

TRUCK NEWS

August 2010 Volume 30, Issue 8

Golfing
FORE
Wishes

Pages
32-33

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



MORE THAN JUST CHROME: Perennial show'n'shine winners, like Vic Pannu's Spiderman-themed truck, catch judges' attention because of exceptional overall cleanliness, not just the abundance of chrome. *Photo by Adam Ledlow*

Game on!

Driving championships are back in full force

By James Menzies

CANADA – If you needed proof the trucking industry is on the mend, look no further than the successful resumption of provincial and regional truck driving championships held from coast to coast this summer.

Last year, several provincial associations pulled the plug on the popular event, causing organizers of the national championships to follow suit.

The very future of some of the events were in doubt, and it would've been a shame had the championships fallen victim to the decimated economy. Fortunately, like the trucking industry itself, the spirits of Canada's professional drivers showed remarkable resilience – and just one year later, successful championships were hosted by all provincial trucking associations.

Winners will compete in the National Professional Truck Driving Championships, to be held Sept. 16-19 in Winnipeg. Here's a rundown of the provincial (regional, in the case of Ontario) winners from west coast to east coast. (Quebec's provincials will be held Aug. 14 and Ontario's final results were not yet available

Continued on page 8

Shine on you crazy diamond

Chrome is nice, but cleanliness and heart win hands down

By Ingrid Phaneuf

TORONTO, Ont. – Veteran show'n'shine winner Michael 'Motor' Rosenau admits to having OCCD: Obsessive Compulsive Chrome Disorder. The 2009 *Truck News* O/O of the Year has 25 trophies to his name. And he

spends \$10,000-\$15,000 on his current truck project per year. But it's his passion that impresses you when you talk to him about what makes a winner.

"Some people think I'm crazy for putting so much money and time into my truck," says Rosenau.

"My friends say 'why spend so much money on a tool you use to work with?' They just don't understand why, when I could be doing something else."

Many of the details that have made Rosenau's current showpiece

Continued on page 53

Good-bye T2, hello T700

We take the new Kenworth T700 for a drive



See pgs. 38-39

Inside This Issue...

- **Looking to lease?:** Expensive emissions requirements and an uncertain economy have some fleets taking a fresh look at the benefits of full-service leasing. Page 31
- **Outside the box:** Witnessing an accident prompted a former truck driver to invent a new cab design. Will his patented round truck cab ever make it to production? Page 36
- **Attention grabbers:** A look at five must-have truck accessories that will wow judges and also help at resale. Page 54
- **Show, shine'n... shrug:** Mark Dalton gives his truck a good cleaning and decides to enter his first show'n'shine. Page 60

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Careers **42-52**

Ad Index **59**

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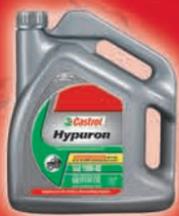
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CLASS 8 TRUCK SALES TRENDS

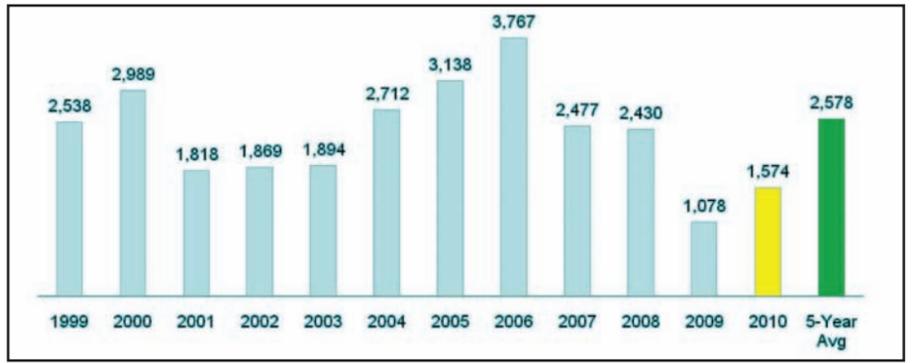
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Monthly Class 8 Sales - May 10

The 1,574 trucks sold in May this year were a considerable increase over last year's sales but not much more can be said beyond that. It was still the second worst May of the past 10 years and about 1,000 units below the five-year average. It also marked a good drop from April's figures. Navistar International, in particular, had a solid month compared to the previous year as did Kenworth and Peterbilt.

OEM	This Month	Last Year
Freightliner	277	233
International	416	270
Kenworth	342	149
Mack	83	82
Peterbilt	168	47
Sterling	30	81
Volvo	153	136
Western Star	105	80
TOTALS	1574	1078

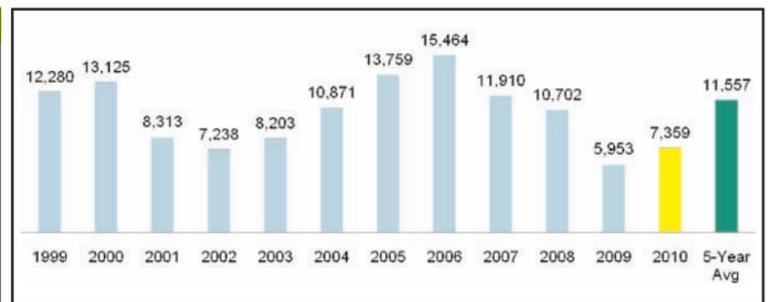
Historical Comparison - May 10 Sales



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

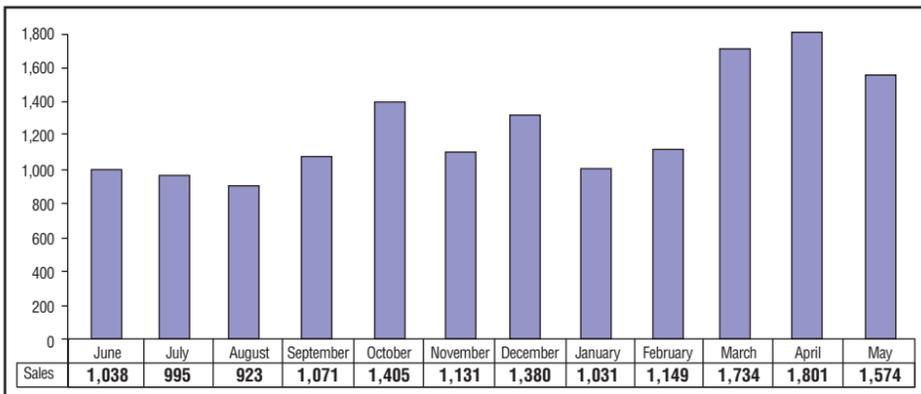
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	108	159	95	73	631	243	119	81	0	8	1,517
Kenworth	122	349	91	99	290	462	38	0	0	0	1,451
Mack	19	30	29	32	165	74	22	13	0	0	384
International	91	204	29	99	871	489	72	62	5	39	1,961
Peterbilt	64	162	59	64	119	283	40	27	0	0	818
Sterling	19	24	6	2	7	27	0	0	0	0	85
Volvo	25	39	22	40	330	138	42	31	0	3	670
Western Star	62	101	22	13	108	77	30	57	0	3	473
TOTALS	510	1,068	353	422	2,521	1,793	363	271	5	53	7,359

Historical Comparison - YTD May 10

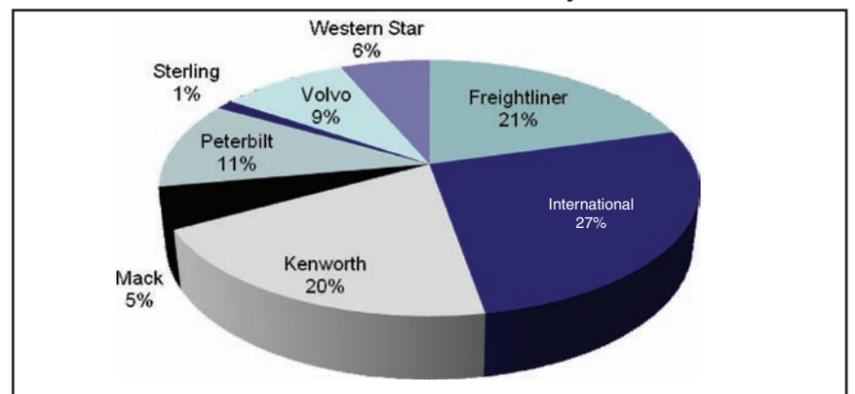


After the first five months of 2010, there were 7,359 trucks sold in the Canadian market. That's a considerable improvement over last year and consistent with the 26% increase in production forecast by ACT Research for this year. Growing freight volumes and improved rates in the TL sector are being cited as the main reason for motor carriers resuming interest in buying new trucks. The current sales figures are also slightly ahead of the sales pace set back in 2002. Yet, to place things in perspective, current sales are about 4,000 units below the five-year average.

12 - Month Sales Trends



Market Share Class 8 - May YTD



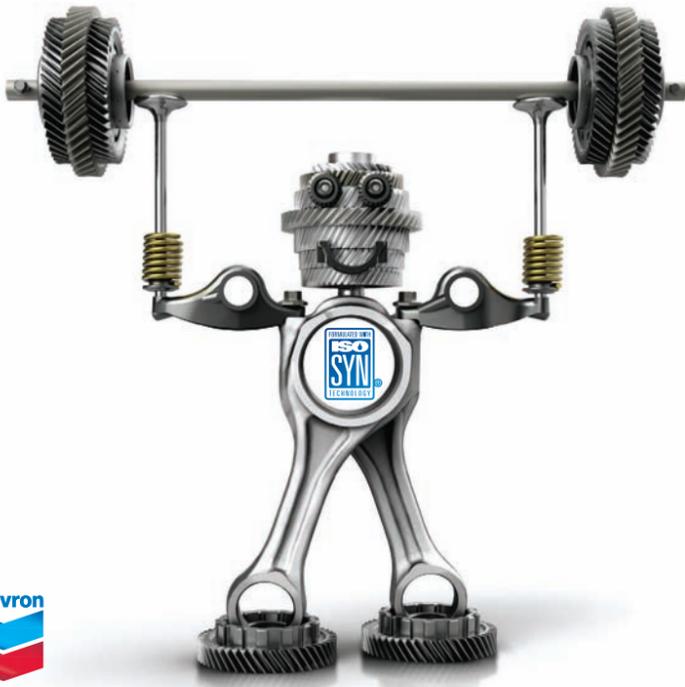
There are many reasons motor carriers remain reticent to purchase new trucks. Despite bankruptcies and fleet size reductions, there are still too many trucks chasing too little freight. Although indications are that freight volumes are growing, growth remains tentative. Pricing for trade-ins remains 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.

If International stands to lose market share due to its decision to not adopt SCR engine technology, truck sales to date do not indicate such a likelihood, at least not to a great degree. International captured the market share crown in the Canadian Class 8 market in 2009, ending up with a commanding 29% share of the market. It remains the market leader this year with a 27% share. Kenworth has been the story of the year so far in 2010 and now enjoys a 20% market share.

Source: Canadian Motor Vehicle Manufacturers Association

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TRUCK NEWS

August 2010, Volume 30, Issue 8
 ISSN 0712-2683 Truck News (Print)
 ISSN 1923-3523 (Online)
 Truck News, USPS 016-248 is published monthly by
 BIG Magazines LP., a div. of Glacier BIG Holdings
 Company Ltd. U.S. office of publication:
 2424 Niagara Falls Blvd, Niagara Falls, NY 14304-5709.
 Periodicals Postage Paid at Niagara Falls, NY, U.S.
 Postmaster send address corrections to:
 Truck News, P.O. Box 1118, Niagara Falls, NY 14304.
 Truck News is published 12 times a year by BIG
 Magazines LP, a leading Canadian information
 company with interests in daily and community news-
 papers and business-to-business information services.
Creative Directors: Carolyn Brimer, Beverley Richards
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Have we finally turned the corner?

It's been a busy month. One day I was visiting HGC (The Harmon Group)'s new 45,000-plus sq.-ft. terminal, shop and warehouse in Caledon, Ont. which was built on land purchased during the Great Recession.

President Jas Shoker was excitedly talking about the company's growth strategy, including the launch of an LTL division and new direct service into Mexico. He boldly predicted his fleet would grow by 25% this year.

And then there was my day trip to B&C Truck Centre in Port Colborne, Ont., where Claire's Delivery was receiving 12 Mack Pinnacle day cabs so it can service a major contract it recently landed with Pinty's Delicious Foods.

The fleet lost a major customer when John Deere shut its local factory, but it rebounded in a big way by landing the Pinty's contract, which necessitated the purchase of a new fleet of Mack trucks with the latest emissions-free engine technologies.

Also this month, I had the chance to test drive a couple of new Kenworth T700 tractors – one with the Cummins ISX and the other with the all-new Paccar MX engine – in the Seattle area.

Editorial Comment

JAMES MENZIES



Within days, word arrived that US mega-fleet Steven's Transport placed an order for 500 of these trucks. The day I left Seattle, Kenworth delivered its first MX-equipped truck to Costco's private fleet.

My Inbox has been busy as well. Just minutes before writing this column, I received notice that Volvo and Mack have collectively received orders for 10,000 Class 8 trucks with SCR.

A week or so earlier, Daimler issued a press release noting it had received orders for more than 21,000 SCR-equipped trucks and was recalling 540 workers to build the trucks.

For its part, Navistar was heralding major supply deals with Heartland Express and J.B. Hunt.

Growing optimism has worked its way west. TST Overland Express announced a major new terminal in Calgary that will triple its capacity in western Canada. It

then trimmed delivery times to Calgary and Vancouver from the southern US.

TransCore's latest Canadian spot market freight index arrived in my Inbox today. It shows a 59% improvement in spot market freight availability compared to a year ago and an 11% gain over the previous month.

Drivers I've spoken to recently say they're busy, finally getting the mileage they were enjoying before the economic turmoil of the last few years. There seems to be growing optimism on all fronts. Are we completely out the woods? Maybe not yet.

But there's been a palpable shift in driver, fleet manager and manufacturer attitudes for the better.

After three years of writing predominantly

about layoffs, survival strategies, downsizing and company bankruptcies, it's a refreshing change of pace.

Yes, it's been a busy month. Keep it coming! □

– 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).



Taking a 'wait and see' approach isn't without risk

As Canadians, we tend to lean towards a "wait and see" attitude. You can see that everywhere you look in our industry: Let's wait and see how the economy fares in 2010 before making any decisions about investing in new trucks; let's wait and see how the latest engine technologies work out before purchasing new powerplants; let's wait and see what happens to freight volumes before giving the thumbs up to that new terminal out west.

It's not a bad approach – no doubt being cautious has kept many a company owner from getting overly excited and losing his or her shirt in a bad investment.

I must admit, I often tend towards the "wait and see" approach myself. Economic uncertainty naturally tends to feed the tendency towards taking a "wait and see" attitude.

Viewpoint

LOU SMYRLIS
Editorial Director



That's certainly the attitude that appears to be prevalent at the moment when it comes to mergers and acquisitions. On the one hand, those who may want to sell are held back by the cold reality that their company is not worth anywhere near what it used to be.

Also, many independently owned and operated trucking firms in the Canadian market do not have firm succession plans in place and in many cases no family members waiting in the wings and interested in becoming second- or third-generation operators.

Both those factors are pushing owners who could be selling to-

wards a wait and see attitude, especially since the banks have not been anywhere near as aggressive as many thought they would be when it came to dealing with fleets on the ropes.

On the other hand, companies in a good position to be acquirers are being very cautious. Nobody wants to make a bad investment so soon after recovering from a nasty recession.

Yet, there are times when "wait and see" can have very negative consequences. That was made abundantly clear by the numbers provided by Elian Turner of Scotia Capital. Turner spoke at a workshop we recently put on in partnership with Dan Goodwill & Associates.

Consider that back during the industry glory days of 2002 to 2007 when trucking company valuations were going off the chart,

we hit a peak of 10.7x EBITDA. Today trucking company valuations are down to about 4.2x EBITDA, according to Turner. As he pointed out, can you imagine how much was lost by people who took a "wait and see" attitude because they did not properly understand the market trends and their company's value?

A return to peak valuations will likely take another five to 10 years, according to Turner and will require substantial sustained EBITDA growth.

If you think you should be selling, the "wait and see" approach may not be the best one this time around. □

– 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).

