include the details of pre-employment drug testing results before a driver is allowed to cross the border. Auditors with the US Department of Transportation often check for this information and can issue a fine for each case where the results are not on file. That offers yet another reason to focus on required documentation.

Of course, due diligence is not limited to paperwork. The interview process itself presents a great opportunity to determine if an individual is a perfect fit for a specific job and clear up any misconceptions that may exist. A driver with a young family who has never been

exposed to a long-haul route may not even realize that a particular job will take them away from home two weeks at a time.

Each question in the related discussion will offer a little more information about the person sitting at the other side of the table, and a well-phrased query can lead to a particularly revealing answer. An open-ended question such as, "Tell me about a situation when you disagreed with a manager and how the situation was resolved?" can offer insight into everything from a commitment to teamwork to this individual's favourite aspects of a job.

Beyond the interview, a thorough road test can answer many of the questions about skills at the wheel as long as the process is not rushed. Given a two-hour test, drivers will begin to let down their guard and offer insight into everyday habits. Candidates who are simply nervous about the thought of a test will begin to ease into their usual routines, while their high-risk counterparts will begin to show signs of trouble.

The report card that emerges can guide an informed hiring decision and identify habits that can be corrected with some additional training.

The early days of the hiring process even present a great opportunity to introduce a successful candidate to policies, procedures and related paperwork with the help of a strong orientation program. A

tour through various departments will give them the opportunity to put a face to the names they will hear in the days to come, and once they see repairs in action they will understand the importance of reporting any defects in equipment.

Of course, the efforts do not end here. Carriers who would never think of hiring a driver with more than three points on an abstract would want to continue to monitor employees throughout their careers, identifying any of the bad habits that emerge and correcting issues as they come along. And even the most experienced drivers will require a proper assessment and training when hired by a new fleet.

A true commitment to due diligence never ends. □

– This month's expert is Evelyn Cartmill, STS senior advisor, CHRP, CRM. Evelyn has served the trucking industry for over 15 years in the areas of human resources, safety and compliance. 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 website at www.markel.ca and click on the Articles & Essays section.

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Getting good on grades

Transmission manufacturers aim to conquer big grades

By Eric Berard

MONTREAL, Que. – Life is full of ups and downs. Transmission makers have noticed it and now offer automated or automatic transmissions that have a “grade-sensing” feature, allowing for better vehicle performance and, in some instances, fuel savings.

Just like human drivers do with a manual, some of today’s automated and automatic trannies also “think” about the way they work when climbing or going down a hill and adapt their shifting accordingly.

Volvo has been a pioneer in that field, when it launched its I-Shift automated transmission in North America early in 2007 (it was available in Europe since 2002). At the time, we wrote about the I-Shift: “It even evaluates the level of slope of the road. It allows it to predict, 30 seconds in advance, the way the engine and the transmission will need to interact.”

A few weeks ago, Ed Saxman, product manager – drivetrain for Volvo Trucks North America, added: “Repetitive calculations continually update the micro-processor that decides whether to shift, up or down, and how many steps to take (our transmission ‘skip-shifts with abandon’). In fact, we popularized automated transmissions that ‘skip-shift’ when appropriate.”

Saxman doesn’t give any precise figures but confirms a “difference in fuel mileage.”

From buses to trucks

Volvo is no longer alone. All the buses owned by the the Societe de transport de Montreal (STM) that are of model year 2001 or newer are equipped with ZF’s automatic transmissions. And just recently, ZF offered a new software recalibration called Topodyn that includes a grade-sensing characteristic. During an interview with *Truck News*, Pascal Octeau, chief engineer, buses, at the STM, told us that the new feature had worked wonders: up to 20% fuel economy improvements on regular buses and up to 10% on larger articulated buses. All these fuel savings (more than \$8,000 per year on a regular bus) cost just \$1,000 in the investment for the software adjustment. This adds to expected lower maintenance costs, as the equipment works in its optimum range more often, and reduced emissions as well.

The good news is that the same technology could soon be applied to trucks, as explains Bryan Johnson, spokesperson for ZF.

“The transmissions that utilize Topodyn can be used in certain truck applications, but our focus has been on the bus market up till now,” he says.

Allison’s reply

Allison also recently entered the “grade-sensing club,” when it launched its LBSS (Load-Based



RUN FOR THE HILLS: Smarter automated transmissions such as the Volvo I-Shift are able to make easy work of some pretty significant grades.

Shift Scheduling) transmission a few months ago. Similar to ZF’s approach, this is a new software calibration, available on all automatic transmissions of the series 1000, 2000, 3000 and 4000, says Jean-Francois Aussillou, account manager – eastern Canada, for Allison Transmission.

These transmissions already had push buttons that allowed the driver to switch from Economy to Performance mode or the opposite. Now, the LBSS decides by itself when it’s time to switch from one mode to another, taking into account factors such as acceleration, the load carried as well as the slope that the truck is climbing or descending.

“If a truck climbs a hill, its acceleration is naturally slower. So the LBSS system allows a higher RPM to get more power,” explains Aussillou, adding, “at the opposite, when the truck goes downhill, the truck accelerates more quickly. In this situation, the LBSS makes sure that gears are changed sooner, in order to reduce RPM.”

Allison claims that the LBSS (available for medium- and heavy-duty trucks) can lower fuel consumption by up to 5%. And interestingly enough, the new device, standard on the new Allison transmission models mentioned above, has no impact on the ticket price.

“It’s our policy at Allison to think that we have the responsibility to offer our customers the best fuel economy, whenever we can,” says Aussillou. He adds that some truck makers might decide to charge more to customers who spec’ the new tranny, but he feels that even if it were the case, the impact would not be substantial.

Eaton climbs aboard

You might have read previous *Truck News* reviews of the new Eaton automated transmission called UltraShift Plus. And guess what, yep, it has a grade-sensing feature! In his article, author Paul Hartley referred to the “newly-added inclinometer, a device that measures road grade, and good

software programming.”

We got in touch with Michael Holahan, manager of program management for Eaton, and asked how this new feature helped with fuel economy. Here’s what he told *Truck News*: “The grade sensor alone does little to aid with fuel economy. Instead, it enables superior performance and also helps with engine optimization in the shift decisions. But nothing we have seen so far would indicate that the sensor is contributing to significant fuel savings. We have seen cases where others have attributed fuel savings advantages to grade-sensing technology, but I would expect this to occur under the most highly of engineered routes and not representative of any real-life applications.”

Commenting on the results seen on the ZF Topodyn-equipped Montreal buses, Holahan says: “A good question would be to ask what they started with. If the original transmission had a ‘hard code,’ only switching from one gear to the next, adding more flexibility with a more comprehensive software might explain this big gap in fuel economy.”

He makes this comparison: “If you were to compare the first generation of AutoShift three-pedal automated transmission with the latest version of the UltraShift Plus, you’d probably also see significant improvements in performance and fuel economy as well.”

This might explain why Allison, with its new LBSS, is quite conservative with fuel economy figures, saying that it can save “up to” 5%, not more. In other words, the transmission was already quite fuel-efficient.

“The grade-sensing system alone does little for fuel economy. It’s part of an elaborate system but doesn’t do all the work. It’s a little like shoe laces. When you go out to buy shoes, you don’t concentrate on the laces, other stuff could tie them, Velcro for example, you concentrate on the performance the shoes themselves can allow you to achieve,” concludes Eaton’s Holahan. □



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The next time you're online you owe it to yourself to check out our new features on Trucknews.com. It seems that almost weekly we are introducing something new and the last few months have been no exception.

I don't know about you, but I find myself spending much of my time just trying to keep up with all the new technology. In the media business, there are more and more "social platforms" that enable you to communicate with us and each other in real-time. From my point of view, I'm really happy our editorial staff has some very talented young (key word being young) staff on-board who are on top of these developments. I'd like to think I'm not a dinosaur but I am amazed at how quickly things are changing.

I get a kick out of listening to the staff in the morning. They talk about their latest "tweets" and how the number of Facebook fans has doubled yet again. If Rip Van Winkle awoke to these conversations he would have thought the world has been taken over by a rebel force of chickens.

I've been involved in IT department meetings where the language just flies over my head. Usually I'll sit there and just nod or shake my head depending on the tone of the conversation. If someone asks me what I think, my standard "Let me digest the problem and get back to you," is the answer. It's amazing how well that works.

In the early 90s, the company was considering providing laptop computers to the sales force. They wanted to take advantage of a leading-edge sales program that was supposed to be the best thing since sliced bread. Before making this kind of investment, it was decided they needed a Guinea Pig and of course, as fate would have it, that would be me. Apparently, the general consensus was that if I could grasp the concept, anyone could.

A few months later, they took the machine away from me. Apparently using the screen for post-it notes wasn't what they had in mind.

Don't get me wrong, I do know how to get around in Cyberspace. I urge you to check out our Web site if you haven't already done so. It's not that difficult to navigate and it's full of great features all designed to help you and your business. It's been recognized as one of the top business Web sites in the country and we're proud of it! □

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

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Health

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On the road, frequent pit stops can really affect your bottom line. Yet, if you've ever come down with a urinary tract infection (UTI), you know that the need for frequent urination is one of the first annoying symptoms. Considering that the kidneys really just filter our blood, it's a wonder we don't have more UTIs. About a quarter of our body's blood travels through the kidneys, which then separate waste products and excess amounts of minerals, sugar, and other chemicals for elimination.

These waste products become part of the urine, which flows through "ureters" (one per kidney) into the bladder, where it is stored until you are ready to get rid of it. To urinate, the muscles in the bladder wall help push urine out of the bladder, through the urethra, and out of the body.

Usually, urine is sterile, which is good, since the mineral content of

Preventive Maintenance

Karen Bowen



urine makes it ideal for bacteria to grow in. So ideally, there should be no bacteria in the urine.