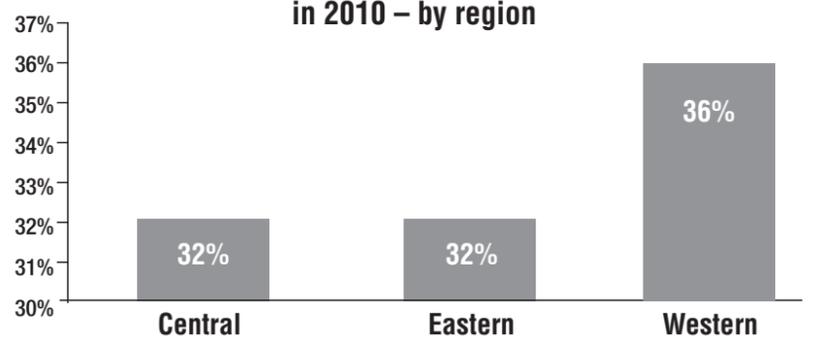
Did you know?

The likelihood of another capacity crunch

A slumping economy combined with overzealous equipment purchasing on behalf of carriers can have a measurable impact on capacity concerns among shippers and considerable downward pressure on rates. Back in 2006 Canadian shippers believed capacity to be tight enough in most modes that they were willing to grant sizeable rate increases. Many motor carriers beefed up their fleet sizes from

2006 to 2008, adding to the excess capacity now believed by shippers to plague every mode. As a result, shippers clearly have had the upper hand in contract negotiations and will continue to do so while capacity remains abundant. Are the seeds being sown, however, for another capacity crunch, at least in the trucking sector? Canadian motor carriers have significantly reduced their purchases of Class 8 trucks during the freight recession. Last year will go down as the worst year for Class 8 truck sales since the early 90s. And only 31% of motor car-

Motor carriers purchasing heavy duty trucks in 2010 – by region



riers participating in our annual research were planning to purchase new equipment in 2010. Looking at capacity additions among Canadian carriers on a regional basis as well as by size of company, it's not surprising that motor carriers in western Canada are more will-

ing to add capacity than those in central and eastern Canada. Large carriers also seem, in general, to have fared better in weathering the economic storm and are three times as likely to be adding to their fleet size than small carriers, who have been financially decimated by the recession and also face much greater difficulty in securing financing for new equipment purchases. For more information about capacity, rates, surcharges, freight volumes and more, see our *Inside the Numbers* annual report, available for just \$99 on Trucknews.com. □

CONTENTS

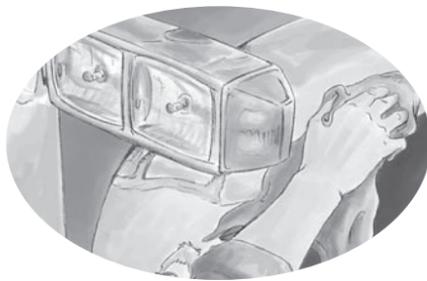
TRUCK NEWS

Question of the month

Would tolls on the 401 cause you to change routes?
page 62

Mark Dalton in...

Show, shine'n... shrug Part 1



page 60

departments



OEM/DEALER NEWS: A new home for Holmes is opened up in Orangeville.

Page 58

Truck Sales	4
Opinions	6
In Brief	7
Canada	8-11
East	12-13
Quebec	14
Ontario	16-18
Border	20
Scott Taylor, Tax Talk	22
Joanne Ritchie, Opinion	23
Al Goodhall, Over the Road	24
Bruce Richards, Industry	25
David Bradley, Industry	26
Ask the Expert, Safety	27
Rob Wilkins	28
Karen Bowen, Health	29
Chris Singh, Health	30
Fleet News	40-47
New Products	48-52
People	56
Advertiser's Index	59
Mail	61

IN BRIEF

TransCore's Freight Index shows continued improvements

TORONTO, Ont. – TransCore's Canadian Freight Index continues to show improvements in spot market freight availability.

The June index showed a 59% improvement in spot market freight availability compared to June 09 and an 11% gain over May 2010.

For the second quarter, the index was up 39% over the first quarter and 70% higher than Q2 2009, TransCore reports. The index is derived from TransCore's Loadlink freight-matching database and network, which includes more than 12 million loads and trucks per year.

North America-wide, spot market freight availability was up 112% compared to June of 2009. Load volume was 11% lower in June than in May, however, primarily because of a two-month decline in flatbed load availability, which followed five months of extraordinarily high volume in that segment, TransCore reports. Dry van and reefer loads were actually up 2% over May. □

Avaal opening second location in B.C.

SURREY, B.C. – Avaal Technology is opening a second office in Surrey, B.C. Avaal officials say the new location, found at 302-17665 66A Avenue in Surrey, was strategically placed in the heart of the B.C. trucking community, helping the company reach customers from coast to coast.

A grand opening ceremony is planned from 1 p.m. to 3 p.m. July 24. In attendance will be Avaal president and CEO Dara Nagra, as well as local government delegates and industry leaders. The public is also welcome to attend, according to the company.

Avaal Technology will be offering its Dispatch Specialist course from the new Surrey office starting July 26. The course will run from Monday to Friday, with classes scheduled in the evening from 6 p.m. to 10 p.m. Interested students can call head office at 877-995-1313 to register. □

Bison, Maxim raise \$150K for CancerCare

WINNIPEG, Man. – The Blazing Bisons and Maxim Great Dames & Dudes did the trucking industry proud, raising about \$150,000 between them at the recent Cancer-Care Manitoba Challenge for Life 20K Walk.

The walk was held in Winnipeg June 12. The Blazing Bisons were the top fundraiser of all teams, raising \$93,223 thanks in part to a \$250 contribution from Bison itself for every participant.

Bison employees from its Mississauga operations instead took part in the Canadian Cancer Society 12-Hour Relay for Life on June 4, add-

ing to the total amount raised for cancer research.

"Bison is proud to have taken part in such a worthy cause. Cancer affects us all. We have several members of the Bison Transport Family who are battling various forms of this disease right now," said Bison president and CEO Don Streuber. "As a large organization, taking an active role in these events was the right thing to do."

The Maxim Great Dames & Dudes, meanwhile, raised \$56,738 during the 20K walk, making them the fourth largest contributor in terms of money raised. □

Believe it or not, Canadians are interested in truck safety: Poll

OTTAWA, Ont. – A recent poll conducted by the Traffic Injury Research Foundation (TIRF) has found that many Canadian drivers do not believe driver training programs for passenger vehicles provide adequate education about sharing the road with large trucks. The survey, conducted in September and October, found that 62.4% of respondents did not believe training is adequate, with 20.2% of respondents stating they didn't know whether training is adequate or not.

"Perhaps not surprisingly, a majority of the respondents (60.2%) supported requirements to test drivers of passenger cars to see if they know how to safely share the road with large trucks before obtaining a driver's licence," said Ward Vanlaar, vice-president of

research at TIRF. When asked about safe driving practices when sharing the road with a large truck, the majority of respondents (64.2%) believed that they knew the minimum distance a driver should leave between their vehicle and a large truck. A majority (77.2%) of respondents also answered that they knew where the truck driver's blind spots are.

"What was unexpected was that a reasonably large number of Canadians admit they actually do not know about these safe driving practices (35.8% and 22.8% respectively)," says Vanlaar. "In light of these findings, perhaps it should not be surprising that so many Canadians believe driver training for sharing the road with large trucks is inadequate."

TIRF officials say the concern over training adequacy may be warranted since the number of fatal collisions has not changed much between 2000 and 2006, suggesting a plateau has been reached. Furthermore, the number of injury crashes involving large trucks substantially increased between 2001 and 2005 from 7,802 to 9,366.

When asked about concerns regarding large trucks, Canadian drivers are concerned with driver fatigue and long Hours-of-Service (69.7%), vehicles not meeting safety standards (67.1%), and speeding (63.8%). Vanlaar notes that while concern is warranted, government agencies and industry have taken steps to address these concerns, including new HoS regulations, and the use of speed limiters and EOBRs. □

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CANADA

Full slate of provincial, regional championships set stage for nationals in Winnipeg

Continued from page 1 at press time):

British Columbia

The Tradex Centre in Abbotsford, B.C. played host to the provincial championships on June 26. Winners included: Tony Gomez, Canadian Freightways, step-van; Hans Wettstein, Canadian Freightways, straight truck; Evan Hirst, Canadian Freightways, single-single; Dale Scott, Canadian Freightways, single-tandem; Dean Grant, Agrifoods International Co-op, tandem-tandem; and Adam Besse, Canadian Freightways, B-train.

The Team Award went to, you guessed it, Canadian Freightways. Agri-Foods' Grant was named Grand Champion, Rob Thiele of Simard Westlink won Rookie of the Year honours and Gomez won the Safety Award.

Alberta

The Alberta 'Rodeo' was hosted at Westerner Park in Red Deer June 19, which was deemed fair to competitors in both Calgary and Edmonton, yet may have hindered participation from both cities since accommodations were required. Organizers are said to be once again exploring venues in both major cities.

At any rate, the event was a success, with several pros stamping their tickets to the nationals, including: Randy Smith, Canadian Freightways, step van; Keith Franklin, Canadian Freightways, straight truck;

Darren Tychkowsky, FedEx Freight, single-single; Dale Fryklund, City of Calgary, single-tandem; Paul Mills, Canada Safeway, tandem-tandem; and Steven M. Calhoun, Canadian Freightways, B-train. Canada Safeway's Mills won the Grand Champion award, Scott Gee of Sokil Express Lines was named Rookie of the Year and the Team Award went to Canadian Freightways Calgary.

Saskatchewan

Further east, Saskatchewan drivers went head to head June 5 at SLH Transport's facilities. Winners there included: Gord Procyk, Jay's Group of Companies, Super-B; Larry Radons, Reimer Express Lines, straight truck; Brian Weslowski, SLH Transport, single-single; Harvey Gording, Reimer Express Lines, single-tandem; and Dan Bururuz, Ridsdale Transport, tandem-tandem.

Manitoba

On June 30, Peterbilt Manitoba played host to the Manitoba version of the event. Winners from the Friendly Province included: Robert Archambault, Bison Transport, step van; John Klassen, WM Dyck and Sons, straight truck; Brian Hrabarchuk, Con-Way Freight Canada, single-single; Rob Trager, YRC Reimer, single-tandem; Howard McAfee, H&T Trucking, tandem-tandem; and Ken Wiebe, EBD Enterprises, Super-B.

Con-Way won the Team Award,



TIGHT TURN: A driver competes in the B-train category of the Alberta Truck Rodeo in June.

McAfee was named Grand Champion and Wiebe won the Bjornson Memorial award. David Bielski of Con-Way won the First Time Entrant award.

Central Ontario

Twenty-three drivers from central Ontario competed at the 25th edition of the Central Ontario Regional Truck Driving Championships held June 12 at Conestoga College's Doon Campus.

Winners included: Stewart Jutzi, Erb Transport, straight truck; William Wolf, Maple Leaf Foods, single-single; Bert Weykamp, Conway Transport, single-tandem; Tom Griffiths, Maple Leaf Foods, tandem-tandem; Wayne Burnett, Maple Leaf Foods, B-train.

Maple Leaf's Burnett also won the Safety Award and was named Grand Champion. The Team Award went to Maple Leaf Foods.

Winners moved on to participate in

the provincials, held July 9-10. Results of the provincials were not yet available at press time.

Toronto Region

Also competing in the Ontario provincials on July 9-10 were winners from the Toronto Regional Truck Driving Championships, held June 12 in Brampton. Top marks in the event went to: Tiberio Traverja, City of Brampton, straight truck; Todd Hewines, Gordon Food Service, single-single; Jason Wingle, Con-Way Freight, single-tandem; Dan Congdon, Reimer Express Lines, tandem-tandem; Tom Tuttle, Bison Transport, train.

Epic Express won the Team Trophy and Reimer's Congdon was named Grand Champion. FedEx Freight driver Jaswinder Sandhu won Rookie of the Year honours.

Atlantic Region

The Atlantic Provinces Trucking Association (APTA) event was held June 12, with more than 40 drivers vying to represent Team Atlantic in the nationals this fall.

First place winners included: Chris Underwood, Armour Transportation, two-axle; Steve MacPhee, Day & Ross, four-axle; Alan Constantine, Armour Transportation, five-axle; and Blaine Hubley, Gerald Battist Trucking, B-train.

Armour Transportation Systems won the Team Award and Tony Smallman with Keltic Transportation was named Rookie of the Year. □

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(3) 2005 WABASH 53' x 102" "FREIGHTPRO" DRY FREIGHT VANS



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



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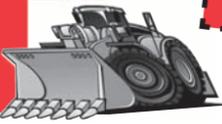
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Answers on page 59

1		2		3		4		5	6	7
								8		
9						10				
	11							12		
13										
14				15			16			17
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Across

1. '70s White conventional (4,4)
5. International Load ____ debuted in '62
9. Road inclination
10. Cold-cargo carriers
11. CB query, "Got your ____?" (4,2)
12. Small motorbike with pedal assist
14. Schneider-rig colour
16. Country-road coating, commonly
19. International 9900 trim level
21. Tire add-ons in serious snow
24. ON-based carrier, ____ Terminals
25. VIA's roadway
26. Fatigued driver's need
27. Monitors for police and emergency calls

Down

1. They might be big
2. Home of "Heart of Dixie" plates
3. Edmonton-based trucking company
4. Clear-the-road sounds
6. Temporary traffic delay (3,2)
7. GTA carrier with flooring-material specialty
8. The Peg-based YRC subsidiary, ____ Express
13. International's retro-style model
15. "Keep the ____ side down"
17. Allied, for example (3,4)
18. Tourist-route description
20. GST component
22. "Rubber City" in Ohio
23. Words in fixer-upper truck ad (2,2)

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CANADA

Praxair sleep apnea program yields results

By James Menzies
KING CITY, Ont. – The sample size may be small, but the results of a sleep apnea diagnosis and treatment program implemented by Praxair, are nonetheless encouraging.

Praxair's Dave Johnson was on-hand at the Private Motor Truck Council (PMTTC) of Canada's annual convention to share the results of a sleep apnea treatment program the company made available to all its drivers. Unfortunately, he admitted, only five of the company's 100 or so drivers took part in the voluntary program. He chalked this up to a lingering fear that diagnosis with sleep apnea can result in a driver's licence being pulled or worse, the loss of their job.

It's a fear that, while overblown, isn't entirely baseless, he said.

"They were skeptical," he said of the company's drivers. "Can I lose my licence over this? The answer is, it's possible. It's a remote possibility, it rarely happens, but the Ministry of Transportation does have a section that says a physician is required to report any condition that may affect a person's ability to operate a motor vehicle and sleep apnea is one of those conditions."

An employer, however, can't fire a driver simply because they've been diagnosed with sleep apnea.

"We were told (by human resources and legal advisors) that we couldn't force people to do this and we were told we couldn't fire anyone," Johnson said. "If a driver has terrible sleep apnea and can't tolerate the CPAP (Continuous Positive Airway Pressure) machine, we have to find them another job at Praxair."

Before rolling the program out, Praxair began educating drivers on sleep apnea itself. By now most in the industry know that obstructive sleep apnea is a condition that causes a person to stop breathing as often as 100 times per hour (in extreme cases) while sleeping due to a blockage of the airway. Sleep apnea sufferers never get fully rested, because their sleep is constantly interrupted by the loss of oxygen to the brain, Johnson ex-

plained. And while it's easy to dismiss (who hasn't gone to work after a restless night?), Johnson put the condition in perspective this way: "You can't do that (sleep deprivation) in Guantanamo Bay. It's a form of torture."

When Praxair decided to introduce a sleep apnea treatment program, it also vowed it would be completely confidential and participating drivers would incur no costs. Of course, that presented some challenges – how would a driver file for reimbursement of any uncovered expenses while remaining anonymous?

"That's where the confidentiality got a little dicey," Johnson admitted.

Unfortunately, only five drivers volunteered for the program, although others benefited from the increased awareness spurred by the educational campaign.

"My feelings are that some others went out on their own and sought treatment," Johnson said.

Of the five who volunteered, all were diagnosed with sleep apnea and began CPAP treatment, consisting of a machine with a mask that's worn while sleeping to keep the airway passage unrestricted. Since then, a year has elapsed. Johnson says the five drivers who took part were involved in two accidents in the 12 months preceding treatment. They were completely accident-free in the 12 months following treatment. Just as importantly, their quality of life has improved and they are "happier drivers," Johnson added.

"We seem to have better drivers. Our supervisors are reporting these guys are actually happier drivers, they're less grumpy, they have a better attitude and that's good for everyone."

Despite the limited sample size, Johnson's a believer in the program. His only wish is that the company could make the program mandatory for all drivers.

"We begged HR and legal, but they wouldn't let us," he said. Even so, the five treated drivers have become ambassadors for the program, so there's hope more drivers will seek treatment as the company continues to raise awareness about the condition. □

In Transit Personnel turns 15, eyes Manitoba

MISSISSAUGA, Ont. – In Transit Personnel is celebrating its 15th anniversary and moving into the Manitoba market.

The company provides third-party HR solutions to companies in transportation and logistics, including providing drivers and dispatchers as well as experts in logistics planning and operations.

"We started out in a small office placing a few people and today have hundreds of dedicated employees," said Tracy Clayson, business development manager and founder, In Transit. "Through it all we have maintained terrific working relationships with those early clients and have added many more superb, big-name customers. We love the challenges and rewards of the transportation industry."

The company has expanded over the years to serve not only Ontario, but also B.C., Alberta, Quebec and the US and it is preparing to enter the Manitoba market as well. □



Is 'maintenance-free' reality or myth?

By Julia Kuzeljevich
MARKHAM, Ont. – When it comes to fleet maintenance, there are myriad components available today offering extended maintenance intervals, but the reality is, you'd be hard-pressed to find any product that is totally "free" of any maintenance requirements, at one point or another of its life.

The 2010 Canadian Fleet Maintenance Seminars, which took place May 10-12 in Markham, Ont., featured a session covering maintenance-free components, and the reality of working with them.

The seminar featured panel speakers Jake Francis, body shop sales and administration, Carrier Truck Centres, Jim Pinder, a licensed truck and coach technician with Superior Propane, and Richard Sharpe, v.p. of fleet services with MacKinnon Transport. The session was moderated by Todd Dennis of Cargill.

"The philosophy behind low maintenance products was done with the idea of extending maintenance intervals. In general the manufacturer has done a great job of that," said MacKinnon's Sharpe. "I think it's massively important that technicians put their eyes on something, if not the grease gun. We try to maintain proper service procedures using the manufacturer's recommendations for installation. If a lamp connection fails, for example, it's frequently because of the installation, not the harness," he added.

Above and beyond provisional equipment operations, there are many things you can do to prolong service intervals and provide good service, noted Sharpe.

And manufacturers are also more than willing to give you training and to offer guidance on their products, said Superior Propane's Pinder.

Sharpe added that drivers should also be kept up to date on what to look for in terms of wear on components.

"Our drivers are our last line of

TL rates up, LTL flat: rate index

OTTAWA, Ont. – Truckload rates are on the rise while LTL rates remain flat, according to the latest edition of the Canadian General Freight Index. The index measures the cost of ground transportation rates for Canadian shippers. The latest edition includes April.

"The results show a definite increase in truckload rates – which is consistent with what we are seeing in the industry," says Dr. Alan Saïpe, president of Supply Chain Surveys. "Less than truckload appears to be staying flat."

Overall freight costs rose 3.9% in April compared to March. Base rates, excluding fuel surcharges, increased 3.9% with average fuel surcharges decreasing by 1.4%.

"While we are seeing a clear increase in demand for truckload capacity, it is still too early to know for sure if the price increases seen in April is the start of an upward trend," says Doug Payne, president of Nulogx. □

defence. If they don't see these things on a trip inspection, we are opening ourselves up to a lot of issues," he said.

"If you're looking for grease or lubricant loss, you're looking for corrosion."

"Early stage detection means less cost and opportunity for events that will bring in the inspection people," added Pinder.

But if a spec' is supposed to be 'maintenance-free,' are there policies on them that even exist?

"Each component does and should have an inspection process. Wear takes place, even if something is 'permanently lubed'. Even in a maintenance-free battery, while you can't service the battery, you can service the connection," said Sharpe.

"A battery is sometimes not secure. If it's loose and worn through, with fluid leaking out, you might find yourself with a roadside (break-down). A lot of the pressure has been from vehicle owners, to reduce maintenance intervals. It's an awareness thing. If the driver feels comfortable telling you that there is something wrong, when he brings it to the attention of the fleet manager, it's going to get addressed," said Pinder.

With some components, said Sharpe, it's not that they're "free" of maintenance requirements but that they are designed to be maintained after a given period of time.

Ironically enough, some of the equipment that "doesn't go very far" in terms of accumulating actual mileage may require more maintenance than equipment that is running all the time, said Pinder.

"Shocks are another maintenance issue that get lost on our chassis. A lot of 'maintenance-free' is about doing it once, about training, about explaining. Don't take for granted that (your mechanics, for example) absorbed it the way you intended it. Your maintenance staff can be constantly evolving," he said.

"It may be hard to check if your shocks are overheated but you can certainly check for leaking," said Carrier Truck Centres' Francis.

"It's your responsibility to maximize a product's use, as obtained from the manufacturer," said Cargill's Dennis.

"You need to know what the manufacturer recommends and when. If you're getting the product, get the literature to go with it," he said, noting that fleets need to contact manufacturers on a regular basis when issues come up.

"Fleet managers should maintain relationships with their OE reps. Generally they are very forthcoming with information," said Sharpe. □

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EAST

Truckers protest as Marine Atlantic makes changes to reservation system

Independent truckers say ferry reservation system is unfair

ST. JOHN'S, Nfld. – Marine Atlantic continues to modify its commercial truck reservations system to appease carriers both large and small, but the changes did little to quell complaints and a smattering of independent truckers picketed the ferry service in mid-June.

Independent truckers have complained that large carriers book too much space on the ferries, spaces that often go unused due to cancellations.

To that end, Marine Atlantic announced changes to its reservations system in June that adjust cancellation and check-in times

as well as the fee structure. The Crown Corp. also rolled out an online version of its commercial reservations system June 21.

The changes, Marine Atlantic claims, will result in improvements to the timely availability of bookings, the ease of making reservations and the timeframes for commercial customer check-in.

Among the recent changes, Marine Atlantic extended the cut-off time for cancellations from 12 hours prior to departure to 24 hours, effective June 21.

“When a customer changes their requirements or a job doesn’t materialize, carriers are dropping

bookings in the last few hours before the cancellation deadline,” said vice-president of customer experience, Don Barnes. “While this is certainly within the rules of the system, we have heard that it is difficult for another carrier to make and use a booking within that timeframe.”

“By extending the lead time for cancellations, the smaller and independent carriers will have more timely access to bookings,” Barnes added. “The independent truckers have told us that their biggest challenge is getting a booking at short notice, because much of their business is secured

in the last 12 to 24 hours. This change means a significant improvement for them.”

Marine Atlantic has also developed a wait list, which was expected to be up and running by early July.

“We are developing a wait list application for the system,” Barnes announced in June. “We are determining the parameters for a wait list and examining some technical questions from a systems perspective, but intend to have this in place as soon as possible.”

The ferry service is also changing check-in times for commercial units.

“We have determined that we can reduce the check-in times for tractor-trailer and drop-trailer units without affecting our ability to load the vessels and sail on time,” said Barnes. “As of June 21, the check-in time for tractor-trailers will be reduced from three hours to two, and from five hours

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Marine Atlantic gets boat load of federal funding

NORTH SYDNEY, N.S. – The federal government has committed a half-billion dollars to Marine Atlantic which is earmarked for upgrades to its terminal and port infrastructure, including construction of a new terminal building in North Sydney.

The funding was announced in early July by Rob Merrifield, Minister of State (Transport).

“Today’s investment will help Marine Atlantic renew its fleet and shore facilities, and improve the quality and reliability of its services,” Merrifield said.

The Port aux Basques and Argenta terminal buildings will also be improved, thanks to the cash injection.

“The Government of Canada’s significant investment in Marine Atlantic will enable the corporation to move forward with its plans to renew the ferry service,” said Rob Crosbie, chair of Marine Atlantic’s board of directors. “This is the first time in many years that the organization has received a commitment of five-year funding. It provides the corporation with the ability to plan a multi-year investment strategy that will result in the renewal of its fleet, terminal and other shore facilities, thereby improving the quality and reliability of its services. This investment will provide the necessary assets to meet the corporation’s mandate for this vital ferry service.”

Wayne Follett, president and CEO of the crown corp., said the company will also be focusing on improving its processes to improve service.

“There is much work to be done and the necessary changes will not occur overnight. In addition to the investment in physical assets, we will be making changes to our business processes to ensure we provide a safe, reliable and efficient ferry service for the long term,” he said. □

to four hours for drop-trailers.”
 The check-in time changes will not apply to oversized units or those with hazardous materials or livestock, Marine Atlantic notes. The check-in time changes will hopefully eliminate many late fees for carriers, which previously had to shell out \$150 every time they arrived between three hours and two hours prior to sailing.

Despite the rough seas encountered by Marine Atlantic as it has rolled out its commercial reservations system, not all feedback has been negative, the ferry service insists. Barnes said most commercial users are pleased with the service and have benefited from more predictable pick-up and delivery times, improved driver schedules and better utilization

of equipment as well as the more timely delivery of perishables.
 “We have heard from the grocery industry that their products are getting on the shelves more quickly and reliably since commercial reservations have been in place,” said Barnes. “This is one example of how consumers in Newfoundland and Labrador benefit from this new approach.”

“We recognize that there have been serious issues raised, especially from the smaller carriers,” added Barnes.
 “We understand the challenges they face, and are making these adjustments primarily to address their concerns.”
 Still, the changes were not enough to deter about 20 truckers from picketing. □

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QUEBEC

In search of the A-30

By Carroll McCormick
MONTREAL, Que. – Having followed, since 2003, the thrills and spills of planning, squabbling and eventual funding of the completion of the A-30 ring road around Montreal, I was excited to read that earlier this year Quebec had printed the last \$531.8 million required to complete the A-30 over the next two years.

It will be the salvation of truckers, the overworked Champlain bridge and everyone else who suffer the tortures of crossing Montreal en-route to points east or west. I hopped in The Tomato (my little red Yaris), slipped Willie Nelson's 'Slow Down old World' in the CD player (just kidding) and went a-looking for dirt and 'dozers that matched the pictures on the Internet.

One of the first parts of the A-30, built decades ago, crosses the A-10, which leads to the Champlain Bridge and Montreal. One of the early successes of the reactivated project was to extend it westward across the south-bound A-15, which takes traffic to New York state.

Currently, this lovely stretch of A-30 leads, lobster trap-like, onto Highway 132, which takes me through five ruthless kilometres of dusty retail ghetto from Delson to Sainte-Catherine. Mercifully, the A-30 will run south of and parallel to this mid-apocalyptic vision.

I turn off the 132 onto a 13-kilometre stretch of A-30, also built decades ago. Partway along, I gawk over my left

shoulder to catch a glimpse of a swooping overpass in the field. Too soon, the old A-30 poops out and becomes old two-lane 132 again.

According to my map, I should be able to turn left away from the St. Lawrence River onto the Rue de la Gare and maybe spot some more construction. Sure enough, after 10 kilometres I see an orange sign. I motor up over a little hill and there, completely alone in a vast field stretching east and west as far as the eye can see, sits a completed overpass. There is not a soul in sight. A sign announces that this is Chantier No. (work site) 513. Dozers have roughed out the A-30: a fat line of muck curves away and disappears in the distance.

My next chance to see tax dollars at work is from Chemin de la Beauce, nine kilometres further along. Here, Chantier No. 516 marks the spot: a partially completed overpass very close to some lucky Ferme Clement barns. The A-30 here has been overlain with crushed rock.

Volvo dump trucks, Cat dozers, Chenoil excavators and workmen litter the site. Foam packages, each about 4x6x8 feet, are stacked in a dazzling white pile maybe 24 feet high, 50 feet wide and most of a kilometre long. I estimate that there are over 5,000 of these blocks, with more coming off the back of a flatbed. I've seen them packed around overpasses on to-be-twinning sections of the 185 between Riviere du Loup and the New Bruns-



COMING ALONG: The A-30 marches across the St. Lawrence River.
 Photo by Carroll McCormick

wick border, but I'm vague on exactly what gets insulated from what.

My next stop is Chantier No. 531. The only sign of the A-30 here is an "Access Interdit" sign, a couple of piles of gravel and some unsuspecting houses. But about a kilometre to the west I see huge piles of dirt and five cranes poking at the sky. I try to get closer but after a half-hour circling like a buzzard, I call it quits on a wee lane in the middle of another cornfield. The cranes are still a kilometre away. Too bad, because from there I might have been able to see how it's going on the construction of a 2,550-metre long bridge that will soar more than 38 metres above the St. Lawrence Seaway at the Beauharnois Canal.

I backtrack and proceed further west on the 132. I tunnel under the Seaway. Soon afterward I park where

the A-30 is growing across the St. Lawrence and shooting north to meet the A-20 west of Vaudreuil-Dorion, a few clicks west of Montreal Island. On my side, 16 pillars rise up. A worker flaps a tarp. On the other side of the river the not yet bridge-like bridge heads this way. This 1,860-metre long structure will be finished in October 2012. The toll will settle somewhere between 30 and 60 cents per axle.

Satisfied and dry as a bone from the hot afternoon, I chill under some oaks with something cold and German, then steer The Tomato toward home.

Remember that swooping overpass? The best I can figure it, the new A-30 will veer under it, race south of the 132 that slashes through that shopping district, and link up with the A-30 at the A-10. See you there with the hammer down in 2012! □

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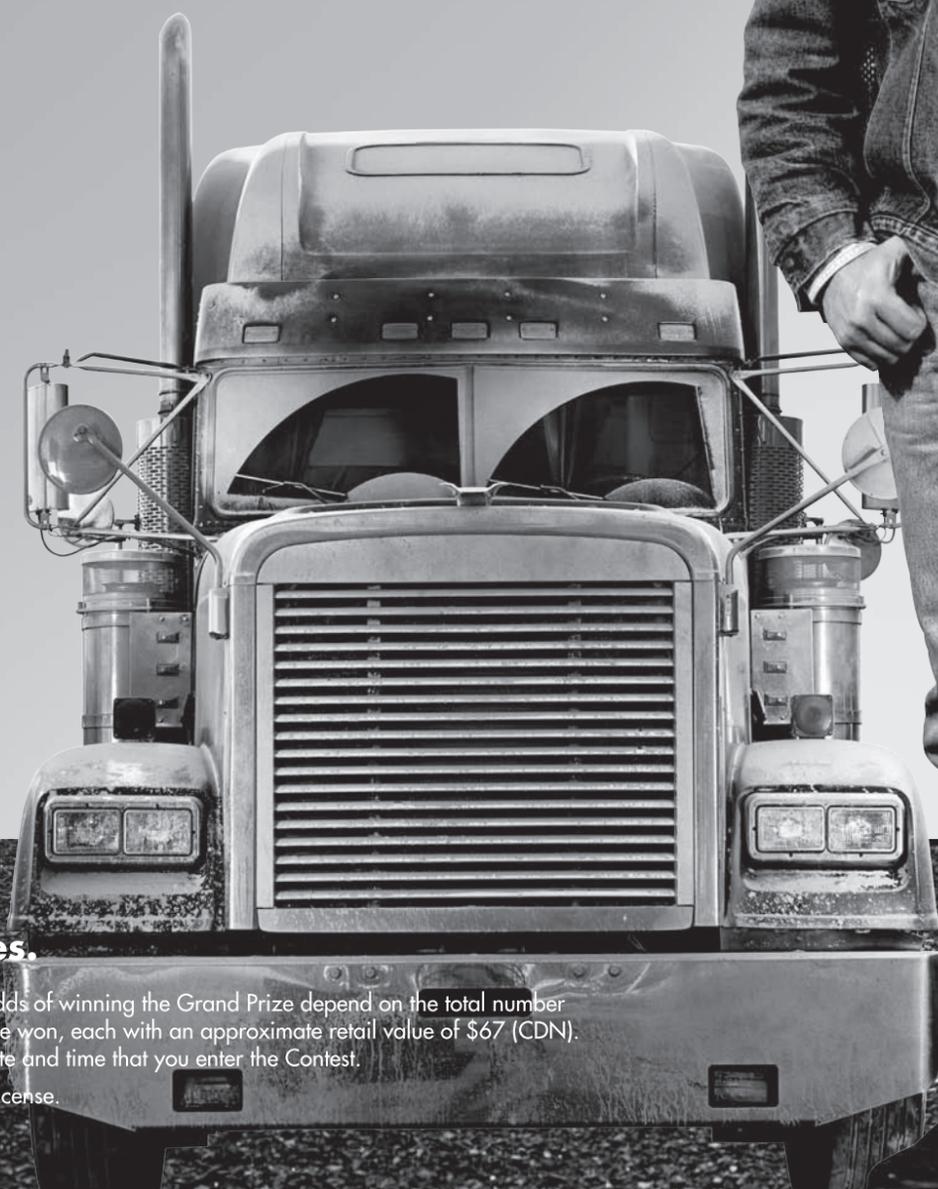
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ONTARIO



THANK YOU BBQ: Quick Truck Lube staff kept their burgers hot and their heads dry during the company's customer appreciation day July 9. Photo by Adam Ledlow

Quick Truck Lube says thanks with customer BBQ

By Adam Ledlow
AYR, Ont. – Quick Truck Lube took advantage of the recent heat wave by hosting a customer appreciation barbecue on July 9.