In fact, most UTIs are caused by bacteria entering from the outside. Fortunately, the body has lots of safeguards to prevent bacteria from reaching the kidneys. To begin, the urethral sphincter keeps bacteria from beginning a climb up the urethra. Then, if bacteria get in, they must travel quite far to reach the kidneys since the connecting ureters are quite long.

As well, the simple act of urination flushes bacteria away, since most people empty their bladders al-

most completely when they urinate. Additionally, valves where the ureters enter the bladder prevent urine from "refluxing" from the bladder to the kidneys. Therefore, even when the bladder or urine is infected, the bacteria shouldn't be able to travel up to the kidneys.

Sometimes though, kidney stones or an enlarged prostate gland may contribute to a UTI by not allowing the bladder to empty completely. In these cases, germs aren't eliminated efficiently.

What are the symptoms of a UTI? Although not everyone develops obvious symptoms, the common ones are: a strong, persistent urge to urinate; a burning sensation when urinating; an ability to only excrete small amounts of urine; blood or bacteria in the urine; and/or cloudy, strong-smelling urine.

A UTI in a specific area of the urinary tract has these specific symptoms: If it's in the urethra, there's burning when you urinate. If it's in the bladder, there's pelvic pressure

and discomfort in the lower abdomen. As well, you'll have a low-grade fever and have frequent, painful urination. If it's in the kidneys, you'll have a high fever with shaking and chills. You'll also have pain in your upper back and side, and nausea and vomiting.

See a doctor immediately if you have painful urination and any of the following: nausea and vomiting; fever and chills; shaking and night sweats; pain in the back just below the rib cage; pain on one side of your body; pain in the groin; or, severe abdominal pain.

These are signs that the infection has spread to your kidneys, which is particularly dangerous because it could lead to internal, permanent scarring of the kidneys. This scarring could hinder your body's ability to filter and remove liquid wastes for the rest of your life.

Consider calling a doctor if: you have had a UTI previously that required medical attention and you're feeling the same symptoms again; you have blood or pus in your urine; you have diabetes; you've been prescribed and taken antibiotics but your symptoms didn't improve or they came right back as soon as you stopped taking the drugs; or, you have taken self-help actions, but your symptoms have not gone away.

For preventive and self-help actions, I suggest that you: drink lots of water; urinate frequently to flush the bacteria from your urinary tract; urinate when you feel the urge; avoid constipation; maintain excellent hygiene; wear cotton underwear; avoid tight-fitting pants. Then, if you still get an infection, soak in a hot tub or use a heating pad to ease the discomfort.

If you are prone to getting UTIs, drink cranberry juice or take cranberry pills daily. But, don't use cranberry products if you have a history of kidney stones. Urinary tract infections are usually avoidable. Use common sense to handle this common condition. □

- 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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Trucking's health crisis

Most knowledgeable and informed members of the trucking industry will candidly admit there is a serious health crisis amongst truckers. Sure, it's easy to identify the most obvious contributing factors to our condition: a sedentary lifestyle, smoking, poor eating habits, irregular sleep patterns, obesity, stress...the list can go on. The apparent remedy seems simple enough, exercise, quit smoking, eat and sleep better. But it's not so simple. Beyond blaming the trucking industry for our condition, what is the real basis or cause for drivers to disregard their health, their hygiene, their appearance?

What I've come to realize is the problem is psychological, rooted in environmental circumstances. I've been trucking for over 30 years, I'm physically fit, I have a positive attitude, and I'm very conscientious of my appearance, both on- and off-duty.

On the other hand one fellow driver confided to me while waiting for inspection clearance that he no longer had 'the will to live!' On further discussion, he told me he no longer had friends, merely acquaintances, was having marital problems, and no real desire to get into shape.

Yet he seemed to be reasonably, outwardly happy and successful in his chosen profession.

I once met a man who had been a member of the special forces in the military who, as he put it 'was a lean, mean, killing machine.' Yet after leaving the forces and becoming a trucker, he had gained over 100 lbs in just over a year and a half.

And what of the drivers I've stood behind in a line at some truck stops who have clearly not showered or washed their clothes for several days or longer?

The fact that we are engaged in a service industry should impress upon these men and women that their appearance and presentation is important to the customers they serve. Yet even the companies they work for seem disinterested in their drivers' appearance or their overall well-being. This pervasive attitude within the industry speaks volumes as to why there is such a malaise amongst its drivers.

Many drivers I've spoken to express the feeling that they are mere-

Guest Column

Alfy R.E. Meyer



ly indentured servants, feeling little or no pride or dignity in their jobs. Their families and friendships are suffering from their long absences as they try to meet the industry's demands and expectations.

So what can be done aside from an overhauling of the whole industry? Perhaps by considering the physical needs of the drivers and working with both them and the customer, a viable solution can be developed.

Management should genuinely express concern and interest in their drivers' families and social well-being and even encourage drivers to take the occasional mental health time off. Perhaps bring in speakers or organize periodic health/exercise/therapy events. Provide incentives like rewards for weight loss, simple fitness equipment (resistance bands, workout CDs, portable steppers, etc.) and even provide subsidized gym memberships.

Dispatchers need to be educated on the proper handling of company drivers. Instruct them that home/family time is sacrosanct and they shouldn't harass a driver to come in early because there's a load that just has to go. Dispatchers need to book loads so the driver has sufficient time to deliver it without having to sacrifice his/her sleep or off-duty time.

It might be nice if they showed some interest in the drivers' progress if they're trying to quit smoking, lose weight or get involved in certain activities. Remember, it's lonely out there and a friendly familiar voice of encouragement can motivate a driver to put in a little extra effort for his/her dispatcher.

When I joined the company I currently work for as an O/O eight years ago, I was barely treading water financially and emotionally. It wasn't too long afterwards that working here put the 'joy of trucking' back into vogue for me.

The original owners of this com-

pany live and work by the 'Golden Rule' – treat other people as you would like them to treat you. They don't exploit or take unfair advantage of their drivers.

I've found all reasonable requests for time off is approved without debate. A number of our dispatchers have family who are drivers, so they tend to treat us as they'd like their family to be treated, with respect and consideration.

The drivers are generally supported by management who are willing to consider their suggestions, concerns and even protests. They even support us financially should we O/Os be encumbered with a large repair bill on the road. We are paid for all the work we do – no freebies! This includes sweeping out a trailer, our pre-trips, all pick-ups and deliveries, border crossings, etc.

Our company maintains its equipment to excellent standards. This takes much of the anxiety away from a driver when it comes to travelling safely down the road or crossing a

scale. They encourage and maintain an exceptional safety record. This too diminishes our anxiety when dealing with various enforcement agencies. Drivers are even given the responsibility of determining if road and weather conditions are conducive to safe driving.

This company actively participates in a wellness/fitness program put on by a community hospital.

I could go on, but suffice it to say, these are some factors that will contribute to a more positive driving environment and improved productivity. Most importantly, our drivers are less stressed and are generally in better condition, psychologically if not physically than many of their truck stop peers and acquaintances. I know this for a fact because many of our customers tell us so!

So how are your drivers doing? □

– Alfy Meyer is a health-conscious owner/operator who's concerned about the health of the trucking industry's drivers.

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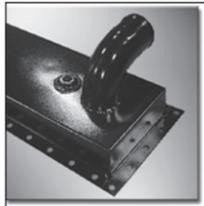
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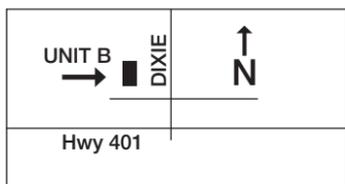
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New Products

Navistar introduces Class 4/5 International TerraStar

ST. LOUIS, Mo. – There's a new player in the Class 4/5 market. Navistar unveiled its new International TerraStar Class 4/5 work truck March 10 at the Work Truck Show. The new commercial offering boasts what Navistar claims to be the roomiest cab in its class as well as MaxxForce 7 V-8 power that doesn't require selective catalytic reduction (SCR) exhaust aftertreatment.

"The International TerraStar comes from the same blood lines as the rest of our commercial truck line-up," said Jack Allen, president, Navistar's North American Truck Group. "Its commercial-duty design will change the game in the work truck market by offering one of the most capable, most versatile and most drivable trucks in its class."

The truck is powered by a 300 hp, 6.4-litre MaxxForce 7 V-8 engine capable of 660 lb.-ft. of torque. It's comprised of a compacted graphite iron (CGI) block that offers high strength but low weight, the company says. It'll also be available with a commercial-duty Allison 1000 transmission to optimize power output.

The TerraStar will come with Navistar's in-cylinder EPA2010 emissions solution which doesn't require diesel exhaust fluid, which the company feels will be a strong selling point, particularly since the absence of an SCR system frees up chassis space for body builders.



NEW PLAYER: Navistar rounded out its commercial truck line with the Class 4/5 International TerraStar.

Navistar also says the TerraStar boasts 28% greater visibility than its chief competitor, a 107-inch BBC and a 44-ft. curb-to-curb turning radius for operating in tight spaces.

The roomy cab can comfortably seat three adults, the company claims, and an extended cab or crew cab will also be available.

The truck's tilt-away hood offers easy access to the engine compartment. The TerraStar will be available with a 4x2 drivetrain with a 4x4 version to come in 2011, Navistar announced.