Though clouds threatened for most of the morning, the afternoon eventually gave way to sunshine as customers enjoyed a barbecue lunch and the opportunity to talk to major oil vendors on site.

As part of the event, Quick Truck Lube was also offering a special one-day oil change price of \$99.99 (with a Fleetguard filter), which had trucks lined up out of the Ayr, Ont.-based company's three bays all afternoon. At the mid-point of the day, Quick Truck Lube owner

Gurjinder Johal estimated that as many as 200 customers would eventually take advantage of the company's one-day promotion.

"We are really thankful for the customers who gave us their support for the last five years," said company owner Johal. "The last two years – 2008-2009 – were really bad, and we are thankful for our customers. They stuck with us and supported us to survive in the recession. We expanded last year and opened a second location because of our customers, so today is a time to give back."

Quick Truck Lube opened its second location in Fort Erie, Ont. on Oct. 5. For more information, visit www.quicktrucklube.com. □

Grading the auditors

Private fleets share experiences with new MTO facility audit procedures

By James Menzies
KING CITY, Ont. – Words like 'collaborative,' 'interesting,' 'flexible' and 'excellent' may seem out of place sharing a sentence with the term 'MTO Facility Audit.'

After all, an impending MTO facility audit can be the stuff of sleepless nights or worse, nightmares. But a new and improved facility audit process met with nothing but compliments from a panel of private fleet managers who shared their experiences at the Private Motor Truck Council's (PMTC) annual conference in June.

First, the MTO's Frank Fabian explained the reasons behind some of the changes to the facility audit program.

"Hours-of-service changed dramatically over the last couple of years as well as the commercial motor vehicle inspection programs, pre-trip requirements and record-keeping. We really needed an audit to address those issues and any other issues that may come down the pipe in the next number of years," he explained.

The new audit provides more flexibility in some instances and a broader scope of profile elements in others. One improvement is

some added flexibility when auditing driver hours-of-service. Previously, a one-hour violation wiped out all of a driver's points.

"But what happens to the guy who has been bang-on perfect for 30 days of the month but his watch stops one day and he loses an hour-and-a-half? In the old audit, we'd score that driver a zero. It was harsh and it was punitive. We needed something to address that issue," Fabian said. Now, a driver has some leeway; 10% of his monthly logged hours to be exact. So a driver who logged 250 hours in a month can still pass the audit even with a 25-hour margin of error.

On the other hand, the new audit now includes a third profile element, placing fleets under additional scrutiny. Previously, the auditor would examine only hours-of-service and vehicle maintenance. The new audit adds a third category: Qualifications, Records and Reporting. For instance, the auditor will be checking to ensure drivers hold a valid licence of the appropriate class, that driver abstracts are up to date and that the operator has maintained a current record of all violations and accidents.



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“We encourage you to keep abstracts and collision records, keep them up to date, keep on top of those records and make sure your drivers report any convictions,” advised Fabian.

Several PMTC member fleets have already undergone an MTO facility audit under the new criteria and were on-hand to share their experiences. For the most part, all agreed the new audit process was an improvement.

“The biggest difference was, they were much more up-front with explanations of how the process would work,” said Grant Nixon of Securit, which runs about 110 straight trucks. “Rather than ‘Go away, we’ll call you when we want you,’ it was more of a collaborative effort. Much more of a partnership than it was in the past.”

Shari Lagala of Patene Building Supplies agreed. She said they had an “excellent auditor” with a “good demeanour” who took the time to answer all her questions during a four-hour consultation and numerous phone calls.

“The first four hours was them explaining what they were looking for, what the process involves,” she recalled, “to make sure you understand why you’re giving them this information and why they need this information.”

Mike Millian, fleet manager with Hensall District Co-operative, said auditors always gave him a chance to discuss any findings and offer an explanation. His only complaint was that it took six to eight weeks to receive the results and he wishes the auditor was more accessible by phone.

Dennis Shantz of Home Hardware Stores also said the auditors gave him a chance to explain any discrepancies that were discovered.

In terms of preparation, being organized is key, the panelists agreed. Home Hardware’s Shantz suggested conducting mock audits to prepare for the real thing. His company conducts two such mock audits per year. Shantz also says to “be prepared to have somebody there that can work with the auditor,” and help them find required paperwork.

Millian’s advice is to “be cooperative. If you’re going to try to lie to them, BS them – you’re not going to catch these guys.”

“Meticulous record-keeping” and frequent internal audits are the key to success, according to Securit’s Nixon. And Lagala suggested fleets “treat every day like you’re being audited.”

The MTO’s Fabian said the new facility audit procedure is still a work in progress. The department is in the process of conducting a 12-month review and will continue to update the procedures. But in the meantime, he said the new facility audit is not something carriers should fear.

“Operators that currently have a safety program, a proactive vehicle program that includes communication between the driver and the operator, who monitor hours-of-service and all that good stuff, are not going to have a problem with this audit,” he said. “This audit is not that difficult to pass.” □



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ONTARIO

Full field of show trucks compete in Stirling



TROTGING OUT THE SHOW TRUCKS: This Kenworth tractor and horse hauler belonging to Stoney Lake Belgians was showcased at the Stirling Truck Show show'n'shine.
Photo by James Menzies

STIRLING, Ont. – In what has become a Father's Day weekend tradition for many in eastern Ontario, the Stirling Truck Show was held under mostly sunny skies June 18-19. Show participants no doubt appreciated that, unlike in the past, Mother Nature cooperated this year and provided mostly favourable conditions.

The trucks that took part in the show'n'shine were first class with excellent representation from the region. Attendees were most impressed by Brett Akey's 2003 Peterbilt, voting it Lion's Choice Award winner for Best in Show. His Pete also won the Best 2003-2005 Working Tractor, Best Interior, Best Pro-

fessional Show/Flagship Truck and Best Company Tractor-Trailer Combination categories.

Other winners included: Murray Kloosterman, 2006 Peterbilt, Best O/O Working Tractor with Sleeper and Best 2006-2007 Working Tractor; Paul Wilson, 2002 Peterbilt, Best O/O Working Tractor without Sleeper; Robert Thompson, 2011 Kenworth, Best 2010 or Newer Company Working Tractor and Best Company Multi-Axle; Than Vermilyea, 1999 International, Best O/O Multi-Axle; Neil Molenaar, 2008 Peterbilt, Best 2008-2009 Working Tractor; Mark Charron, 2001 Kenworth, Best Cable (ie. Tow

truck, crane, etc.); Donny Glust, 1985 Freightliner, Best Pre-2003 Working Tractor – Conventional and Best O/O Tractor-Trailer Combination; Harry Vangemeran, 1964 Mack, Best Vintage Highway Tractor; Mike George, 2002 Kenworth, Best Working Tractor-Dump Trailer Combination; Kevin O'Shaughnessy, 2010 Peterbilt, Best Working Tractor-Train Combination; Harry Tourigny, 1995 International, Best Chrome; Vaughn Hurlbert, 2011 Kenworth, Best Dump Truck; Les Tennant, 1988 Peterbilt, Best Big Rig Tow Truck; Bill Kempt, 1918 Ford, Best Restored Pick-up; Mark Taylor, 2005 Ford, Best Custom Pick-up; Blayne Speers, 2004 GMC, Best Pick-up.

J. Syvret entered five trucks, winning the Best Fleet – Five or More Trucks division as well as the Best Light Show – Fleet award. The Best Light Show award went to Ajaib Samra and his 2005 Peterbilt while Carey Wojtasik won the Best Light Show Combination category with his 2005 Kenworth.

Visitors to the show enjoyed entertainment including a strongman performance and live music and were also able to visit the Hastings County Museum of Agricultural Heritage that was located on-site at the fairgrounds. A trade show resided inside the arena with seminars on topics such as CSA 2010 and sleep apnea. □

ITS helps employee bring injured son home

BELLEVILLE, Ont. – Ryan's home, thanks to the kindness of carrier International Truckload Services and the trucking community. But his prognosis remains dire.

In June, 35-year-old Ryan Gallaher, son of ITS employee Lisa Hamilton, was involved in a motorcycle accident in Vietnam, where he taught English. Comatose, he was initially unable to travel commercially and his family lacked the funds to get him medi-vac'd back to Canada. ITS flew Hamilton to Asia to be at his side, and began holding fundraisers to help her pay for her son's trip home. Employees set out to raise \$150,000.

ITS has been hosting barbecues at its Belleville facility and an account has been set up at CIBC Transit 07042 Account 18-59234. Markel Insurance donated proceeds from a week's worth of training courses to the Bring Ryan Home campaign. In late June, Hamilton was able to bring her son home, thanks to the donations.

However, he remains comatose in a Canadian hospital. Hamilton has been providing updates on her blog at www.BringRyanHome.ca. □



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BORDER

Fuel costs will bring manufacturing home: Marmon exec

BIRMINGHAM, Ala. – Manufacturing that has been outsourced to China and other countries with low labour rates will return to North America over the next 20 years, driven by rising logistics costs (fuel in particular) and the need for tighter supply chains, predicts Kelly Dier, president of Marmon Highway Technologies (MHT).

Dier, a 40-year veteran of the industry, made his prediction during a meeting with media May 26. Dier said he believes that although railroads will experience an increase in domestic freight tonnage over the next 10 years, trucks will continue to handle the majority of freight volume.

Additionally, he predicted that diesel fuel prices will soar, hitting the US\$6-7 range (per gallon) within the next five years. As a result, he said, North American companies will have to manufacture and source materials much closer to home to control logistics costs.

“We’re going to reach a point where the way we have been running our business logistics will no longer make sense,” Dier said. “Today, it is common to source worldwide for cheap labour. But logistics costs are going to get so high that companies will have to develop much tighter supply chains. This is a total change from what has occurred for the last 20 to 30 years, but it’s a good thing, because it will bring a resurgence of manufacturing to North America.”

As president of MHT, Dier is responsible for 13 companies in the industry: Fontaine Fifth Wheel, Fontaine Modification Company, Fontaine Spray Suppression, Fontaine Trailer Company, Marmon-Herrington, MHT – Europe, MHT – South America, Perfection, Triangle Suspension Systems, TSE Brakes, Webb Wheel Aftermarket, Webb Wheel OEM, and Webb Wheel Transit.

MHT companies devote a great deal of time and effort to shortening their supply chains, Dier said.

He said tighter supply chains offer the added benefit of enabling companies to move more nimbly than they can when their suppliers are thousands of miles away.

For example, Dier said, it currently takes 120 to 180 days for parts to come from China to the US, which has a serious impact on US truck component manufacturers’ ability to respond quickly to an uptick in orders.

Dier says the move back to domestic manufacturing won’t come easily.

“It’s going to be a hard transition,” he said. “North American machine shops, foundries and fabricators are gone and will have to be recreated. It’s going to be a 20-year process, but the result will be good for the businesses and citizens of the United States, Canada and Mexico.” □

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TAX TALK

Plan ahead and make adjustments to improve 2010 tax year

We are two-thirds of the way through 2010 and it is a good time to review your compensation package from your business and to look at making some payments to CRA for your 2010 income.

Hopefully you have finished paying any remaining 2009 taxes by now.

I know it's not easy, but paying your taxes as you go through the year will save you money by avoiding CRA interest charges.

CRA always reviews tax returns at this time of year in what they call their "matching" process. When they receive tax returns in tax season, they just check the basics. At this time of the year the computers are running day and night comparing tax slips filed by preparers (banks, employers, investments companies, etc.) to individuals' tax returns by matching to everyone's SIN.

Tax Talk

SCOTT TAYLOR



They will also look at specific lines used on tax returns and have special targets each year.

Two lines that always seem to be on the list are 'self-employed income' and 'other income.' The reason is simple: they are looking for extra CPP to be paid.

Auditors scan tax returns with self-employed income and use your SIN to find a matching business number registration.

If they don't find one, you're going to get a call or letter and they'll be especially interested in your GST/HST administration.

Remember, if you have more than \$30,000 in self-employed

income, your business must be registered for GST/HST.

For those of you with incorporated businesses, it may be time to review your compensation mix of salary vs. dividend. As we all keep getting older, our concerns and goals change.

The compensation plan you set a few years ago may need to be altered to reflect that you are just ever so much closer to retirement.

Canada Pension Plan: The amount you pay into the Canada Pension Plan is based on your employment earnings.

If you're self-employed, it's based on net business income after expenses. Dividends and other investment incomes are not considered.

The less you earn, the less you're obligated to pay into the plan. At \$40,000 a year, your total

CPP contribution is \$3,613.50. At \$16,000 it's \$1,237.50. That's a difference of \$2,376 a year.

The CPP uses your contributions to determine whether you or your family are eligible for monthly benefits when you retire. Normally, the more you earn and contribute to the CPP over the years, the higher the retirement benefit will be.

How far away are you from retirement? How much are you counting on CPP for your retirement income? What about survivor benefits for your family? CPP not only supplies retirement income but also pays pension income to your spouse and kids should you die.

So while a lower annual salary may reduce your CPP obligation, the less you put in, the less you'll get out of it.

Registered Retirement Savings Plan: An RRSP is not just a retirement plan, it's an important part of tax planning. Annual RRSP contributions are limited to 18% of your income. At \$16,000, your annual contribution limit is \$2,880 each year versus \$7,200 with a \$40,000 income.

Once again, are you close to retirement? If you are five to 10 years away, curtailing your ability to contribute to your RRSP may not be a good option.

Borrowing power: "Debt servicing" is the term financial institutions use to define the ratio of how much money you pay to lenders versus the total income you have available. Most financial institutions will not recognize and include dividends as part of your income.

Obviously, the higher your employment or self-employment income is, the easier it will be to get approved for a line of credit, mortgage, or personal loan that you want.

Income replacement: You probably have insurance through your business or carrier for workers' compensation or some other form of disability insurance.

Once again, benefits are based on your annual salary.

At a reduced employment or self-employed income, you would be paid much less should you make a claim.

With all the hub-bub about CPP needing to increase their rates, it may be timely to review what you already have contributed. You can go online at www.servicecanada.gc.ca to order or view and print your CPP Statement of Contributions.

Your Statement of Contributions contains a history of your earnings and contributions to the CPP, as well as estimates for any CPP benefits you may be eligible to receive. □

— 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.ca or call 800-461-5970.

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Change is good...in the right direction

Going back to the days when I was the trucking industry analyst at Industry Canada, many of the calls and letters I received were from frustrated truckers who felt they were getting ripped off, and wanted to know what the government was going to do about it.

Mostly, the grumbling was about fuel prices and rates, but there were a lot of complaints, too, about contracts and business relationships that had soured.

I didn't believe then – still don't – that it's government's role to intervene in the business of trucking. And I'm a bit disheartened when I talk to truckers who don't believe it's their role either.

I spoke to several drivers who expressed a decided lack of optimism in response to last month's column about contracts (*Clause for concern*), and I'm that much closer to admitting that a considerable number of Canadian owner/operators may never improve their bargaining position with carriers. Those of you who insist that it can't be done are absolutely right. Nothing will ever change until someone takes that first step – like walking away from an unsatisfactory contract before signing it.

That said, the road ahead looks significantly different from what lies behind us. Change is in the wind as we emerge from this infernal recession, and what comes of that change will be what you make of it.

Your contract will become more important than ever, I think, in establishing obligations and responsibilities, and even liability and accountability.

Take CSA 2010 for example. It may not have the devastating impact on the supply of drivers that some are predicting, but you can bet carriers will become a lot more interested in protecting their profiles now that the Americans have an effective tool to weed out bad trucking companies. The smart ones will probably become pretty choosy about who they hire. And smart drivers should be equally choosy about who they work for.

Being a solid, professional driver may actually take on some significance under CSA 2010. While it will offer good carriers an advantage in recruiting, it will also give good drivers some bargaining power. If you're one of those better drivers, would you settle for the same rate the crummy drivers are getting? You shouldn't – and your contract can help make that distinction, if you push a little.

CSA 2010, as you know, will not directly affect carriers in Canada, but those who operate in the US are subject to all the same provisions as their American competitors. The reality of this indirect impact of CSA 2010 on Canadian trucking means we'll have to become equally vigilant about compliance to protect our privilege of operating in the US.

CSA 2010 won't directly affect Canadian drivers either, except that the record you accumulate in the US will follow you just as it will an American driver. Canadian carriers will be doing record search-



es on Canadian drivers in the US database, just as they now search CVOR or NSC records.

How can a contract make a difference in this context? You may have heard about the Safety Management Methodology document published by FMCSA. It contains some 61 pages of possible violations (17 or so per page) that will accrue points for drivers and carriers. Many, many of those are considered driver responsibility, such as this one: "393.75(a)(1); Tire – ply or belt material exposed."