"With the introduction of the International TerraStar powered by the MaxxForce 7, there is no other truck manufacturer in the industry today with as complete a line-up of integrated trucks and engines," Allen added. "The addition of TerraStar gives us a product line-up that can serve virtually any truck need, spanning from Class 4 to Class 8." □

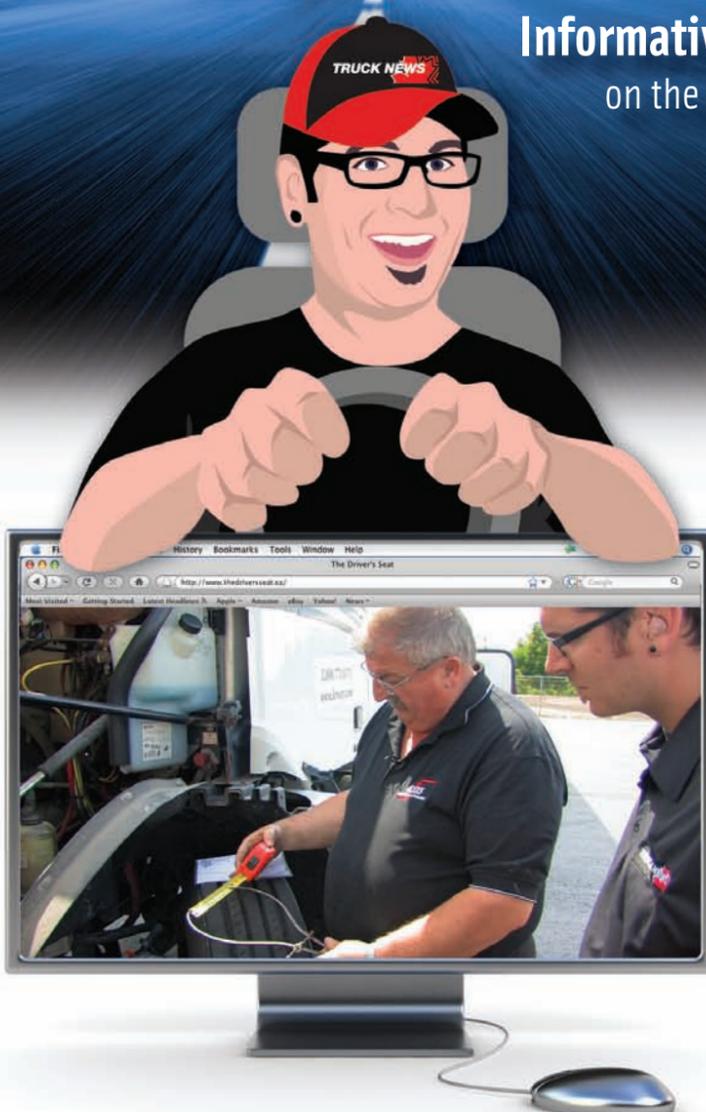
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New Products



Fontaine Trailer has unveiled a new dropdeck model from its Revolution trailer line that it claims weighs just 9,300 lbs. The **Fontaine Revolution Hybrid Dropdeck** is 48'x102" and features steel main beams with an extruded aluminum floor for strength and stability. Fontaine says the new trailer boasts a concentrated load capacity of 54,000 lbs in five feet. Fontaine says its latest model borrows technology from the aerospace industry to maintain the integrity of the trailer geometry under load and centrifugal force to provide excellent handling, reduced tire wear and improved fuel economy. The company also claims to have eliminated side-bow, so secured loads are less likely to shift in transit, reducing the risk of



rollover. For more info, visit www.fontainetrailer.com.

Fontaine Trailer has unveiled a new heavy-haul trailer featuring a modular design for convenience and versatility. The **Fontaine Magnitude 55MX heavy-haul trailer** features a 29-ft. clear deck length in the retracted position and extends to 50 feet. The loaded deck height is 20-inches with six inches of ground clearance, the company announced. Fontaine claims its Magnitude 55MX is the most versatile gooseneck on the market and comes with an optional flip box allowing 125 inches of swing clearance. An adjustable ride height provides perfect deck-to-fifth wheel connections, according to the company. A ramped bogie features a modular connection allowing the user to match the right equipment for the task at hand and built-in tool box and storage compartments make the trailer user-friendly. For more info, visit www.fontainetrailer.com.



SAF-Holland has introduced a Neway ADZ Series **drive axle air-ride suspension** for vocational trucks it claims is 220 lbs lighter and 54% more durable than its predecessor. The new suspension also boasts 27% less rolling resistance, the company says, and fewer components require less maintenance. The ADZ Series is designed for vocational trucks and tractors, including applications such as mixer, construction, logging, mining,

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oilfield, refuse and heavy-haul. The suspension is available in 23,000- and 26,000-lb capacities and can be configured for single, tandem or tridem axle applications.

Western Star announced a specially-designed **Allison Optimized transmission package** at the recent Work Truck Show. The package is intended for the on-highway and vocational markets, specifically heavy-haul, mixer, dump and short-haul tractor applications, according to the company. The package provides Allison's best features and duty-cycle knowledge to provide better performance, durability, fuel efficiency and driveline protection, Western Star announced. Specific features include: shift energy management; prognostics; reduced engine load at stop; load base shift scheduling; auto-neutral; and TES 295 synthetic fluid. For more info, visit a Western Star dealer.



Yokohama has added a new truck tire to its Zenvironment line, the 101ZL which will make its official debut at the Mid-America Trucking

Show. The latest addition to the company's Zenvironment family is a **premium long-haul steer tire**, according to Yokohama. John Cooney, director of commercial sales, says it "runs longer, and is more trouble-free and efficient than anything we've ever brought to the market. The 101ZL provides at least a 10% increase in overall tread life and significant resistance to irregular wear." It will be available in October in sizes: 295/75R22.5, 11R22.5, 11R24.5 and 285/75R24.5.

Dunlop has come out with a new line of SmartWay-certified long-haul truck tires. The **FM line of steer, drive and trailer tires** can save customers up to 4% in fuel, the company claims, when compared to traditional Dunlop long-haul truck tires. They were inspired by the Goodyear Fuel Max tires and feature fuel-efficient compounding. FM tires include the: SP 384 FM steer tire, SP 456 FM drive tire and SP 193 FM trailer tire in standard (11R22.5) and low-profile (295/75R22.5 and 285/75R24.5) sizes. For more, visit www.dunloptires.com/truck.

Accuride Corp. has come out with a new line of OEM-quality chrome

wheel accessories including ABS chrome front and rear wheel hub and nut covers. They're designed to fit most Class 7 and 8 trucks and trailers, the company announced. They are manufactured from automotive-grade polymers for excellent heat resistance, increasing durability and offering a longer-lasting shine, Accuride claims. For info, visit www.accuridewheels.com.



Western Star has come out with a new **4900 FA and SA 109-inch BBC model truck** for construction, refuse, utility and government applications. The truck was unveiled at the Work Truck Show and comes with Detroit Diesel DD13 power and the Allison 3000RDS transmission. Western Star claims to be the only OEM to offer that powertrain combination in a 109-inch BBC configuration. The truck was designed to be extra maneuverable at crowded job sites and features what Western Star is calling the shortest BBC in its class. It also boasts a range of customization options. More details are available

from a Western Star dealer or at www.westernstar.com.



Freightliner introduced an improved version of its **Business Class M2 106V**, featuring a larger rad, new hood and enhanced headlight system. The truck is intended for medium- and heavy-duty vocational applications requiring a front engine PTO and front frame extensions, specifically refuse, snow plow, crane and utility applications. The up-sized radiator is 1,200 sq.-in. and can accommodate up to 380 hp with an automatic transmission and 80,000 lbs gross weight. The new headlight system is an improvement over the previous sealed beam headlights and provides superior lighting. Also new is a blend-air engine air intake system which pulls air from under and outside the hood, improving air flow when snow and debris may get in the way, the company claims. For more, see a Freightliner dealer. □

Has Wheel Torque Solutions found a solution to wheel-offs?

By John G. Smith

TAMPA, Fla. – A series of four companies have joined together under the banner of Wheel Torque Solutions to unveil a wheel system that promises to maintain higher clamp loads and eliminate most of the traditional causes of wheel losses. And they have already found a fan in Rolf VanderZwaag, who oversees technical issues for the Ontario Trucking Association.

Chicago Pneumatic, Alcoa, ITW CIP, and B&D Cold Heading unveiled the system – a combination of components and tools – during recent meetings of the Technology and Maintenance Council. Pac-Sleeve laminated lock nuts are combined with strengthened B&D bolts and Alcoa aluminum wheels that are thicker than usual where the fasteners are applied. Related tools come in the form of sanders and polishers to properly clean mounting faces, metal sleeves to guide the wheels into position, specially designed nut-runners and impact wrenches. In designing a system for severe applications, the suppliers have addressed all the root causes of wheel losses, said VanderZwaag, who was instrumental in creating the program used to train Ontario wheel installers.

"The key to strengthening the clamp force is maximizing the preload and grip length without comprising the structural integrity of the components," explained Ross Hill, business development manager at ITW CIP. "Wheel Torque Solutions accomplishes this through the use of industry-leading components that have been tested to achieve maximum clamp force at torques greater than 600 ft.-lb."

The Pac-Sleeve nuts incorporate a stack of five internal washers that will deflect 30 thousandths of an inch as they are pulled together, compared to a solid fastener that will deflect a maximum of 19 thou-

sandths of an inch when the wheel components are tightened with 60,000 pounds of clamping force. The extra deflection is designed to compensate for the flexing, temperature changes, expansion and contraction that can take place during normal operation.

There are wide variations in the quality of nuts and bolts in the marketplace, and some of the poorest offerings even deliver less than the 30,000 pounds of clamping force needed to hold a wheel in place, VanderZwaag added. "It's the clamp force that holds the wheel on. Not the torque."

After the mounting surfaces are properly cleaned, a half-inch driver is used to seat two or three long metal sleeves onto the wheel bolts. The wheels are slipped over the sleeves that ensure everything is seated in the proper position, nuts are lubricated and spun onto the bolts, and then everything is tightened with a Blue Tork electric nut runner using about 600 ft.-lb. of torque. The electronic tools scan and confirm the exacting torque values of each installation. While mounting surfaces are supposed to be clean, it can be difficult to get into the small areas on the face of a brake drum, VanderZwaag adds, referring to the importance of the cleaning tools. "You're now in there getting that as clean as you possibly can."

The system has been in development for more than a year, with an unnamed fleet that had faced a catastrophic wheel loss.

The suppliers suggest that their solution even eliminates the traditionally recommended practice of rechecking torques after newly installed wheels travel about 160 km.

That can be particularly important. Even though the industry's current procedures require drivers to check the condition of fasteners on the road, there are no clear instruc-

tions on what drivers should do if certain conditions are found. And how many of them have a torque wrench at the ready?

"If you assemble this thing properly, you don't have to check it," VanderZwaag says. "You're absolutely covering every step." □

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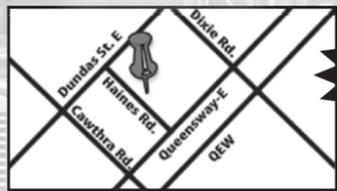
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Wakefield takes over BP Lubricants plant

TORONTO, Ont. – Wakefield Canada has inked a deal to purchase a Toronto-based Castrol blending and packaging plant from BP Lubricants.

As per the agreement, Wakefield will assume ownership and manufacturing responsibilities for the plant, where it will blend and package most Castrol products for the Canadian market. Wakefield will maintain its exclusive sales, marketing and distribution rights for Castrol commercial lubricants in Canada, the company announced.

“BP believes that this alliance will provide the opportunity to combine the global technology and marketing leadership of BP with the local entrepreneurial capabilities of Wakefield,” Wakefield Canada said in a release. “This alliance will ensure the continuing success of the Castrol brand, which is already a market leader in the

intensely competitive Canadian automotive lubricant market.”

Bob MacDonald, president and CEO of Wakefield, added “We intend to deliver on our aspiration to be the clear leaders in the Canadian marketplace. This is a strategic move for Wakefield and provides us with greater flexibility to deliver intuitive customer service within the Canadian marketplace.”

The plant is now in a transitional period and BP Lubricants will retain ownership and operations responsibilities until the transition is completed in mid-2010, the companies report.

Wakefield first signed a strategic partnership with BP Lubricants in 2005 and has since marketed Castrol lubricants and services to the Canadian market. For more info, visit www.wakefieldcanada.ca or call 888-CASTROL. □



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FLO's auto greaser now standard on Capacity PHETT

MISSISSAUGA, Ont. – FLO Components has inked a deal to supply its Automatic Lube System on the new Capacity Pluggable Hybrid Electric Terminal Truck (PHETT), the company announced.

The hybrid Capacity PHETT shunt truck reduces fuel consumption by up to 60% and saves about \$1,500 per year in oil changes, according to the manufacturer.

Capacity dealer Glasvan Great Dane quotes every new shunt truck with an auto greasing system to ensure all the terminal tractor's 30 lubrication points are properly lubricated at all times. According to George Cobham Jr., vice-president, sales and marketing with Glasvan Great Dane, lubrication is especially important in Canadian shunting operations, due to the harsh conditions.

“This preventative maintenance is absolutely key to minimizing downtime by extending the life of the many pivots, bushings and components on the equipment,” said Cobham.

Local manufacturer FLO Components points out 53% of all bearing failures can be attributed to poor lubrication.

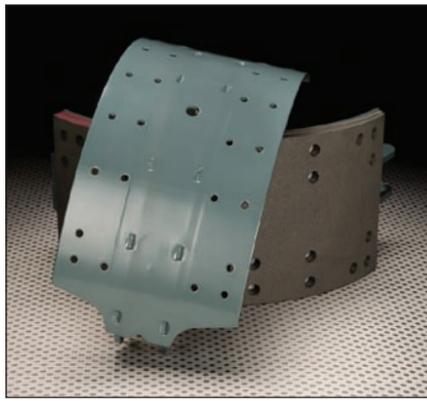
The company's automatic greasing system dispenses small amounts of lubricant at frequent intervals while the truck is in operation, maintaining the correct amount of grease in the bearing at all times.

“An automatic greasing system has several benefits and can offer substantial cost savings, increased profits and overall productivity,” said Mike Deckert, vice-president of FLO Components. “Best of all, our systems use your standard NLGI #2 in-shop grease, so there is no need to purchase and inventory special higher-cost grease just for the lube system and it's friendlier for the environment.”

FLO will be showcasing its automatic greaser at Truck World Apr. 15-17 at Booth #5031. □

Meritor gets editors' nod for top tech achievement

TAMPA, Fla. – ArvinMeritor has won the 2009 Truck Writers of North America (TWNA) Technical Achievement Award for its PlatinumShield aftermarket brake shoes. The presentation was made to Mac Whittemore, ArvinMeritor's midwest regional manager and Paul Greenlaw, ArvinMeritor's national fleet manager – aftermarket, at the recent Technology and Maintenance Council meetings in Tampa.



ArvinMeritor's PlatinumShield coating resists micro-abrasion caused by the movement of the brake lining against the shoe table during normal use and prohibits rust-jacking, where rust forms on bare shoe metal under the lining, causing the lining to lift and crack.

"The Technical Achievement Award committee was impressed that ArvinMeritor's PlatinumShield coating offers a practical solution to rust-jacking, a problem that has frustrated countless maintenance managers and owner/operators in the US and Canada," said James Menzies, chair of the TWNA Technical Achievement Award committee. "As trucking companies search for ways to lower their operating costs, ArvinMeritor has come to market with an effective solution to a costly, long-running problem."

TWNA is an organization comprised of trucking journalists and communicators. The Technical Achievement Award has been presented annually since 1991. To be eligible, a product or service has to

clearly exhibit technical innovation, have a wide applicability in the trucking industry, offer significant benefits and be widely available. While complete vehicles are not eligible, components and systems are.

TWNA press members nominate candidates and then following an in-depth review, the award committee selects a winner using a points-based scoring system.

This year's Technical Achievement Award Committee included: Menzies (*Truck News/Truck West*); Paul Abelson (*Road King and Land Line*); John Baxter (Randall-Reilly Publishing); Tom Berg (*Heavy Duty Trucking and Construction Equipment*); Peter Carter (*Today's Trucking*); Paul Hartley (AddMedia); and Jim Park (*Heavy Duty Trucking*).

Runners-up included: Eaton's UltraShift PLUS Transmission; Rand McNally's IntelliRoute TND 500 GPS; and TruckLite's LED Headlamps. □

Western Star forms own engineering team

PORTLAND, Ore. – Western Star Trucks now has its own engineering division. Parent company Daimler Trucks North America (DTNA) has afforded its flagship brand its own engineering division encompassing nearly 50 dedicated engineers and engineering systems, focusing exclusively on Western Star trucks, the company announced.

Randy DeBortoli will head the new division as director of engineering. "Many of our engineers in the new team have significant experience in Western Star product and in providing solutions for heavy-duty applications like those that are experienced throughout the world," said DeBortoli. "It is important that the Western Star product evolves with its customer base and that base is about heavy-duty trucks with custom engineering solutions."

"This is a clear indication of the faith that Daimler has in the growth and demand for Western Star Trucks going forward," added Jim Looyen, Western Star Trucks sales manager. "The success of the Western Star product in Canada has significantly influenced Daimler Truck's decision to invest in this additional engineering resource and a substantially large amount of this new resource will be dedicated to Western Star product and options for the toughest applications on- and off-highway." □

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SHARPEST ARROW: Arrow Trucks Toronto has been named 2009 Branch of the Year by Arrow Truck Sales and the local dealer has also won an award for selling the most Volvo units. The awards were presented during Arrow Truck Sales' branch managers' meeting in San Diego earlier this year. Adam Davy, branch manager of Arrow Truck Sales Toronto, accepted the award, which was part of the company's Founders Award program. The awards are presented each year to recognize excellent performance in retail sales, the buyer division, branch performance and an open category for all other employees. Pictured (l-r): Frank Oliveira, vice-president, Arrow Truck Sales Canada; Lee Wallace, sr. v.p., sales and marketing; Adam Davy, branch manager, Arrow Toronto; and Carl Heikel, president and CEO, Arrow Truck Sales. □

Navistar Parts introduces rebate program

WARRENVILLE, Ill. – Navistar Parts is offering rebates and promotional offers to customers who purchase a used truck from an International dealer or used truck centre. The 'Buy More, \$ave More' program was launched by Navistar Parts Feb. 1 and will continue through Oct. 31, 2010. Under the program, customers can save up to \$1,800 on parts and service purchases, the company has announced.

"It's never been more rewarding to buy a used vehicle from your International, IC Bus dealer or International Used Truck Center," said Michael A. Cancelliere, senior vice-president and general manager for Navistar Parts. "This new program gives buyers an opportunity to receive up to 20% in rebates on parts purchases – good for any vehicle they may own – plus \$50 off a Performance PM or preventative maintenance service

and a welcome kit."

Customers who buy a used truck between Feb. 1 and July 31 will receive a welcome kit with rebate information, a \$50 service coupon, a road atlas and other gifts such as shop towels and a PartSmart product catalogue. Enrolling in the program will get customers a 15% rebate on the first \$5,000 they spend on qualifying parts between Feb. 1 and Oct. 31, the company explained.

The rebate will be doled out in the form of an International Advantage card that's good towards parts and service purchases at International dealers. Parts purchases between \$5,001 and \$10,000 qualify for a 20% rebate, the company says.

"We're investing in our customers. The 'Buy More, \$ave More' program can mean up to \$1,800 in parts and service savings for a used vehicle owner," said Cancelliere. For more info, visit www.navistarpartservice.com/bmsm.html. □

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Raydan closes Ontario shop

EDMONTON, Alta. – Raydan Manufacturing has placed its Ontario operations into receivership. The company announced Raydan Ontario will cease operations immediately. It appointed PricewaterhouseCoopers as its receiver.