That's an eight-point violation to a driver, but how much influence does a driver or owner/op have over a fleet's maintenance practices? Maybe the trailer was left in a drop yard with a bad tire; in any case, it's your problem now.

Does your contract speak to liability for defective or damaged equipment or the delays caused by operating it? Under CSA 2010 it probably should, because few fleets or drivers worth their salt would pull a trailer with bad tires if there were eight points hanging in the balance. I know I wouldn't. Nor would I be keen on accepting responsibility for the tire, or wasting several tightly controlled hours waiting for the tire guy – without compensation.

Situations like that will arise more frequently under CSA 2010, and forewarned is forearmed. Wouldn't you be better off with everything spelled out in advance rather than arguing about it after the fact?

Time and money aside, with CSA 2010, EOBRs, and fuel economy standards coming our way, it will be a whole new world out there in trucking when the wheels start moving in earnest again.

If you're longing for the good ol' days, it might seem like the end of the road. But if you think about it – especially with a shrinking pool of qualified drivers – the good ones still out there have just that much more leverage at the bargaining table.

Historically, drivers have taken what was handed to them, but I think we've never been in a better position to kiss that old paradigm good-bye.

The carrier who has the best drivers will win the day – they know that – and drivers have to believe it too. It might sound a bit like a T-shirt slogan, but don't give up your power by thinking you don't have any.

If the women who led the suffragette movement in the late 19th century had so little faith in themselves, I still might not have the right to cast a vote in this country – and I probably wouldn't be writing a column in a trucking magazine. □

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

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OVER THE ROAD

Rest areas? What rest areas?

Government regulates hours of work, then takes away our rest stops

Imagine that when you show up at work today, all of the washroom facilities have been closed. You no longer have immediate access to toilets or running water. A sign on the now locked doors of the restrooms advises you to make use of the facilities at the local restaurants and coffee shops that surround your workplace.

Perhaps you work a night shift and many of these local businesses are closed at that time, or perhaps only the drive-thru portion is open and other amenities are closed to the public.

Your personal comfort has now become a high priority in how you plan your time and how you conduct your daily affairs. Does this sound unreasonable to you? For the thousands of us that navigate the 2,000-plus kilometres between southern Ontario and the Manitoba border on a daily basis, this is not fiction. It is our reality.

How is it that governments can pass legislation governing our work activity and rest periods – the hours-of-service legislation – yet absolve themselves of any responsibility to provide safe havens for us to obtain the rest we need and the bathroom facilities we require?

Rest areas for commercial drivers are a necessary part of the



Over the Road

AL GOODHALL

transportation infrastructure that for the most part has been ignored in the province of Ontario. Even the terminology has changed for the worse. Along the 400-series highways there will now only be “service areas,” not rest areas. These areas have been licensed to corporations by the province and are now profit centres for them.

Is there any guarantee commercial drivers will be able to use these areas as a safe haven for rest purposes? Do we have to shop there to stay there? Will they even be truck-friendly? Will parking be limited in these areas or accessible at any time? Important questions that to the best of my knowledge do not have a definitive answer.

You only need to look south of the border to see how rest areas have been integrated into the highway infrastructure.

For the most part they are large, clean and only a few travel hours apart along interstate highways and the US highways that link the country together. Most importantly, they are available to commer-

cial drivers and the general public 24/7. Ontario continues to live in the stone age.

It is interesting to note that during the G8 and G20 summits the province of Ontario kicked in a huge sum of money to build a “fake lake” in the media centre.

The justification given for this was that it would promote tourism for Muskoka and Ontario throughout the world. Wonderful.

When all of those tourists arrive and travel up and down the Trans-Canada Highway through the province of Ontario they will be able to enjoy the bottles of urine and bags of feces that litter the “viewpoints” and “pullouts” along the road.

I am not condoning the disposal of human waste in this way. The fact is that using these areas along the highway for the purpose of rest leads to people having to do what they have to do when they wake up in the morning.

When you limit a person’s options and there is no alternative, you can pass as many laws as you like to prevent it but it will still happen. The human body is not a machine that can be turned on and off at any time of our choosing.

It seems our priorities are more than just a little screwed up these days. Billions upon billions of dol-

lars have been paid out in recent years in the form of corporate welfare. At the same time services to citizens have been cut back.

Many of us spend a good part of our spare time helping to raise money for, and contributing money to, services that fund our local hospitals, food banks, shelters, and various outreach services to our fellow citizens.

The well-being of our leading corporations now takes priority over the well-being of our country’s citizens in our legislative assemblies. As citizens, we don’t even have a pot left to pee in, at least out here on the road.

The answer is simple: Ontario needs to build and fund a series of clean, modern rest areas.

Why infrastructure money from “Canada’s Action Plan” was not invested in this project, I will never know. For thousands of us who drive the highways of Ontario, we all need to recognize that this is first and foremost our workplace.

Asking for some basic amenities that provide us with safety and comfort is not too much to ask for. Ontario has health and safety legislation for the workplace. Drivers need to start asking “what about us?” □

– 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>. You can also follow him on Twitter at Twitter.com/AlGoodhall.

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Going to the head of the class

It definitely takes an effort, particularly during a recessionary time, to keep yourself well informed about changes and innovations in the line of business in which you are engaged.

But lots of progressive managers in the private fleet community do invest the time and effort because they recognize the value of participating in educational forums where they can meet other industry executives and exchange views.

Those who choose to stay cocooned in their home environment risk falling out of touch with initiatives that move the industry forward and they miss the opportunity to mix with and share ideas with industry leaders.

Fortunately for the private trucking community, there are lots of participants eager to take up those opportunities and engage in learning opportunities, as was demonstrated at the recent annual conference of the Private Motor Truck Council of Canada (PMTCC).

The event took place in late June in King City, Ont., a location that was new to the PMTCC, and proved to be everything we could want in a conference venue.

The annual PMTCC conference has set a standard for learning and this year that standard was maintained, and perhaps even surpassed, according to many of the delegates. The seminar topics were timely and interesting and each of the expert speakers delivered their message with a professional flair. The number of questions directed to the speakers by the audience was yet another indicator of the importance of the topics.

The fact that so many from the private fleet community participated is a tribute to their collective desire to stay abreast of changes and innovative ideas, even during a period of downturn and the resulting stress on the work environment.

And we also acknowledge the active participation of our industry partners who stepped forward to support the conference, keeping their products and services in front of this progressive group.

Beyond its educational component, the PMTCC annual conference is an opportunity to celebrate the accomplishments of individuals and companies that contribute to the betterment of the trucking community. We take the time to recognize safe fleets, outstanding drivers, and of course, the best in fleet graphics.

In its own way each of these awards programs highlights the important role played by the recipients in making the industry a safer and better place to work. Perhaps the most important contribution comes from the driving corps.

Outside of our own industry few in the travelling public are aware of the professional drivers who make the roads safer for everyone. It is a particular pleasure to be able to honour some of these individuals with induction into the PMTCC/Huron Services Hall of Fame, and there were three this

Private Links

BRUCE RICHARDS



year. Their safe driving records have been accumulated over many years, and are truly astonishing.

The first 2010 inductee was Vince Russo of Summit Food Service Distributors. Vince is a tractor-trailer driver who began working with Summit in 1967 and as of Dec. 31, 2009 had accumulated an incredible 40 years of safe driving with no preventable accidents.

What makes his record even more impressive is the industry in which Vince works. During a typical day, Vince needs to maneuver in and around some very narrow back alleys, narrow streets, parked cars and laneways in order to make his deliveries to restaurants, high schools, universities, nursing homes and day care centres – very few of which are designed for deliveries by tractor-trailer.

Our second inductee was Jim Hagen of Maple Leaf Consumer Foods. Jim is yet another example of the professional driver that every fleet would like to have. He owns a record of 35 years of collision-free driving, including over two million accident-free miles.

Jim has driven for Maple Leaf for the past four years, continuing his excellent safety record accumulated with his previous employers. His reputation is that of a professional with a top-notch work ethic.

Our third inductee was Bill Youden of the TDL Group, a company known to many as Tim Horton's.

During his career, Bill has accumulated 27 years of safe driving. He is a valuable resource for the TDL Group. His supervisors describe him as a team-oriented individual who will share his thoughts in driver meetings, offer new ideas for the business, and is more than willing to try new ideas for improvement.

Bill considers TDL's customers to be his own, and delivers quality service no matter what the weather, road closures, or holiday traffic have to say in the matter. He also offers guidance to newer team members at TDL, and participates as a coach within the driving team.

The awards program also included the Private Fleet Safety awards hosted by Zurich that went to Pro Distribution and Home Hardware Stores – two well-managed fleets with exemplary safety records (see pg. 42), and of course the Vehicle Graphic Design Awards sponsored by 3M Canada, a colourful display of design creativity (see pg. 57).

We have a lot to be proud of in this industry, and these award winners head up that class. □

– *The Private Motor Truck Council is the only national association dedicated to the private trucking community. Direct comments and questions to trucks@pmtc.ca.*

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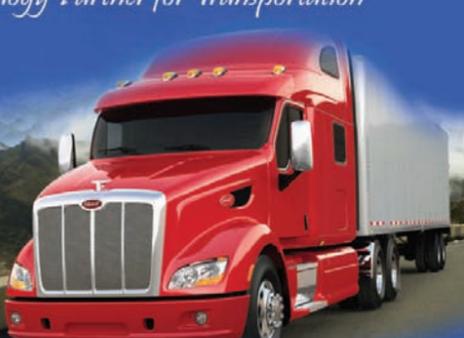
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INDUSTRY

LNG can serve niche in strategy to reduce GHG from trucks

Some of the largest players in the natural gas sector are targeting certain markets – notably the heavy truck market – for expansion of demand for their product.

These companies have begun a significant and aggressive lobby campaign in Ottawa and the provinces in an effort to obtain government funding to develop and create a liquid natural gas (LNG) distribution network between Montreal and Windsor and between Edmonton and Vancouver.

They appear to be gaining some traction. CTA is participating on a natural gas industry/government roundtable whose goal is to establish priorities for a joint initiative to develop a natural gas deployment roadmap. CTA has been asked to head up a “user committee” to explore carrier issues, concerns and needs.

LNG has long been considered a potential alternative to diesel fuel for a segment of the heavy commercial vehicle market.

It’s in plentiful supply in North America. The Canadian natural gas industry has been using a new drilling technique that has opened up massive deposits of LNG in shale formations. LNG is currently a lot cheaper than diesel fuel.

And, although it is less efficient than diesel, LNG emits far less GHG than conventional diesel. Canadian-made LNG engine technology is world class.

Various pilots confirm that both LNG and the engines that run on it work well.

On balance, CTA sees potential and growing interest from carriers for LNG.

However, it is also CTA’s view that LNG should be viewed as part of a broader, more comprehensive strategy for reducing GHGs from heavy trucks which includes CTA’s



Industry Issues
DAVID BRADLEY

defined distribution network.

Port operations, municipal garbage trucks, etc., are most ideally suited. However, LNG could also have application for over-the-road freight hauling in certain lanes – again, such as Montreal-Windsor and Edmonton-Vancouver corridors.

However, with limited funds available, governments should avoid investing in one solution at the expense and exclusion of other bona-fide solutions. Governments are not good at picking winners and losers.

As we have seen many times in the past (biodiesel comes immediately to mind), governments will sometimes latch onto the flavour of the month, at the expense of other worthwhile initiatives.

Moreover, it will take more than investment in distribution infrastructure to make LNG fly. It will also take some very significant financial incentives from government to stimulate capital investment by carriers in LNG technology.

It is essential that governments understand that whether we are talking about LNG or hybrid technology, the unit cost to purchasing these next generation vehicles is significantly higher than conventional equipment.

In the absence of tax incentives (ie., super accelerated capital cost allowances, investment tax credits or other financial incentives such as rebates/grants) it is unlikely that many carriers would be willing or in a position to make the necessary investment.

‘LNG should be viewed as part of a broader, more comprehensive strategy for reducing GHGs from heavy trucks which includes CTA’s enviroTruck initiative...’

David Bradley

enviroTruck initiative and other future, alternative fuel and propulsion strategies such as hybrid technology.

LNG can serve a niche; but it is not for everyone and we have to make sure that there are sufficient resources available to accelerate the penetration of other solutions as well.

As with virtually all alternative fuels and GHG mitigation strategies, there are issues that limit LNG’s current appeal within the trucking industry – ie., lack of a distribution network, the high cost of LNG engines, etc.

As a result, LNG’s potential is likely to remain strongest in niche markets, where distance and routes travelled are within ranges and are regular enough to be served by a somewhat limited and

Quebec is the first province to provide carriers with super accelerated CCA rates for the purchase of LNG heavy trucks. A coordinated response from the federal government and all provinces is required.

In addition, and especially now that Canada is moving towards the adoption of new, national fuel economy standards for heavy trucks, governments need to provide significant carbon offset credits to carriers that invest in LNG and the broad range of other GHG-reduction strategies and technologies that carriers utilize. □

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

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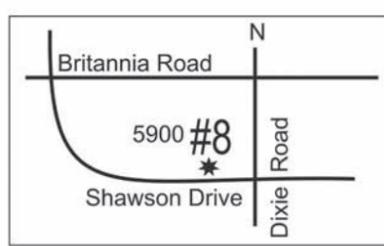
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SAFETY

Expect real returns on your targeted training investments

Those who crunch numbers for a living might see training as a “cost” of doing business.

There is no question that the price of the related programs can be measured in terms like trainer salaries, training material, and the fuel used for an in-cab demonstration. Every one of these figures can find a home in the cells of an accountant’s spreadsheet.

But targeted training programs would more accurately be described as an investment that can deliver real, measurable financial returns.

Fleet managers are often surprised by the size of the financial results that emerge once they begin to track all of the related figures. Consider the savings that can be realized by showing drivers how to properly adjust vehicle mirrors.

The true cost of repairs to broken clearance lights and damaged barn doors may be hiding within larger maintenance budgets until they are tracked to measure the value of the training. And bigger financial savings may come in the form of a drop in the number of side-swiping collisions.

Even training for those who clean the floor of a service bay can help to reduce the workers’ compensation costs that are linked to slips and falls.

The financial returns do not end there. These investments play a role in reducing recruiting and retention costs, especially when the training is seen as part of a long-term strategy rather than an example of short-term discipline. Each session in a classroom can help a driver to see that they are worthy of an investment and important to the future of the company. And let’s face it – everyone enjoys doing a job when they are good at it.

They are all factors that can play an important role when someone is trying to decide whether or not to jump from one employer to the next.

Of course, driver shortages may not be at the top of mind in the middle of a struggling economy, but there is no overlooking the fact that there is a price to pay whenever a fleet needs to replace an employee.

According to the Canadian Trucking Human Resources Council (CTHRC) it can cost between \$6,000 and \$14,000 to find, train and replace an experienced driver.

Imagine the amount of training that can be delivered for this amount of money. In addition to this, fleets with access to a skilled workforce will also be in the best position to act on the opportunities that begin to emerge in a recovering economy.

It can simply make more financial sense to enhance the skills of an existing driver than to hire a new one.

Meanwhile, the results can also be maximized by targeting the training to match the specific needs of individual employees, and their needs can be identified a number of ways.

Carrier profiles and driver abstracts will offer information about the nature of infractions that occur on the road, and a truck’s electronic control module (ECM) can help to spot drivers who are more aggressive with a throttle than they should be.

General feedback from customers and fellow employees alike will



Ask the Expert

RALPH HAIGH

help to identify those who show the attitudes that deliver a safer driving experience. This is all information that can be tracked as accurately as any dollar figure.

Another step to enhance any returns will come with the choice of skilled trainers who can deliver any lessons as effectively as possible.

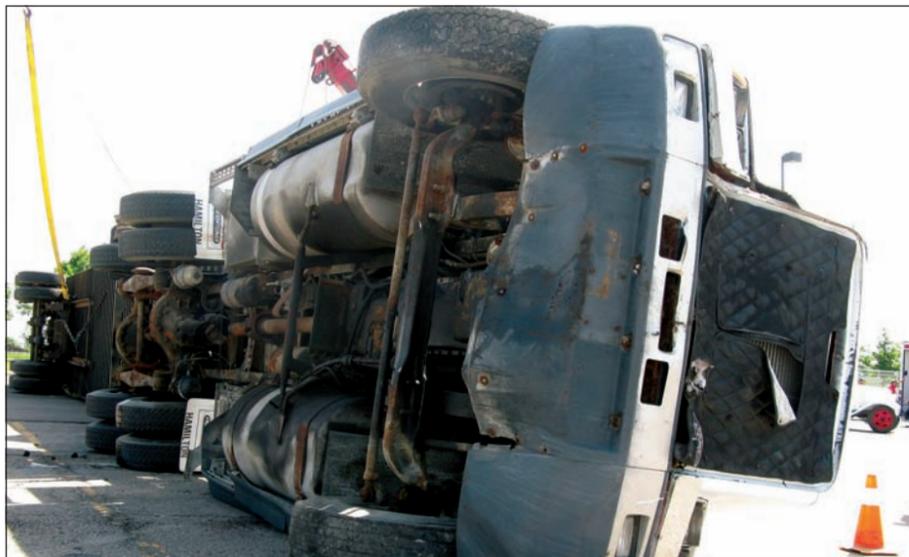
While fleets often focus on a potential trainer’s experience behind the wheel and the number of years without a collision, there are also training-related needs to consider.

The most effective people in these roles tend to demonstrate strong communication skills and have a positive attitude that influences their trainees.

Luckily, these are skills that can be taught as surely as any defensive driving course.

The CTHRC recently introduced professional development programs for those who coach newly-trained drivers when they are first hired, mentor experienced drivers when they first join a fleet, or assess newly-trained and newly-hired drivers alike.

Together, they can help these professionals personalize coaching approaches, reinforce skills over the



SAFETY PAYS: The costs of an accident extend beyond just vehicle and cargo damage. A targeted training program can help prevent these costly incidents.

road, and properly assess skills to identify training needs.

They are all steps that can contribute to a healthy business strategy.

And when the targeted training initiatives are matched to financial objectives – and shared with everyone from management offices to a fleet yard – they will make a tangible difference in a company’s financial future.

These are the types of investments that will pay dividends for years to come. □

– This month’s expert is Ralph Haigh, safety and signature services account manager. Ralph has served

the trucking industry for over 30 years and has held positions ranging from driver, driver trainer to risk manager. Markel Safety and Training Services, a division of Markel Insurance Company, 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 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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OPINION

Looking back

Publisher's Comment



ROB WILKINS

The next time you travel the DVP, check out the old Toronto brickyard located just northwest of the Bayview/Bloor cutoff.

Evergreen, a non-profit organization is at the forefront of this 50-plus million dollar environmental makeover.

The project is scheduled to open this fall, and will include a farmers market, green city workshops, community art displays, summer camp/nature club and organized kids' activities.

Oddly enough, this site was my introduction into the world of trucking. At 16, I began working at the brickworks as a summer student. The year was 1974 and I held many lofty positions that first summer including cleaning ceiling tiles in the purchaser's office, pulling weeds along the never-used railway tracks and my all-time favourite, handing out work gloves and towels to the full-time employees. Yes, I kept the plant running like a well-oiled machine.

In my second summer, I was "promoted" to running a machine called the "chipper." It chipped away (go figure) the face of sand and lime brick, which gave them a rugged look. On a good day, my friend Mike and I would move over 11,000 bricks through that machine. At six pounds a piece, that meant approximately 66,000 lbs of brick. What a workout! It's a good thing we actually never did the math, otherwise we would have called in sick more often.

Having earned my stripes, I spent most of my third, fourth and fifth summers in the shipping and receiving departments.

The work was mostly office-oriented and included dispatching a small fleet of delivery trucks. I got to know the truckers and they got to know me. Now, I may have had a beer or two with the boys after my shift and I may not have been allowed to pay for them but I can honestly say I never played favourites. They got their loads as I received them.

Today, many of the buildings I worked in have been renovated or torn down. This isn't a bad thing. The core structure is left and will be there for generations to come. Who knows what would have happened if Evergreen had not gotten involved?

If you're driving by the plant, stop in and take a look. The kiln areas remain standing as well as the receiving, carpentry, machine and electrical shops. In the sand and lime area you'll see the kiln car tracks that lead to the famous chipper.

The actual machine is long gone which is too bad, I wouldn't mind giving it a good kick with my steel-toed Grebs. □

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

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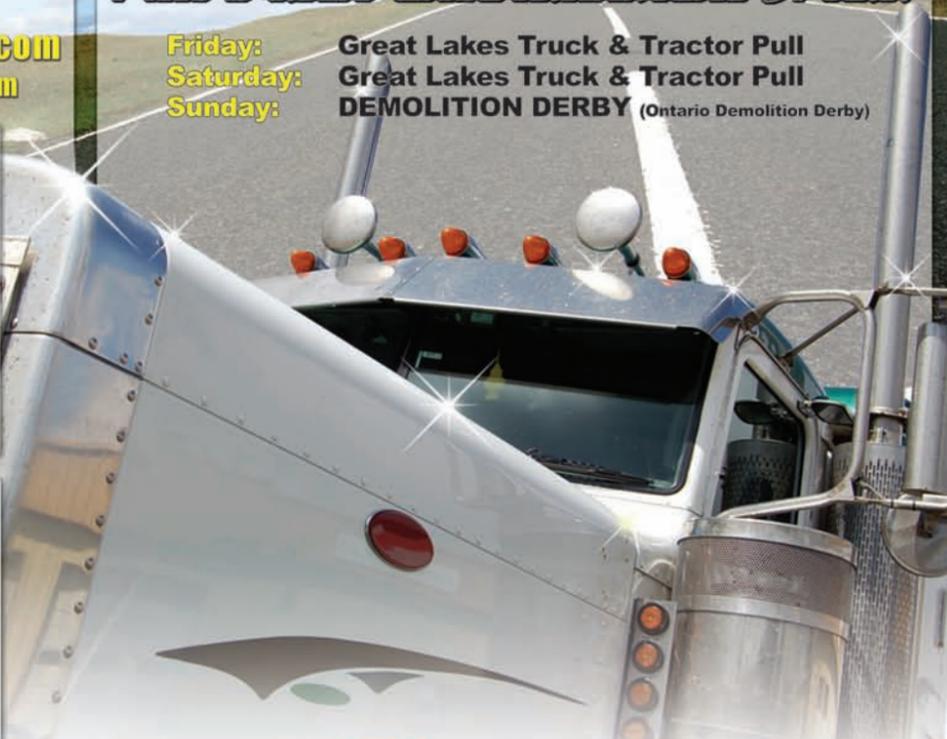
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HEALTH

Protect your gums, Dad gummit

As a child, I spent a lot of time with my grandfather. 'Dad gummit' was his favourite expression when things weren't going well. Later, 'Dad gummit' became one of his grandchildren's favourite expressions when teasing him about his new dentures. Although he always smiled at our joke, having teeth pulled and getting dentures was no laughing matter.

Avoid my grandfather's experience. Considering the following information may help you save your teeth. Tooth loss, in adults, is most often caused by gum disease (periodontal disease or periodontitis). Periodontal disease is quite common - mild to moderate forms affect 30-50% of adults and the more severe generalized form affects 5-15% of all adults in North America.

This disease begins with plaque. Plaque, an invisible, sticky film on your teeth (composed mainly of bacteria), forms when starches and sugars in the foods you eat interact with normal mouth bacteria. Fortunately, brushing your teeth removes plaque. Unfortunately, plaque re-forms quickly, usually within 24 hours. Plaque creates an ideal breeding ground for bacteria.

When this plaque-based bacteria flourishes, it leads to periodontal disease - a localized, chronic inflammatory disease that attacks and destroys the connective tissue and bone that support the teeth. With this condition, gums separate from the teeth, forming pockets (spaces between teeth and gums) which become infected. As the disease develops, these pockets deepen and more gum tissue and bone are destroyed.

Although periodontitis begins with a bacterial infection, it is your body fighting the infection that really damages the tissues. Once an infection is established, your body's immune system kicks in, initiating a process that breaks down the tissues that support the teeth. How severe the disease becomes is determined by environmental and genetic factors, as well as: smoking, anxiety, depression, obesity, diabetes mellitus and exposure to tobacco.

The following signs suggest periodontitis: bad breath; a bad taste in the mouth; swollen, red or purplish gums; bleeding gums; receding gums; abscessed gums; growing gaps between the teeth; and teeth that begin to look longer and longer. As the disease progresses, the affected teeth get so loose that they become painful and useless, until they either fall out by themselves, or must be pulled.

Characteristics of the four most common forms of periodontitis are seen below:

Chronic Periodontitis is the most common form. It happens over time and causes inflammation within the supporting tissues of the teeth, progressive attachment, and bone loss. It is characterized by pockets forming and gingiva receding. Although it is most often found in adults, this form can occur at any age. Even though the progression of attachment loss usually occurs slowly, there may be periods of rapid progression.



Preventive Maintenance

KAREN BOWEN

Aggressive Periodontitis is found in patients who otherwise appear healthy. This form is characterized by rapid attachment loss and bone destruction. It runs in families.

Periodontitis may be a sign of systemic diseases, especially when seen at a young age. Some examples of these diseases are: heart disease, respiratory disease, and diabetes.

Necrotizing Periodontal Disease is very severe. It is an infection characterized by necrosis (death) of gingival tissues, periodontal ligaments and alveolar bone. People who experience this are usually people with severe systemic con-

ditions, such as: malnutrition, HIV, and immunosuppression.

You can prevent periodontitis through a program of good oral hygiene that you begin early and continue practicing consistently throughout your life. Brushing your teeth well once or twice a day will prevent, and even cure gum disease, but for this to be effective, the spaces between your teeth must also be cleaned.

Ideally, to do this, use dental floss. However as an alternative, try these products: Stimudents (thin, wooden toothpicks) or Doctors Brush Picks (white plastic picks with a brush at one end and a point at the other). Both products can be found in a drug store. Both work well because they are simple to use with one hand and no mirror. To use, wet a Stimudents with saliva before inserting it between your teeth; spin the brush of the Doctors Brush Pick between your teeth to stimulate the gums and re-

move plaque.

It may hurt when you first use these products, but after a week, the bleeding and pain will stop. Then, as soon as the inflammation is under control, using them will feel good. As well, swishing with mouthwash after eating can also fight plaque.

Going forward, monitor your oral health by seeing your dentist or dental hygienist regularly for cleanings (every six to 12 months). If you have any risk factors mentioned above, consider going more often. Certainly, some people are more prone to gum disease. However, good oral hygiene always prevents the disease, even for those with a genetic predisposition towards it. It's never too late to start.

So, brush up on your oral health and keep smiling! □

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

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HEALTH

Contact dermatitis: skin rashes

Quite often I have drivers come into my clinic complaining of skin conditions such as rashes. By far the most common skin rash I see is called contact dermatitis.

Essentially, contact dermatitis is an inflammation of the skin that is caused by direct contact with an irritating substance. Professional truck drivers often come into contact with commercial substances such as fuels, industrial solvents and dust, all of which may cause contact dermatitis.

The signs and symptoms of contact dermatitis can vary greatly from person to person.

However, most people experience a red rash or bumps along with moderate to severe itching. Others complain of dry, red patches which look similar to a burn. In severe cases, blisters containing clear fluid may develop. It



Back behind the wheel

DR. CHRIS SINGH

is important to note that only the areas of skin which are exposed to the irritating substance react and develop a rash.

Generally, the rash or irritation does not spread to other parts of the body.

There are two categories of contact dermatitis. The first is called 'irritant contact dermatitis.' This type of dermatitis results from contact with a substance that irritates the skin. Substances such as soaps, bleach or strong chemicals may cause this type of dermatitis.

The second type of contact der-

matitis is called 'allergic contact dermatitis.' This type of dermatitis is caused by an allergic reaction to a substance.

Common causes of this type of dermatitis include certain rubbers, metals, dyes and weeds such as poison ivy.

When contact dermatitis occurs because a person is exposed to allergens or irritants on the job, it is called 'occupational contact dermatitis.'

Frequent exposure to chemicals, dyes, cleaning agents as well as dust from things like cement, wood or paper can lead to contact dermatitis.

The good news is that contact dermatitis is not a life-threatening condition. However, it is important to see your doctor if it persists for too long or it becomes very painful.

In most cases, your doctor will be able to diagnose contact dermatitis after conducting a detailed

history and physical exam. In rare cases your doctor may have to perform further testing to identify the particular substance that is causing the dermatitis.

The treatment for contact dermatitis is really quite simple.

First of all, it is important to identify and avoid the irritating substance.

Once this is done, the rash and irritation will usually disappear within a few weeks. In addition, topical creams such as hydrocortisone will help to reduce the redness and itching.

In severe cases, oral corticosteroids and antihistamines may be needed as well.

There are also a few things that you can do at home to help soothe the irritated area.

As hard as it may be, try to avoid scratching as much as possible. It may be necessary to cover the itchy area if you can't keep from scratching.

Also, applying a cool wet compress over the affected area will also help to protect the skin and prevent scratching. Lastly, try to wear soft cotton clothing to help avoid irritation.

There are also a few precautions that you can take in order to prevent contact dermatitis. It is important to rinse your skin with water and mild soap if you came in contact with an irritating substance.

This practice can remove much of the substance and can greatly reduce the irritation. To add to this, wearing protective clothing or gloves to shield your skin is also very effective.

As you can see, contact dermatitis is more of an annoyance than a serious condition.

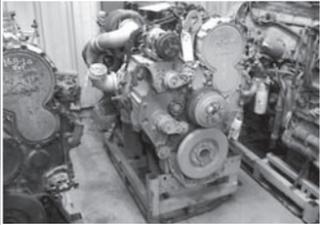
By applying some simple prevention strategies, you will be able to avoid many of the more serious symptoms. Until next month, drive safely. □

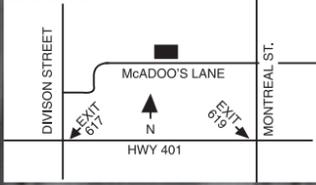
- Dr. Christopher H. Singh runs Trans Canada Chiropractic at the 230 Truck Stop in Woodstock, Ont. He can be reached at 519-421-2024.

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LEASING

To lease or not to lease

Costly new emissions requirements, an unpredictable economy cause fleets to revisit the purchase vs. lease debate

By Julia Kuzeljevich

TORONTO, Ont. – Traditional truck ownership has long brought with it the perception of better control in terms of running company assets.

But in many situations, there can be some inherent risks associated with owning trucks.

Some of these risks include the value of the equipment at trade-in time, unpredictable maintenance costs over the equipment life, obsolete or stranded assets due to improper replacement cycles and increased costs caused by hiring, training and tooling technicians to keep up with ever-changing truck technology, said Olen Hunter, director of sales for PacLease.

Full-service truck leasing can provide the consistency of a set monthly payment based on a combination of lease truck services.

“Truck leasing can be a crucial strategy in accomplishing your company’s transportation needs, particularly if you want to take advantage of emerging technology, which is rapidly advancing in trucks in shorter and shorter cycles,” said Hunter.

But there are a few questions you should ask yourself before making the decision on whether to buy or lease.

If you’re considering a move from ownership to full-service leasing, first, determine the best use of your company’s capital, and whether transportation is your core competency.

Next, consider whether off-balance-sheet accounting through full-service commercial truck leasing would help your financial picture and line of credit with your bank.

Could you risk the resale value of trucks by owning, or would the guaranteed residual value of fleet leasing offer a better deal?

What is the cost of your time for managing fleet maintenance operations? Can you purchase high-quality truck parts and supplies at a low cost? Is driver turnover something that might improve through a full-service lease?

To determine whether a lease is your better option, look at the lease rate, the variable cost (mileage rate), if it’s a full-service lease, the length of the lease, the net present value calculation of the lease payments over the equipment’s lifetime, and the residual responsibility – is it yours or does it belong to the lessor?

Once you have gathered the data, said Hunter, you can perform a net present value calculation on the lease payment, the finance cost and the maintenance cost over the equipment’s lifetime. It’s also important to look at the net after-tax cash flows under ownership and leasing. This will give you the true picture of how depreciation impacts owner-

ship and leasing cash flows.

Alan Stewart, area vice-president, eastern Canada region for Penske Truck Leasing, said the recent economic downturn in the transportation industry saw fleet owners and managers “bear down and look at every aspect of their business, look at every cost, such as ownership vs. leasing,” he said.

“The time that management spends on fleet maintenance, record-keeping, and administrative functions is important to consider about truck ownership. Leasing is more and more popular because it’s an alternative form of financing, with capital being limited. Full-service leasing allows them to free up some capital from that standpoint,” he said.

‘Many companies turn to leasing during uncertain times...to help them mitigate risk.’

Chris Maccio, PacLease

During economic downturns, market share for leasing companies traditionally improves, often as a result of some insecurity clients may be feeling about long-term ownership.