"After careful examination, it was clear that the best way to protect the company and its creditors would be to privately appoint a receiver and to enter Raydan Ontario into voluntary receivership," Raydan said in a release.

The Ontario closure and receivership will only minimally affect Raydan's Alberta operations, the company announced. Going forward, Raydan Manufacturing will focus on manufacturing for current customers and expanding its customer base and developing new product lines. □

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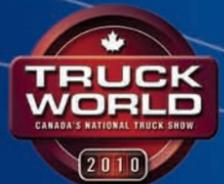
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Transitioning to a life after trucking can be a challenge

One day as I was driving through New Mexico, the scenery slid by my windows in pastel colours of red and ochre. I was on my way to Los Angeles, opting to take the southern route to avoid a winter storm up north.

As I drove, I started thinking about friends with the typical nine-to-five day job. What did they see out their office windows? Certainly nothing as visually stunning as the New Mexico desert.

They got up at the same time every weekday, left the house at about the same time each morning and drove the same way to work. They took their lunch at the same time each day and every night they drove the same route home again.

To me, it seemed an inconceivable lifestyle. A lifestyle I would have to adapt to sooner than I could ever have imagined.

When I was a boy of seven or eight, my neighbour's father owned a moving company. On weekends he would take us to the office and we would play in the warehouse, chase each other on pallet jacks or have a blast raising and lowering the forks on the forklift.

Occasionally one of the *really* big trucks would come in from the US. One of the drivers always let us climb into his cab, wide-eyed and marveling at all the chrome, the switches and the chairs that raised up and down on air.

For two small boys, it didn't get any better than this.

Fast-forward 25 years. I was picking up a load in a small town outside Albany, N.Y. The forklift driver was new and having trouble loading the 750-lb crates. Fate came crashing down and changed my life when a crate was knocked over onto me. At first, typical guy, I shook off my sore arm, shoulder and back.

I took a couple days off, thinking I had pulled a muscle or two, then grabbed a load to Kansas City, Kansas. For the first time in my life I almost turned the truck around halfway there. The pain in my back was atrocious. But I kept it together and got the load delivered and returned home.

After a battery of tests including cat scans and MRIs, I was told I had a couple herniated discs, one with a tear in it. That crate did far more damage than I realized.

I would never be a trucker again.

Luckily we have the Workplace Safety Insurance Board (WSIB) for times like this when we need their help the most. I needed a new plan. What was I going to do? What could I do? I finished high school with my Grade 12, but the only jobs I was qualified for required physical work I could no longer handle.

I had to go back to school and learn a new profession. At 35 years old, it was a terrifying prospect to start again.

I was leaving everything I knew and loved behind and was venturing into a world I knew nothing about.

The WSIB gave me some tests

Guest Column

Alistair Lowe



to see what professions I could potentially excel at and one of them was journalism. So I was going to college.

For me, being out of work brought a certain amount of shame. I was embarrassed that I didn't have a job. At parties and the like the inevitable question arose, "What do you do?"

And although most people thought returning to school was admirable, to me it meant being unemployed. Questions and worries raced through my mind constantly. Would I fit in? Could I do

it? What would the other students think of this broken down old trucker? My classmates would be almost 20 years my junior. I was going to stick out like a sore thumb.

The first day of classes wasn't easy. I walked fast and kept my head down, hoping not to get lost on my way to the lecture hall. But somehow I got through it, despite missing trucking the entire time.

I would have given anything to take a load to Vancouver.

To this day, whenever I see a large car on the highway I always imagine driving it, wondering where it's off to, and the things the driver will see along the way.

Now, at the end of my courses I can look back and see the learning curve I've travelled over the past four years.

The kids in my classes were alright to work with after all and it

wasn't nearly as bad as I thought. Finances have been a struggle but I'll soon be gainfully employed once more.

However, a new challenge is on the horizon. Returning to the working world. I will have to wear a shirt and tie.

The view out of my office window will never change and I'll be one of those people driving the same way to work every morning. Another scary change. But believe me, if I can do it, anyone can.

So I've gone from trucker to writer. And although I may not be in a truck, I've been changing gears all the while. □

— Alistair Lowe is embarking on a new career in the field of corporate communications. He wrote this column exclusively for Truck News to share his experience of adapting to life after trucking.

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Mail

Remembering a proud truck driver

Dear Editor:

Last March 31, after a five-month

very hard fight with cancer, I lost the most important man in my life, my dear dad, age 72 and a life-long



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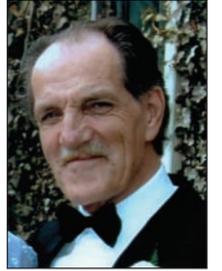
trucker. I wanted to share his story with his favourite magazine, *Truck News*. John Rutgers was born in Holland in 1936. He started out at age 17 by helping a trucking company and as soon as he was driving age, he started to drive a truck and he was hooked for life. In 1960, he met my mom and the two lovebirds got married. They had two girls. I was born in 1961 and my sister in 1965. In 1980, they decided to move to beautiful Canada. Dad drove truck again, mostly for greenhouses.

As us two girls left home and got married, mom and dad decided to start their own trucking company. Dad finally had his own brand new Volvo truck and trailer and oh boy, he was so proud!

Dad was very young at heart, so when he turned 65 there was no way he wanted to quit driving truck just yet. But finally as the economy was getting too tough, mom and dad retired after driving truck for 53 years. The sad part to this story is that dad never really got to enjoy his so-

called retirement.

He stopped driving truck in October 2007 and the following July he had pain in his shoulder. After lots of tests, he was told in November that he had cancer and only had four months left to live. Our worlds forever changed on that day. Dad, the tough trucker, was not willing to give up and just die. But it was not to be, and on March 31 he lost his battle with his three girls by his side. We would never have thought that my dad would die of a disease so bad. Dad survived a heart attack and a hip replacement but he could not survive this battle.



Rutgers

As young girls, my sister and I went on a lot of trips with dad in the truck, so we have seen a lot of this beautiful world. Even as we got older, we went along if we could (including the cat).

As you trucking families know, many a holiday truckers and their families are apart because loads have to be delivered on time with the families praying nothing will happen to their loved one as they drive through storms, rain and snow.

After mom and dad retired, they worked like crazy on fixing up the house, selling it and moving near us girls – but it was not to be. I had always hoped when dad would retire, we would finally be doing all kinds of family stuff together and enjoy his retirement together, but time had run out. I'm wishing that all of you will try to spend more time together or as my dad would say 'Smell the coffee!' As for my sweet dear dad, on March 31 he went out on his last trip to his final destination: Heaven. Knowing dad, he will be waiting for his three girls with his truck running, the coffee on and ready to explore his new-found heaven. From, a proud trucker's daughter. □

Monique de Roos
Beamsville, Ont.

Nickle and dimed

Dear Editor:

It may be said that we are a service industry, however the manufacturers of the tools and equipment can only sell to an economically healthy clientele. There is no economic compensation for lost time due to shipper and receiver inefficiency, border security or highway inspections. Now the big produce wholesalers are charging lumber fees. In essence we are being picked off like ducks in a pond. The deterioration of the transport industry economically and as a place of working conditions is appalling.

Our mental health is in jeopardy because of the MTO and the lack of respect from shippers and receivers, physically from fast food outlets that are the only source of food at truck stops, and economically because everyone from the MTO to state tolls and taxes to truck stop inflation are in our pockets. □

Terrance Burke
Via e-mail

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One-eyed driver not a safety risk

Dear Editor:

I have a situation I was hoping you could shed some light on for me. I have driven trucks all my adult life and own various sizes of equipment ranging from full-size vans to tractor-trailers.

I currently hold a Nova Scotia Class 3 licence. I have extensive wheel time in tractor-trailers in downtown and highway applications, however the Registry of Motor Vehicles will not issue me a Class 1 licence because I only have sight in one eye.

A great many years ago, this would not have been an issue, but at some point someone for some reason decided to change the requirements and grandfathered out all one-eyed truck drivers.

Now, before all you two-eyed drivers start closing one eye and saying 'I don't blame them,' you need to realize I have been driving like this for over 25 years and have adapted nicely, thank you.

All I would ask is for an equal opportunity to prove myself, no matter what test they decided to throw at me. In a separate but similar situation, there was a one-eyed pilot who was banned from applying for his pilot's licence. He fought it right through to the Supreme Court and won his right to be tested on an individual basis, because the overall ruling was discriminatory against him by implying that just because one person with sight in one eye could not fly, doesn't mean we all can't.

I would just like my chance to prove my abilities without the cost of bringing it to the Supreme Court for a ruling. □

Wayne Webb
Lower Sackville, N.S.

Tailgating is getting worse

Dear Editor:

I just wanted to make a comment on the increasing amount of tailgaters I've noticed recently within the last year or so.

I run linehaul from Kingston to Brampton, Ont. and the amount of trucks I notice tailgating my trailer has increased substantially in the last year.

I am not sure if this is caused by the speed limiters now on most trucks, but they are so close to my trailer that I lose sight of them – total lack of common sense from these drivers.

They are risking an accident involving myself and others around us. Also, whenever trucks with limiters try to pass it takes us a while longer but it seems that there are a number of trucks without limiters and they have no problem coming too close and causing a risk to everyone surrounding them. □

Ben Boulanger
Via e-mail

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Erb big winner at Truckload Carriers Association safety awards banquet

LAS VEGAS, Nev. – Erb International was named the grand prize winner of the Truckload Carriers Association's (TCA's) National Fleet Safety Awards for the category of less than 25 million miles. The Canadian fleet earned top honours in its category while competing against Canadian and American trucking firms.

Wendell Erb, general manager of Erb International, accepted the award at the TCA's annual banquet and awards dinner March 2.

Also receiving recognition were MacKinnon Transport, which won top honours in the 25-49.99 million miles category and Bison Transport which topped the more than 100 million miles category.

But it was Erb's night, taking grand prize honours for its safety record and driver programs and being singled out among 18 division winners.

TCA said its judges were impressed by how Erb invests in its people, providing employees with the proper tools, training and recognition they need to achieve safety success. TCA lauded the fleet's open and frequent communication and

the company's "walk-about" management style.

Erb encourages interaction between management and front-line employees, and welcomes input on safety concerns and other issues, according to the TCA.

Erb also has a Safety Management Program in place that defines the corporate safety culture and covers all aspects of the company's operations.

It includes standards manuals, an emergency response plan and provides immediate feedback on potential safety risks.

Another key to Erb's success has been its Pro-Drive driver performance and incentive program.

It is based on electronic on-board recorder data that measures speed, hard-braking, idle-time, routing and mileage. Drivers are benchmarked against their peers and best prac-



CANADIAN TRIO: Safety reps (l-r): Garth Pitzel (Bison); Tom Boehler (Erb); and Jeff Lehmann (MacKinnon) celebrate their hard-earned awards.

tices are shared company-wide, TCA notes.

Drivers who do not meet minimum company benchmarks receive further training and recognition is

given to top performers. Incentives are also given to drivers who remain incident- and injury-free, the TCA reports.

Erb enjoyed a turnover rate of just 10% in 2009, thanks to its open-door communications policy and driver perks.

The company also attributes this low turnover to its selection process during hiring. Erb ensures potential drivers are a good match for the company right from the start through personal interviews that go beyond simple 'yes' and 'no' responses, the company claims.

Entry-level drivers are also required to bring along a spouse or partner to a second job interview.

It's been a good year for Erb. The company also ranked one of the Best Fleets to Drive For, a program administered by the TCA and CarriersEdge. □

Retailers award top Canadian fleets

MISSISSAUGA, Ont. – TransX has been named Walmart Canada's Carrier of the Year. Andy Ellis, senior vice-president of supply chain and logistics for Walmart Canada made the presentation at a recent Walmart Carrier Awards Dinner. Accepting the award was Louie Tolaini, president of the TransX Group of Companies.

TransX delivered more than 89,000 shipments for Walmart with a 99.6% on-time delivery record, Walmart announced. It also helped train other Walmart carriers on the use of long combination vehicles in Ontario and Quebec.

TransX was also recently recognized by Lowe's, achieving Double Platinum status for 99.9% on-time service for Lowes dedicated fleet, truckload and LTL services in Canada, the company announced. TransX says it was the only Canadian company to achieve Double Platinum status at the recent Lowes Carrier Awards in Wilkesboro, N.C.

TST Overland Express was also acknowledged by Lowe's, receiving a Platinum Service Award for its 2009 performance.

TST has been a core carrier for Lowe's since it moved into Canada in 2007. It handles both domestic and cross-border shipments.

"This award is a true reflection of our team's dedication to our customers' requirements," said Rob O'Reilly, president, TST Overland Express. "We work hard to maintain our industry leadership position in the ways that matter most to our customers." □



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Fleet News

Koch downsizes, drops Ontario LTL service

CAMBRIDGE, Ont. – In an interview with local media, a Koch Transport executive lamented the state of the economy and explained how Ontario's manufacturing struggles are impacting his company. John Schneider, director of corporate development with Koch, told local newspaper *The Record* that the company has laid off two-thirds of its workforce in the past year-and-a-half and will shutter its Ontario LTL service March 26.

"We've been losing money. You can only lose for so long," Schneider told the paper.

Koch's LTL service accounted for about 40% of its revenue, Schneider said. Schneider wasn't ready to declare the recession over, saying there were "no real positive signs on the horizon as far as improvement is concerned."

Koch has downsized from more than 100 employees in October 2008 to about 35 today, according to the article in *The Record*. Unionized workers have reportedly helped out by restructuring their contracts.

Koch will continue offering LTL service outside Ontario, including in Quebec and the US, according to the article and full truckload services to all regions in its coverage area. Schneider added the company will be ready to take advantage when the economy does rebound.

"The trucking industry is cyclical. There will be a boom time again," he told *The Record*. □

RTL-Westcan acquires ECL

EDMONTON, Alta. – RTL-Westcan Group of Companies has acquired the business and transportation assets of Calgary-based ECL Transportation Ltd. ECL has more than 60 years experience delivering bulk commodities and freight throughout North America.

"This acquisition significantly strengthens RTL-Westcan's leading market position in bulk commodity transportation in Western and Northern Canada and enhances the platform for RTL-Westcan to grow and better serve the needs of its customers," said Tom Kenny, CEO of RTL-Westcan.

Jim Davis, president and CEO of ECL Transportation, will serve as president, while Kenny will continue as CEO. Davis has been president and CEO of ECL since January 2004.

"RTL-Westcan and ECL are two premier companies in our industry. Our joining of forces brings together two very complementary organizations as ECL's service and geographic offering augments RTL-Westcan's current line of products," Kenny said in a memo to staff announcing the deal. □

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Keltic Transportation lends a hand

MONCTON, N.B. – For the second year in a row, Keltic Transportation has teamed up with Hamilton Tiger-Cat Marwan Hage and not-for-profit FTC Canada to provide food and

hygiene boxes to Montreal families in need. The Moncton-based transportation company donated its services to bring 900 boxes from FTC's Guelph, Ont. warehouse to the Sun

Youth Organization's downtown Montreal warehouse, where they were distributed to 450 families.

Hage, a Montreal resident and 2009 CFL All-Star was on-hand to distribute the boxes personally to the families.

“Keltic's success is based on team-

work in a family atmosphere,” says Shane Esson, general manager at Keltic. “We are extremely proud to once again partner with FTC Canada and Marwan Hage to help with their transportation needs of bringing much needed food and supplies to the families in Montreal.” □