“Many companies turn to leasing during uncertain times such as these to help them mitigate risk. Truck prices are not going down, and even with these increasing costs, leasing helps companies reduce overall transportation costs with the newest, fuel-efficient technology. Customers also have the ability to utilize rental vehicles as needed on a short-term basis. As the market returns, we find most customers turning in the rental equipment for full-service leases,” said Chris Maccio, director of sales for PacLease, eastern US, Canada and Europe.

Full-service leasing allows companies to focus on their core businesses by outsourcing the maintenance and much of the administrative work associated with managing a fleet.

Quebec-based Transport Jacques Auger runs 80 units in the petroleum-hauling business.

They own their own trucks in Quebec City, since they have a maintenance facility, and lease some 30 tractors from PacLease in several locations.

President Jacques Auger said that the company opted for full-service leasing “to find a cost-effective way to control our operating/maintenance fees outside our Levis office headquarters. We needed to find the package that would give us the right terms of payments versus the number of kilometres needed yearly along with the costs for maintenance on each tractor,” he said.

They like a full-service lease so they don’t have to worry about

maintenance, downtime, or substitute vehicles. They run Kenworth T800s and they’ve been working well. The company is very safety-oriented and has a roll stability option on its leased trucks.

“The main advantage is the maintenance cost, which is a fixed price and therefore gives us a more stable way to budget. Another advantage with the full-service leasing package is the replacement option. When one of the tractors is being serviced or repaired (at the garage), there are no interruptions in our deliveries,” said Auger.

“We do have plans to continue leasing if the costs stay within our projected budget and if the quality of service is maintained.”

Another thing that has changed people’s mindsets, noted Stewart, is the new emissions requirements coming into force on the new engines, which will increase the cost of a tractor by some \$8,000-\$10,000 per unit.

This led, he said, to an uptick in long-term leases ahead of the new engine requirements.

“A lot of people are worried about the residual worth and cost of maintaining the trucks. We’d take the guesswork out in terms of their maintenance costs, etc. Our maintenance department has run prototypes a year ahead to test longevity and we’ve rated our costs to anticipate this. We’ve been forced to re-rate our cost model going forward in anticipation of those changes,” Stewart said of the new engines.

The sheer complexity and variety of new technologies, changing regulations and reporting requirements in the transportation industry is a major factor in the popularity of full-service leasing options, noted Maccio.

“Full-service truck leasing has become more popular as companies seek to simplify their operations and manage growth. Many customers today are taking advantage of additional services to help better manage their fleets including paperless fuel tax reporting, insurance, and on-board telematics. Especially in a down economy, leasing provides an off-balance-sheet source of financing that helps companies keep bank credit lines open. With full-service leasing, customers should expect a transportation solution focused on improving their business operation. It’s not just a financial transaction, but a consultative relationship where the leasing company can customize the vehicle and services to the customer,” said Maccio.

The average leasing customer has also become more educated.

“Companies want trucks and services customized for their business. Instead of a one-size-fits-all approach, new vehicles need to help improve their efficiencies. They want more of a partnership to help

Continued on page 34

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GOLFING for



This year's Truck News/Chevron Charity Golf Event was a huge success in so many ways. Once again, after selling out early, we had a full field of golfers. The weather couldn't have been better and we raised even more money for charity than we did last year. In total, we raised more than \$19,000 for Make-A-Wish, through Trucking for Wishes. This will allow us to grant not only the wish of Anthony, the child we sponsored this year, but will help make the wishes of other children facing life-threatening conditions come true. We had a very special guest at this year's banquet. Cole, the young boy we sponsored last year, and his family came to thank us for the wonderful vacation we sent them on. They were very grateful and had some very exciting news. Cole's father announced that, upon returning home from their vacation, Cole's doctors officially announced him cured! That was incredible news!

Granting the wishes of children like Anthony and Cole, who have struggled so hard just to stay with us, is so important. It gives the families a chance to regroup and enjoy some much needed rest and relaxation. So, once again, a big thank-you goes out to all of the participants, sponsors and prize donors who gave so generously. Together, you make it possible to make these important wishes come true. Thanks to Wooden Sticks as well for helping make the day run smoothly.

A special thanks also goes out to Ryan O'Marra who played for the Edmonton Oilers last year. He came out to lend his support by signing hockey pucks and taking photos with the hockey fans in the crowd. A final thank-you goes to Southwood Graphics for providing all of our sponsor signs and banners.

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LEASING

Full-service leasing provides fixed costs in uncertain times

Continued from page 31

them understand new technology, government regulations and ideas to improve operations. For example, recently we were able to work with a customer to spec' trucks that will reduce fuel consumption and meet environmental regulations. As a result of this process, they were also able to deliver the same amount of product with fewer trucks," said Maccio.

Since PacLease is directly affiliated with Kenworth and Peterbilt trucks, customers can consult with engineers on the spec'ing process.

"If a customer wants better fuel efficiency we may look at truck components from a drag perspective. If they want greater payload capacity, we may look at reducing weight. More and more companies are concerned about clean air legislation and want help developing



A NEW SHINE: Costly new emissions requirements and falling used truck prices are restoring the shine to full-service leasing as an option for fleets.

strategies for green operations and sustainability. As new technology comes available, leasing is a great way to meet compliance and take advantage of new fuel-saving tech-

nology without the necessary investments to maintain it. This trend requires that we become experts in the technology as well as new rules and regulations surrounding environmental legislation," he said.

While Stewart has not seen a real change in long-term leasing requirements, more flexible leases are available to certain customers.

"Our standard full-service lease with maintenance has been available for over 40 years. From a due diligence standpoint our credit requirements have changed in terms of being a bit more stringent. The one thing that has changed a bit is that used truck values have plummeted, so we've done a lot more used equipment leasing, because we can't dispose of the vehicles as

well. These can go a little bit shorter term because they've been partially amortized already. It's become a little more prevalent and there are some customers preferring two- or three- vs. five- or six-year terms," he said.

Used equipment leasing seems to be on the increase, as evidenced by the recent creation of the Web site www.nationaleaseusedtrucks.com.

Nationalease, a North American full-service truck leasing organization, created the site in April, offering detailed information on hundreds of trucks, tractors and trailers available for sale.

Visitors can enter a product category and see the full list of available equipment, plus have it filtered according to year, make, model, stock number, and other details, to create a comparison chart to show similarities and differences among vehicles under consideration.

"Every customer we go to today is certainly looking at more of their costs. They're getting more in tune with where their money is going and a more educated buyer for us is generally an advantage," said Stewart.

"What customers are really looking for now is price competitiveness. In today's economy generally people are getting the best price. It's a fairly competitive environment, it's come to me with your best value added proposition, your best price," he added. □



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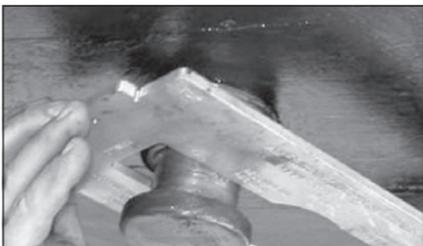



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FEATURE

Retired trucker designs round truck cab, hopes to market it

By James Menzies
WHITEHORSE, Yukon – Some of the greatest, and wackiest, trucking-related inventions have been borne out of the tediousness of driving long distances, mile after mile, day after day.

Sometimes, the idea takes form gradually over weeks, months or even years. Other times, a professional driver has an ‘a-ha!’ moment which sparks an idea that sends them down the long road toward product development, validation and finally, if all goes well, production.

Ralph Fitzsimmons, an 80-year-old retired trucker in the Yukon, had his a-ha moment 15 years ago when he witnessed an accident while driving through the mountains. In poor driving conditions, a motorist careened into a guard-rail and was spun back onto the road. While the car hit the guard-rail nearly head-on, the curved shape of the barrier saved the driver from injury and allowed the car to bounce off with minimal damage.

“Nobody was hurt because of the contour of that railing,” he said of the accident that got the wheels in his head turning. “I thought, ‘If that worked that way, why wouldn’t it work on vehicles?’”

Applying that same principle to truck design, Fitzsimmons be-

gan thinking about the advantages of a round truck cab. He has painstakingly sketched, in great detail, what he has since dubbed the Fitzsimmons Round Truck Cab Design. He has patented the concept and has even gone so far as to build a full-sized prototype, using the thinnest plywood he could find.

Now, however, Fitzsimmons says he has hit a roadblock. He lacks the resources to get the truck into production and the OEMs he has approached seemed uninterested. Fitzsimmons even ended up dismantling his prototype, because he said it took up too much space in his garage.

The inventor remains undeterred, however, and hopes the concept will be developed further if the right people find out about it. Fitzsimmons explained some of the round truck’s features to *Truck News*: a low ride prevents vehicles from sliding under the cab; doors open inwards and slide along the inside of the wall; and hydraulic cylinders tip the cab forward to provide access to the engine.

It looks like a typical European cabover, except that it’s completely round. The sleeper is positioned in the center of the cab and stretches eight feet, the full width of the cab.

From above, the roof of the cab



OUTSIDE THE BOX: Ralph Fitzsimmons’ round truck cab is safer, he says, because oncoming vehicles will glance off it if involved in a collision. He also says it’s more aerodynamic than conventional designs.

looks Frisbee-shaped, presenting endless opportunities for creative paint schemes; baseball stitching and smiley faces, to name but a couple.

The Fitzsimmons Round Truck Cab Design may never reach production, but the inventor isn’t yet

prepared to give up on his dream. He plans to keep promoting it in hopes someone with the resources to mass-produce the truck sees it and has an ‘a-ha’ moment of their own. For more info on the Fitzsimmons Round Truck Cab Design, check out www.fitztruckcabdesign.com. □

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MUSIC

CD Review: Highway Fever

By Adam Ledlow

TORONTO, Ont. – I have to admit it: I've got the fever. Though not typically a follower of country music, I found the latest effort from Kentucky-born musician Terry Wooley, *Highway Fever*, to be a toe-tappin', knee-slappin' ride from the CD's title track onwards. For the 2009 concept album, Wooley teamed up with aly'an (a female country duo made up of Alyson Burke and Andrea Warner, formerly of The Wild Roses) "to show the appreciation and dedication of one of the most important everyday American heroes, 'The American Truck Driver,'" according to the disc's liner notes.

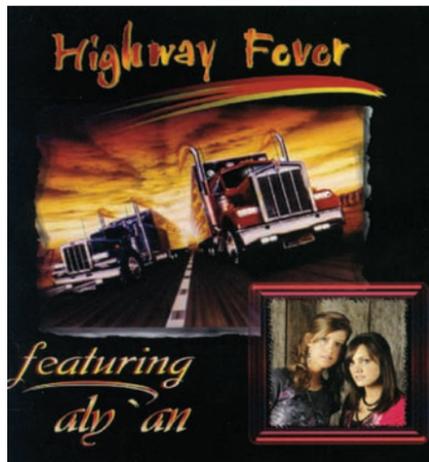
However, to call the album a showing of "appreciation" for truck drivers would be a gross understatement. More accurately, *Highway Fever* is an unabashed 11-track trucker lovefest – a fun one at that.

From the get-go, you can see how *Highway Fever* would serve as the perfect travelling companion for a long day of driving. The CD's title track *Highway Fever* sets the upbeat tone – both musically and lyrically – for the album, starting with the song's opening verse: "Temperature is rising my palms a little sweaty/This load that I'm hauling might be a little heavy/So I'm dodging all the scales and I'm running in the left lane/Having my breakfast from a coffee cup/Been running hammer down since the sun came up/Just dropped a load and I'm headed back the way I came/Running coast-to-coast on the Interstate/Hauling heavy loads and they can't be late/Ain't no doubt about it there's no place I'd rather be/Highway fever's got a hold of me."

In *Things I've Missed*, Wooley outlines many of the sacrifices that truckers must make for their careers, often having to miss a number of family firsts to get the job done. In the song's bridge, Wooley reminds listeners: "Baseball, football, soccer games/never knew the score/But if it weren't for truckers/The world would miss a whole lot more."

Both *Heroes of the Highway* and *America's Compassionate Army* paint truckers as heroic in their day-to-day jobs, making sacrifices for the sake of the rest of the country.

In *Last Ride Home*, Wooley sings about a 30-year veteran dropping off his last load before retiring. "He'll hang his keys up on the wall/But



hates to call it quits/As his old body tells him so/No more logging time, no more scales to climb/And the trucker takes his last ride home."

Women truckers get their share of coverage on the album as well, with such aptly named tracks as *Mother Trucker*, *Lady in the Driver Seat*, and *Mamma's Wearing the Pants* – all fronted with the vocal stylings of aly'an, of course.

In *Mother Trucker*, the singers croon about "a little bitty lady with a heart as big as Texas" who "drives bigger than she seems," before calling her a "little mother trucker, trying to make it home to her kids."

On *Lady in the Driver Seat*, the singers once again thank truckers for all the sacrifices they make on the road, while *Mamma's Wearing the Pants*, flips the notion of the "typical" trucker family on its head with the story of a trucking Mom and a stay-at-home Dad. "Daddy hauls the kids in a mini-van/I guess he's a soccer Dad/Mama's in a big rig running down the highway/Wearing a trucker's hat," the duo sings.

In all, *Highway Fever* is a catchy mix of upbeat and ballads, with enough lyrical praise for the industry to make even the toughest trucker blush, but it is certainly no slouch in terms of production value and musical content, despite being produced independently. Savvier country music fans than I might hear a little Trace Adkins in the Wooley-fronted songs, while aly'an might remind listeners of Gretchen Wilson with a pinch of the Dixie Chicks evident in their harmonies. So for country music fans who love trucking – and for truckers comfortable with a whole album's worth of admiration – *Highway Fever* may be just what the doctor ordered. Catch it at www.highwayfever.net. □

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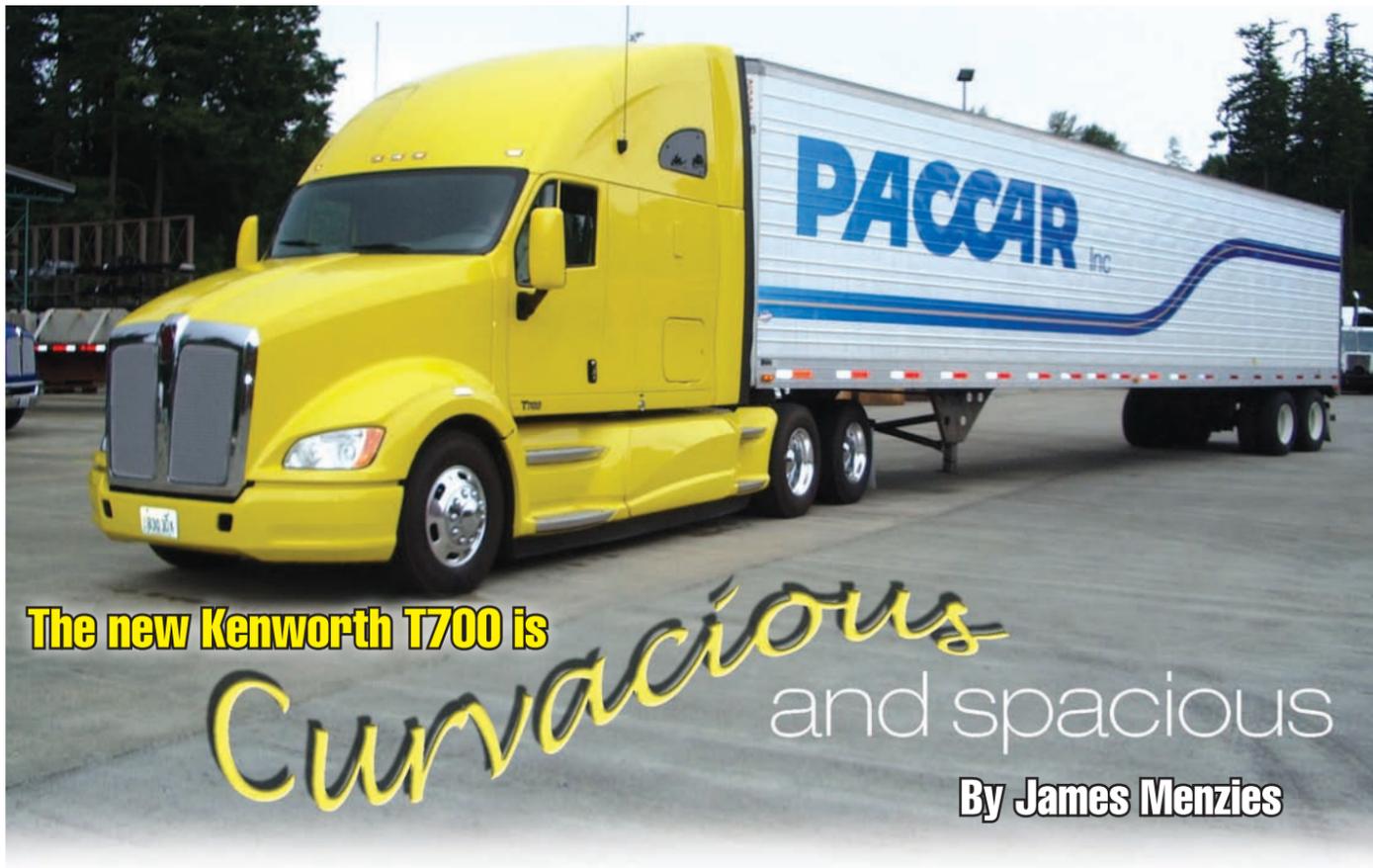
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ROAD TEST



The new Kenworth T700 is

Curvacious and spacious

By James Menzies

'If you were a fan of the T2, and I count myself as one, then you can take comfort in knowing there's an even better truck waiting in the wings. It makes it easier to say good-bye.'