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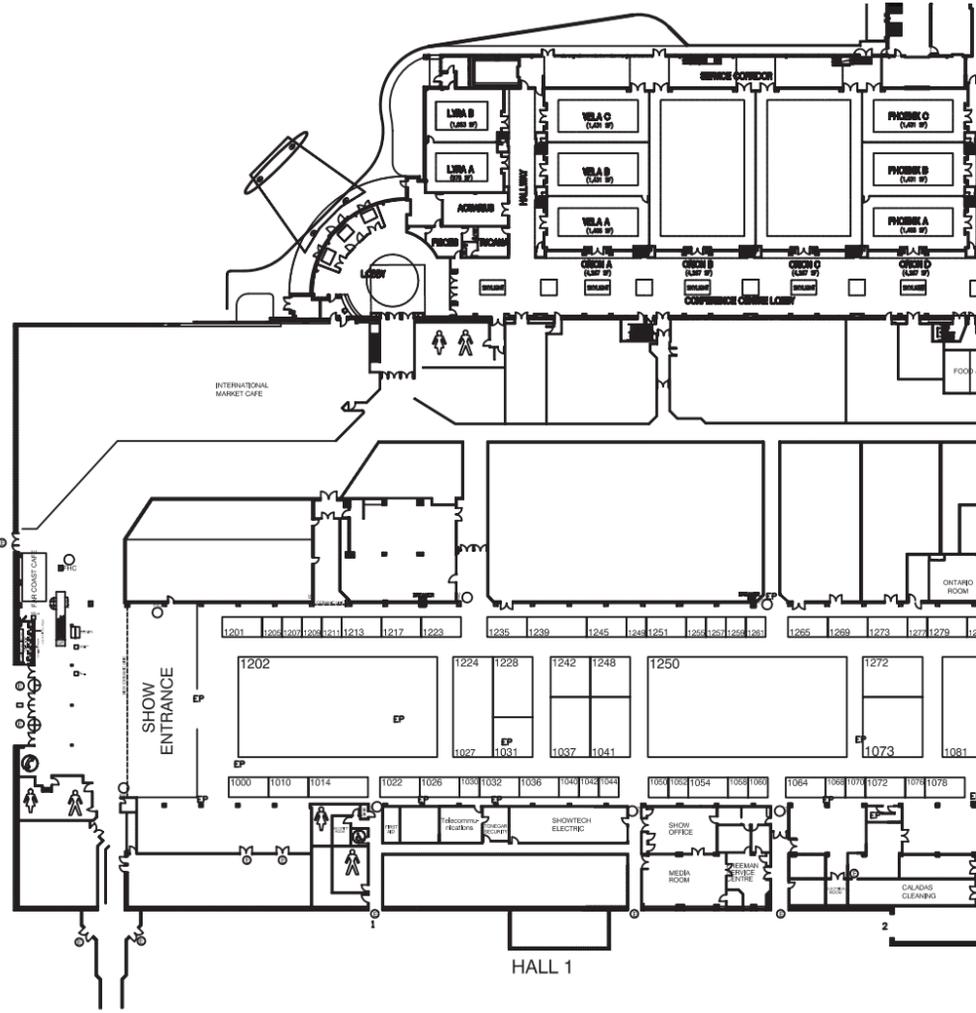
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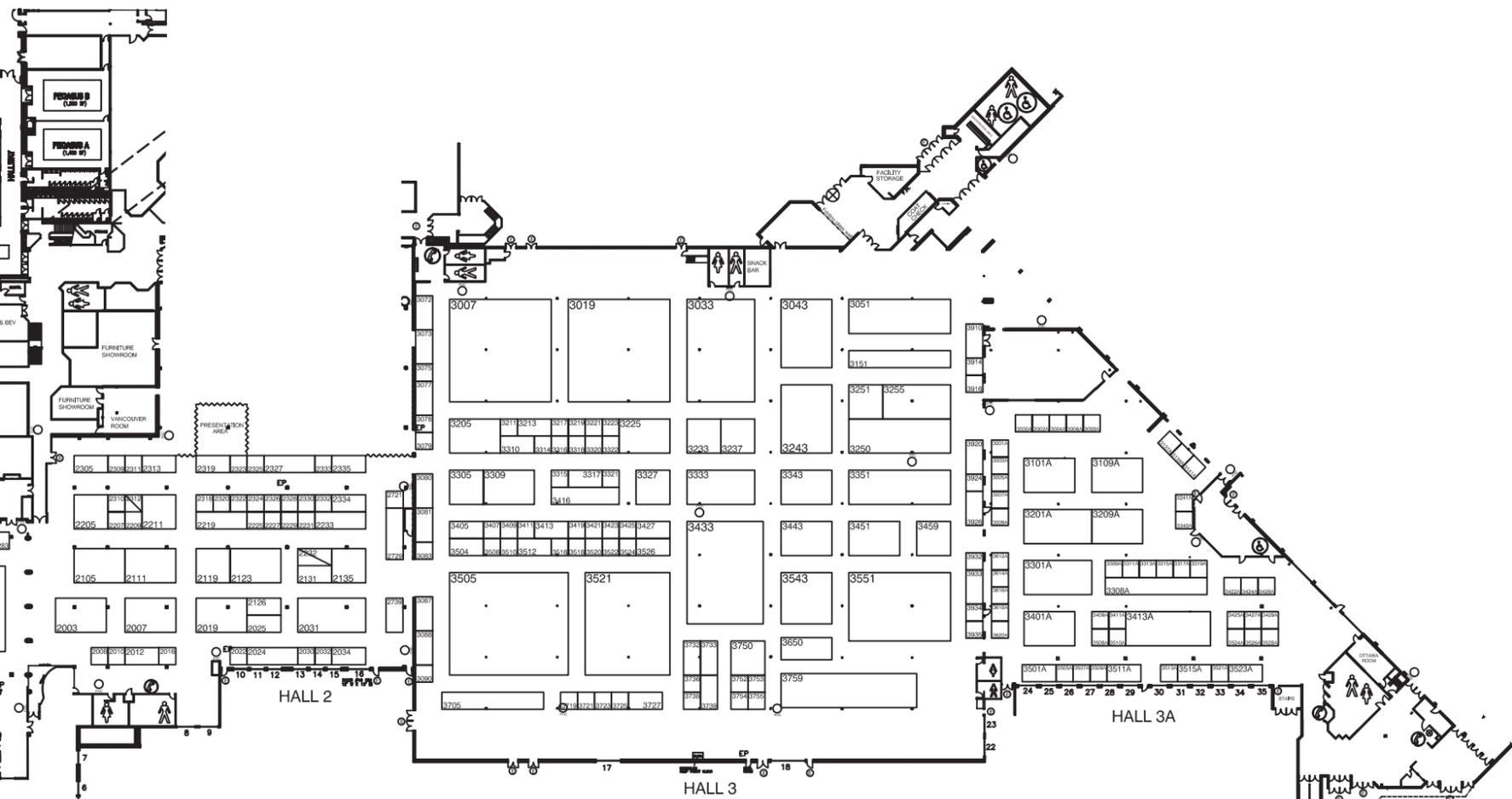
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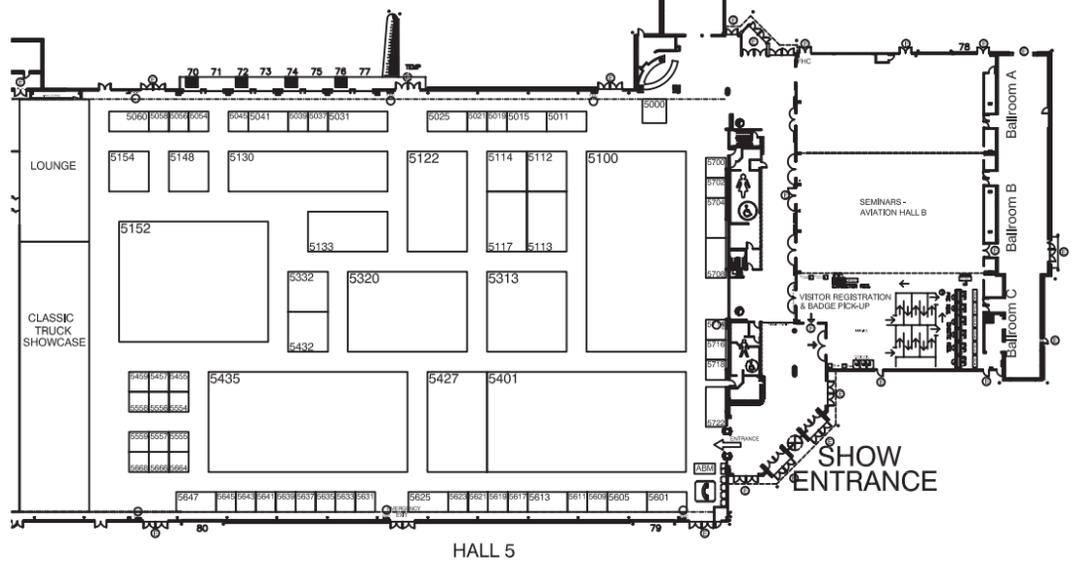


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People

Kinedyne Canada president **Larry Harrison** has been promoted to the position of vice-president of sales and marketing for Kinedyne's global operations, the company announced. The move was part of a shake-up intended to strengthen the company's global sales and operational structure.

Harrison has been with Kinedyne Canada since 2001, first as general manager and later as president. The company says Harrison was instrumental in the Canadian operation's success. Harrison will now oversee global sales initiatives, developing new markets, and implementing a unified strategic approach to the company's marketing activities.

Meanwhile, **Steve Atzeni** has been named vice-president of operations for North America. He has been with Kinedyne for 22 years, most recently overseeing operations at the company's New Jersey, Alabama and Kansas locations.

Romolo DiVito has been named the new general manager of Kinedyne Canada and will report to Atzeni.

Hankook Tire Canada has promoted two of its executives while expanding its operations. **William Hume** has been promoted to vice-president of Hankook Tire Canada. He has been with Hankook since 2007.

And **Jeff Bullock** has been pro-

motored to national sales operations director. Bullock is the longest-serving employee at Hankook Tire Canada and will now focus on further developing the company's sales and distribution network, Hankook announced.

Hankook has also expanded its sales force, adding **Michael Flynn** and **Daryl Gray**. Flynn will serve Ontario-based customers while Gray will expand the company's Truck Based Radial network.

Lubecore has named **John Drewery** its district sales manager for Ontario. Drewery will be promoting Lubecore's Automated Lubricating Systems in the southwestern Ontario market. Previously, he worked for Performance Equipment, representing the Volvo

product line, the company says. He can be reached at jdrewery@lubecore.com.

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.

William Parker Easson, one of the founding partners of Eassons Transport, was laid to rest at a funeral service in Nova Scotia Feb. 12. Easson passed away at Valley Regional Hospital in Kentville.

In addition to founding Eassons Transport with his brother Philip, Bill Easson was also a director of the Canadian Trucking Alliance and a past president of the Atlantic Provinces Trucking Association. □



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Mark Dalton: Owner/Operator

Licence renewed

By Edo van Belkom

Mark had returned from Texas hauling three loads that got him first to Winnipeg, then to Ottawa, and finally back into the Greater Toronto Area. After dropping off his load at the CN yard in Vaughan it was time to give Bud a call and get his next load.

He dialed the number and waited for an answer.

"Hello?"

"Hey, Bud. Mark here."

"Mark who?"

Mark racked his brain for a witty comeback that he hadn't used before and all he could come up with was, "Mark of the beast."

"What? Who?"

"Mark of the beast. You know, the sign of the werewolf?"

"Oh."

"Yeah, there's a full moon and I'm itching to get on the road headed someplace warm."

"Warm, eh?" Bud said. Mark could hear the sound of shuffling papers over the phone. Then, "I've got a load to California with a three-day layover before a load's ready coming back to Toronto."

"That's perfect, I'll take it."

"I knew you would. Trouble is, the load to California won't be ready for a couple of days."

"I can wait."

"You just gonna wait?" Bud asked.

"You got nothing going?"

"Not really."

"Great, because I've got something for you to do in the meantime."

"Like what? The last time you had something like this for me I wound up dispatching and nearly got killed by a jealous man whose wife was having an affair...with you!"

Bud laughed a little under his breath at the memory. "It's nothing like that this time."

"Then, what is it?"

"One of my drivers needs to get his licence renewed and he's going to need some help passing the tests."

"Is he that bad a driver?"

"No, not at all. Matter of fact, he hasn't had an accident or infraction in 45 years."

"So what's the problem?"

Bud sighed. "He's a mossback, but I don't think he'll have any problems getting his licence renewed. It's just that he's turned 65 and he's worried about all the stuff he's got to do to keep his licence."

Mark nodded. "I understand about the need for a physical and an eye test. Even the written test makes sense, but why do you have to take a road test if you haven't had an accident or shown

any signs of being a bad driver?"

"Because it's the law," was all Bud said.

"It doesn't seem fair."

"I know."

"And what if he fails one of these tests? A man's been driving for 45 years and all of a sudden he can't make a living anymore?"

"If he fails, his licence gets downgraded to a Class D or G."

"That's some consolation... Sounds to me like just because he's turned 65, the government's already decided he's a bad driver and it's up to him to prove he isn't."

"No, it's not like that. He's a good driver, no question. In fact he's one of my best drivers next to..."

Bud's voice cut out in mid-sentence, as if he'd stopped himself before he said something he might regret.

"Go on. Say it!" Mark prodded.

"Say what?"

"What you were about to say."

"What was I about to say?"

"You said, 'In fact he's one of my best drivers next to,' and then you stopped. I want to hear what you were going to say."

"I wasn't going to say anything."

"If you don't say it, I'm not going to help you."

Bud sighed heavily. "Alright. You win. He's one of my best drivers next to you."

"Hal! Now was that so hard?"

Bud hesitated. "Yes it was, actually. Extremely difficult."

Mark's smile was ear-to-ear. 'At least Bud's honest,' he thought. "Okay I'll help."

There was an audible sigh over the phone line as Bud said, "Thanks Mark. I appreciate it, and I know he will too."

"What's his name, by the way?"

"Charlie Knowles."

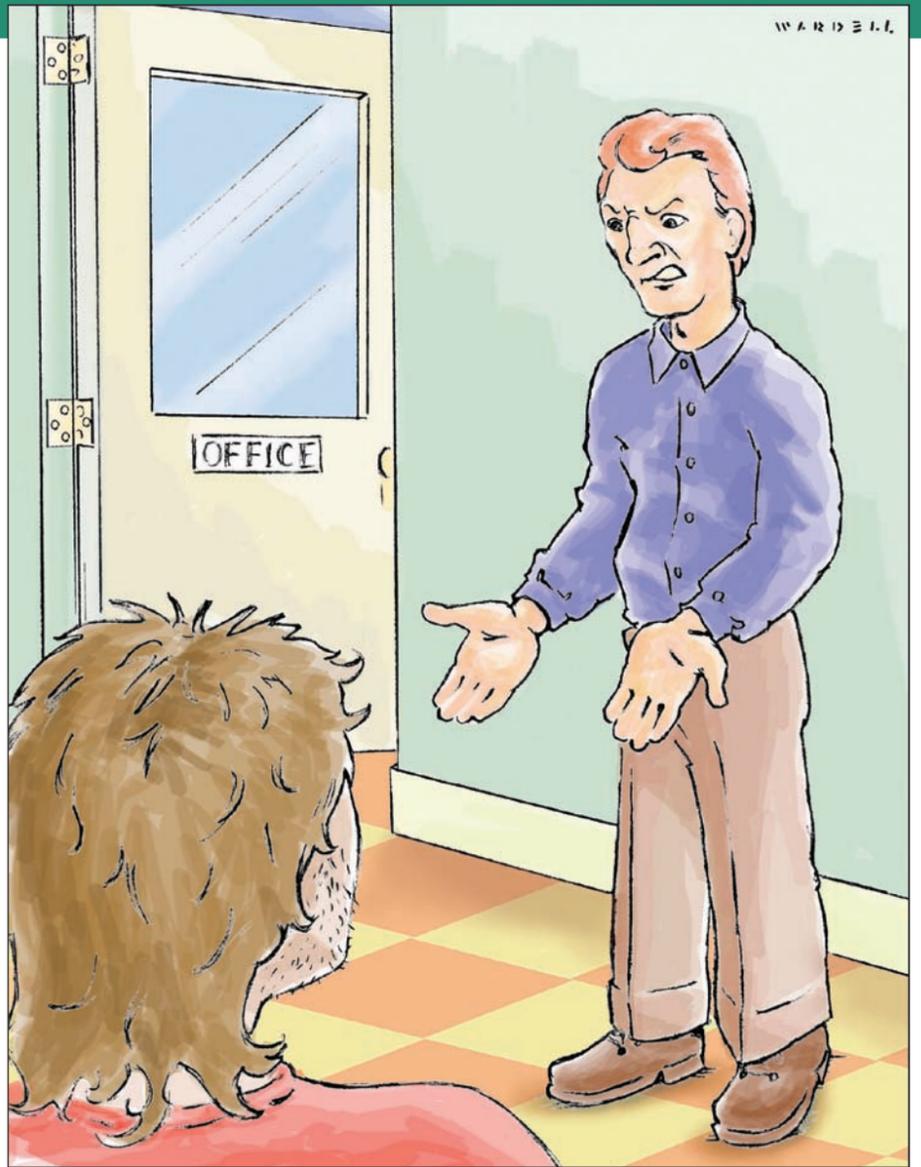
A smile broke over Mark's face and he laughed a little under his breath.

"What's wrong?"

Mark had met Charlie Knowles before. The man was a firebrand of a Scotsman who stood five-foot-two and weighed no more than 150 pounds. He was lean and fit and had a way of looking at the world that made anyone else's thoughts or viewpoint wrong. Period.

Mark remembered crossing paths with Charlie Knowles years ago when he had just started driving for Bud right after his divorce. At the time Mark had let his hair grow long and didn't bother much about washing his clothes, or even changing them for that matter. Mark had been leaving the office and Charlie was entering when they passed each other in the doorway.

"Ew!" Charlie said.



"What?"

"Yew smell like a pig! Did you know that?" he said in his heavy Scottish accent.

"What's it to ya?" Mark said, angry at anyone and everyone at the time and not caring who knew it.

"To me, nothin'. But it might mean something to the people paying you to work for them. You look like a slob... and I bet your truck's a mess too."

Mark's truck had looked like a dog's breakfast with coffee cups and sandwich wrappers lying all over the place. One time he'd even stepped on the brake and had trouble stopping his truck because a coffee cup had rolled underneath it. "That's none of your business."

"But it is," Charlie said, staring at Mark like he was something that he'd pulled off the bottom of his shoe. "You drive for the same company I do, so when you show up lookin' like a bum you make me look bad too."

Mark looked the man over when he'd said that and noticed that his clothes were all clean and pressed and there was a fresh shine on his shoes. He was clean-shaven with a fresh haircut too. Mark tried to think of something smart to say, but he couldn't think of a damn thing that would put this man in his place.

"What a loser!" Charlie said, and continued on his way.

Mark stood there in the doorway, shaken by the exchange and a bit embarrassed. The man was right, he had

let himself go and it reflected on him and the perception people had of the job he could do for them.

Shaken from his doldrums, Mark got a haircut, washed his clothes, and cleaned out his truck that very afternoon... and things had been good every since.

"I know him," Mark said at last.

"You won't let that stop you from helping him, will you?"

"No," Mark said. "I guess not."

"Great."

"But I don't understand why he's so worried about renewing his licence. He's a great driver."

"He's scared to death of tests, written or otherwise."

Mark understood. Charlie wasn't the kind of person who liked to be judged by anybody. "When am I supposed to do this?"

"His test is booked for this Friday. You want his number or do you want me to call him?"

"You call him... and don't tell him too much about me. I want to introduce myself when we meet." □

— Mark Dalton returns next month in Part 2 of *Licence renewed*.

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 for Fleets (Fleet Smart) at fleetsmart.gc.ca

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BOWMANVILLE, Ont. – As the trucking world becomes increasingly computerized and digitized, the notion of paper logbooks seems, to many, increasingly antiquated. Their would-be successor, the electronic on-board recorder, seems poised to become not only a more popular alternative to paper logs, but – if the Canadian Trucking Alliance has its way – mandatory.

While proponents of EOBRs say the technology eliminates the possibility of drivers cheating the system, many truckers say preventing the occasional bending of the rules – however insignificantly – can prevent drivers from getting the job done and cost them money. Which brings back the old debate: which payment method is preferable – by the mile or by the hour? We stopped by the Fifth Wheel Truck Stop in Bowmanville, Ont. to find out how truckers would rather be paid.

Gene Martel, a driver with Ryder



Truck Stop Question

Adam Ledlow
Managing Editor

Would you rather be paid by the mile or by the hour?

Transport in Pickering, Ont., says he would stick with an hourly wage – his current method of payment – since it accurately reflects his time on the job. “Mileage is piece work and no other industry does that. Why they would do it in an industry that puts 80,000 lbs out on the highway going at 100 km/h is beyond me, but that’s the way they do it,” he says.

He says a better method for payment industry-wide would be to have a pay scale and treat trucking like a skilled trade.

“As truckers we’ve never united

in the way like skilled trades have before, even though we’re probably running a lot more responsibility with these rigs than someone putting in plumbing or something. Not to demote them, but we’ve never organized ourselves into that type of system.”

Ken Dodds, an owner/operator with FMTK Holdings in Lansdowne, N.B., says a trip rate is fine for when you’re doing highway driving, but for city driving – especially in Toronto or Montreal – hourly is the way to go.



Ken Dodds

“You could waste a whole day in there just trying to get in and get out, unload and reload,” Dodds says of the two major urban centres. And what would be a fair hourly rate to deal with that? “For the amount of time that we’re out here, I would have to say between \$20-\$25 per hour. I think that would be fair for what we have to put up with in the city in terms of congestion and shippers and receivers.”

Gavin Spig, a driver with Kriska Transport out of Mississauga, Ont., says being paid by the mile usually makes sense for long distance trips, however, “Sometimes it would be better being paid by the hour, because a lot of times you sit around and you don’t really get paid as much. It depends – 50/50 I would have to say.” Spig says that an hourly rate between \$22 and \$27 per hour would be fair.



Frances Brunelle

Frances Brunelle, a driver with Acam Transport in Saint-Hyacinthe, Que., says pay should be dependent on the load. “For a tanker, better by the hour, but if you have good distance, by the mile. Both are good, but in different cases,” he said, adding that he believes Ontario drivers are usually paid better than Quebec truckers. Brunelle says a more conservative \$18-\$20 per hour would suffice for the responsibility of being a professional truck driver.



Shane Ellis

Shane Ellis, a driver with Kriska Transport out of Prescott, Ont., says hourly is the way to go. “With all your waiting time and delay time traffic and everything else, I think it would be a lot more profitable for a driver,” he said, adding that \$20-\$22 per hour would be a reasonable rate for truckers. □

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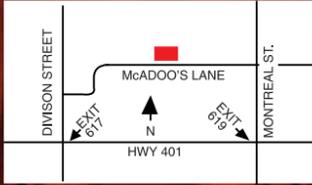
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