MOUNT VERNON, Wash. – The T2000 era at Kenworth has come to an end and rising from its ashes is a truck that's every bit as good, and then some.

The new Kenworth T700 has retained much of the styling that made the T2 stand out on the road: a wide, imposing wire mesh grille, sloped hood and broad stance. By using computational fluid dynamics (CFD), engineers have designed a truck that's aerodynamically superior to its predecessor without sacrificing aesthetics or interior space. Perhaps it's not fair to compare the T700 to the T2000 – after all, it's a completely new design, not just the reworking of an old model that's being put out to pasture.

Nonetheless, the T2000 was retired to make room for the T700, so comparisons are inevitable. The T2000 had its detractors, but occasional complaints of wind noise and cab sway won't haunt its replacement. The solid door closes firmly and excellent insulation keeps wind and road noise about as muted as one could hope. The suspensions on the two versions I recently drove (Kenworth AG130 Front Air Ride 13.2K on the front and Kenworth AG400 40K on the rear of both tractors) provided a smooth ride absent of any rocking. The smooth-shifting UltraShift Plus surely contributed to that as well.

It was hard to find fault with any aspect of how the T700 performed on the road and the fact it's aerodynamic as well as comfortable and fun to drive is a bonus – a bonus that pays big dividends, mind you. And how about that aero? According to Kenworth, the T700 is its most aerodynamic vehicle ever, boasting 3% less drag than the fuel-efficient, narrow-nosed T660. Somehow, that's been accomplished without eating into the spacious interior which includes 60 cubic feet of storage, 25 more cubic feet of roominess than the T660 and a towering, 8-ft. "cathedral" ceiling that allows a driv-

er to comfortably sit upright in the top bunk. This may be the ultimate team truck. Better yet, it's a truck that makes financial sense in a package that even classic-styled truck fans can appreciate. It's a slippery truck that doesn't look too slippery, yet through the miracles of CFD every possible point of unnecessary air flow interruption has been eliminated through subtle design enhancements. Little things, like flush-mounting the LED marker lights and providing a nearly seamless transition between components such as the hood, fenders, windshield, roof and bumper.

The T700 also employs Kenworth's excellent forward lighting system, with halogen bulbs that provide 44% better illumination than traditional sealed beam lamps. It's a marked improvement, both functionally and stylistically, from the pupil-shaped headlights of the T2.

Inside, the T700's dash is intuitive with easy to reach switches and an optional SmartWheel that I would consider a must-have spec'. It puts frequently-used controls such as cruise and the engine brake at your fingertips so you don't have to reach for the desired rocker switches. The SmartWheel also features a flasher button that allows you to effortlessly blink your lights – a common courtesy that seems to be not so common anymore. Spec'ing the SmartWheel encourages courteous driving and promotes the

use of cruise control – seems like a no-brainer to me.

New to Kenworth is a pre-trip inspection assistant that cycles through the lights so a driver doesn't have to return to the cab multiple times as he or she does a walk-around.

On the dash, Kenworth's driver display provides bite-sized nuggets of information without overwhelming the driver. It provides a sweet spot indicator to promote fuel-efficient driving and the driver can cycle through other messages as required. I kept it on the sweet spot indicator, which provided assurance that I was getting the most out of the engine – which wasn't difficult with the UltraShift Plus.

I've written plenty about the UltraShift Plus in the past, so I won't go into much detail here except to say I like the way Kenworth packages the leverless console out of the way, creating even more space between the seats – an ample 30 inches in the T700's case.

The arm rests swing back behind the seats to clear up even more space at the entrance into the roomy, 75-inch Aerodyne sleeper cab. It wouldn't take much to dress this sleeper up beautifully – it comes with an optional flat panel TV mount and drawer-style fridge as well as plenty of lighting. This is a sleeper cab you can live in.

Under the hood

Kenworth was kind enough to provide

two similarly-spec'd T700s on my recent test drive, one featuring the Cummins ISX15 under the hood and the other powered by Paccar's own, all-new MX. However, it was difficult to draw an apples-to-apples comparison since the Cummins was rated at 425 hp, 1,550/1,750 lb.-ft. torque at 1,200 rpm while the MX was rated at 485 hp and 1,650 lb.-ft. of torque at 1,100 rpm. Still, both engines were more than capable of pulling my 80,000-lb GVW load up the long uphill grade just before Exit 215 on I-5 south of Mount Vernon. Both engine brakes were remarkably quiet, a welcomed, if unintended benefit from the noise-reducing qualities of the SCR system.

Truth be told, it was difficult to tell the difference between the two engines.

A more discerning Cummins aficionado will no doubt find some subtle nuances, real or imagined, that will allow Cummins to retain its loyal following. But Paccar has produced a worthy alternative to the ISX – and once its promises of a million mile life expectancy are industry-tested, it will no doubt develop its own legion of followers.

Like Pepsi and Coke, both engines will satisfy, but customers will no doubt have their individual preferences.

The Paccar folks pride themselves on the quietness of the new MX – and for good reason. It is indeed a quiet engine, thanks in part to the use of compacted graphite iron (CGI) not only on the engine block (a sound-deadening tactic first employed in North America by Navistar on its International MaxxForce) but also on the cylinder head.

But while the MX was quiet, the Cummins too seems to have gotten quieter, which may be a tribute to the insulation package and other noise-reducing features of the Kenworth cabs themselves.

The bottom line when it comes to engine selection is that with the departure of Caterpillar from the North American on-highway market, customers once again have a choice, and it's a choice between two fine engines.

Emissions system

Speaking of engines, the EPA2010-compliant emissions system featuring selective catalytic reduction (SCR) can be packaged in one of four ways: right-hand under passenger access step (with a clear back of cab); horizontal crossover (offering the ability to shift weight forward and maximize frame space); vertical independent (allowing maximum frame space and clear access to PTOs); and horizontal series (for medium-duty offerings only).

Giving credit to the Kenworth engineering department, vocational product manager Samantha Parlier said the entire SCR emissions system including the DPF are now packaged as tightly as the DPF alone was in 2007.

The horizontal crossover configuration is expected to be most popular on highway trucks with sleeper cabs, Parlier predicted.

The exhaust travels through the DPF, crosses over the driveline and enters the mixing pipe which is housed above the SCR canister. Kenworth has a multi-stage derate strategy for when diesel exhaust fluid (DEF) runs low, and at no point does it involve putting the brakes on the truck at highway speeds.

As long as the DEF tank remains at greater than 10% full, it's business as

T700 Canadian Road Tour set to kick off

The Kenworth T700 and Paccar MX Engine Canadian Road Tour is set to visit 13 Kenworth dealerships across the country starting in September.

The tour features the new Kenworth T700 model equipped with a 75-inch Aerodyne sleeper and new 2010 Paccar MX engine. Dates include: Sept. 7, Inland Kenworth, Langley, B.C.; Sept. 9, GreatWest Kenworth, Calgary; Sept. 10, Edmonton Kenworth – Northside; Sept. 13, Custom Truck Sales Saskatoon; Sept. 14, Custom Truck Sales Regina; Sept. 16, Custom Truck Sales Winnipeg; Sept. 20, Kenworth of Thunder Bay; Sept. 23, Kenworth Kitchener; Sept. 24, Kenworth Concord; Sept. 27, Kenworth Montreal; Sept. 28, Kenworth Masaka; Sept. 29, Kenworth Quebec; and Oct. 1, Bayview Kenworth, Moncton. □

usual. Once it reaches the 10% mark, a DEF warning lamp lights up on the dash. At 5% full, the lamp begins flashing and it is soon accompanied by the Check Engine light. If DEF levels aren't replenished, the engine will suffer a 25% power derate – enough to get the driver's attention but not to render the vehicle undrivable.

"It's enough that the operator knows something is going on but it won't hamper their ability to continue operating at freeway speeds," Parlier explained. Once the driver shuts the truck down, however, there's no getting back to highway speeds without adding DEF. A driver will be limited to five mph upon restarting the truck unless DEF is added, allowing them to limp along to a fuel station but little else.

Many EPA2010-related messages have been added to Kenworth's driver information centre, to ensure drivers are warned of the emissions systems' requirements. New messages include 'Exhaust SCR DEF Service Required' – a note that drivers will hope to avoid, since it indicates the wrong fluid may have been added to the DEF tank.

Also new in 2010 is a message that indicates the DPF Regeneration Inhibit switch has been activated. Drivers have been known to activate the switch to prevent DPF regenerations and keep exhaust temperatures low, when fueling for instance, only to forget they did so. The DPF would clog prematurely as a result, negatively affecting fuel economy and necessitating an early cleaning.

You can remove the inhibit switch altogether, but Parlier advised against that, confident the new warning message alone will solve the problem.

Unique to Kenworth is the ability to spec' any sized DEF tank, provided it meets EPA requirements. Parlier says other OEMs allow you to spec' only the size of the fuel tanks and then slap on the corresponding-sized DEF tank.

"It may seem trivial, but if you're a customer and you know you want that large tank because of the way your route goes and a small tank may not get you there, you can spec' a larger tank," she said.

Customers can also choose to have the tank mounted on either side of the vehicle to optimize compatibility with their own fuel islands or DEF dispensing equipment.

Final thoughts

The T2 had its detractors, but any shortcomings have been fixed in the T700. The T700 appears to be a better



SKY HIGH: The Kenworth T700 may be the ultimate team truck, with a 96-inch ceiling height so even a full-sized driver can sit upright in the top bunk.

built truck all-around. The T2's strong points, such as visibility, driveability, aerodynamics and spaciousness, have only been enhanced with the T700's design.

If you were a fan of the T2, and I count myself as one, then you can take comfort in knowing there's an even better truck waiting in the wings. It makes it easier to say good-bye.

Not only is the T700 a worthy successor to the T2000, it's also gives the popular T660 a run for its money. I drove both trucks on my trip to Kenworth Country in the Pacific Northwest and there's plenty to like about both rides. If I were a regional driver, the T660 would be my Kenworth.

But it's hard to beat the roomy interior of the T700 if you're living out of your truck for any length of time, especially with a partner.

It will be interesting to see which of these models proves more successful once fleets and owner/operators have had the chance to vote with their pocketbooks.

With the driver shortage on the brink of re-emerging, company drivers may have some influence as well. I'm told T700 pricing is still being determined, but it's likely to be comparable to the T660.

The T700 is a truck that drivers can be proud to drive and owners can buy knowing that with its aerodynamics and quality construction, it makes smart business sense as well. □

Kenworth boasts completely clear BOC

By James Menzies

RENTON, Wash. – One of the highlights of Kenworth's EPA2010 truck line-up is what it claims to be the industry's only completely clear back-of-cab (BOC) – both above and below the frame rail.

Samantha Parlier, vocational product marketing manager with Kenworth, showed off this accomplishment during a recent visit to Kenworth headquarters. The great enabler is an aptly-named, 6.5-gallon Clear Back of Cab DEF Tank which sits cleverly tucked over top the fuel tank.

"Kenworth is the only OEM that allows you to run SCR with a completely clear back of cab both above and below the frame rails," Parlier said. "We can package the batteries, fuel tank, DEF tank and the exhaust system underneath the cab and that little 5.6-gallon tank is the reason we can do that."

That engineering achievement is likely to be popular with vocational truck body builders. Another treat for body builders is they can relocate all the tanks and pumps found on a Kenworth truck to accommodate their own requirements. The completely clear BOC was showcased on a Kenworth T800 extended cab dump truck, although the extended cab isn't necessary to achieve the clear BOC, Parlier said. □

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Missing since: December 9, 2008
Missing from: Manchester, England
Eyes: Green/Brown
Hair: Brown, curly, past shoulders
Small scar beneath lower lip

Characteristics: Pearl was last seen at her nursery school on December 1, 2008 when she was picked up by her mother Helen Gavaghan (aka Meta International; Dana Flaherty). It has been confirmed that mother and child flew from the UK to Mexico on December 9, 2008. It has also been confirmed that they subsequently entered the US via land crossing at Laredo, Texas on December 30, 2008. There has been a recent sighting of them in Toronto, Ontario, under the names Dana and Belle Flaherty. The Manchester Police Service have issued a warrant for their return to the UK.

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FLEET NEWS

Claire's Delivery receives 12 Mack Pinnacles with SCR

By James Menzies
PORT COLBORNE, Ont. – What do you do when a small, local trucking company takes delivery of 12 new trucks – roughly half its original fleet size?

If you're B&C Truck Centre, you throw'em a party. On June 30, a few dozen industry suppliers and community business folk gathered at the Mack dealership here to celebrate a local success story. Claire's Delivery was receiving 12 new Mack Pinnacles with EPA2010-compliant MP8 engines; all equipped with selective catalytic reduction (SCR) aftertreatment systems. The purchase was necessitated by the landing of a major contract with Pinty's Delicious Foods, which is headquartered in Burlington with its main processing plant in Port Colborne.

Claire's Delivery will haul live chickens to the plant and then



READY TO ROLL: Fleet manager Sean Simpson shows off one of the new additions, a Mack Pinnacle day cab with MP8 engine. Photo by James Menzies

fresh and frozen product to stores in southern Ontario and as far away as Montreal and US points in the Great Lakes region.

Sean Simpson, fleet manager with Claire's Delivery, said a commitment to service the contract with new equipment was a key

component in landing the deal. "Pinty's was happy we went with all new equipment on this," he told *Truck News* during the festivities, adding the time-sensitive nature of the business simply doesn't allow for unplanned downtime.

Prior to the purchase, Claire's ran 26 trucks hauling everything from bagged flour to machinery. The closure of a local John Deere plant could have proven devastating, but the company diversified and aggressively pursued the Pinty's contract that came due three months ago.

"We had a large contract with John Deere when they closed the plant," said Simpson. "The plant closure was a huge hit for us, but we were pursuing this contract even before that and we were successful on the bid."

In addition to hauling for Pinty's, Claire's operates a household moving division, runs local courier vans and handles some automotive shipments. It also runs a warehousing and logistics division.

"We're pretty diverse in what we do," said Simpson. "In this economy, you have to be."

The Mack order was worth celebrating, not only for Claire's Delivery but also for dealer B&C Truck Centre, which will handle service, parts and warranty requirements. (Stoney Creek Mack sold them the trucks and sub-dealer B&C Truck Centre will care for them). The 12-truck order was one of the first significant orders for SCR-equipped Mack trucks in southern Ontario, said Albert Ciolfi, general manager of the dealership. He presented Larry Simpson, general manager of Claire's Delivery, with a bottle of locally produced red wine to symbolically smash over the truck's front fender as part of a ceremonial christening. Not to worry, no wine or trucks were damaged during the symbolic gesture.

"Together, we were able to turn a dismal economy into something positive," Ciolfi said during the ceremony. "We're all local companies from Port Colborne working together to keep jobs in this city. I want to thank Larry (Simpson) for having confidence in us and having confidence in Mack Trucks."

Fleet manager Sean Simpson says fuel economy was a top selling point for the company. SCR, he pointed out, is expected to deliver a 5% fuel economy improvement over previous generation engines. The company was previously running a mix of Mack and International tractors.

"Fuel mileage-wise, the savings is what we are looking at," he said, adding the environmental benefits are also welcomed. "We're trying to change the technology and go a little greener with the new SCR emissions. We think it's the right way to go."

The company also spec'd driver-friendly options such as power locks and windows and upgraded seats.

"Our guys have to be comfortable and happy working with the trucks," he said. "We dress them up as much as we can."

Claire's plans to run the new trucks for five years or about 500,000-600,000 kms. □

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TST Overland triples western capacity

CALGARY, Alta. – TST Overland has acquired a new 52-door cross-dock terminal in Calgary that will more than triple its capacity there, parent company TransForce announced.

“We are continuing to invest in our operations in western Canada because of the region’s economic strength and growth potential,” said Alain Bedard, chairman, president and CEO of TransForce. “This new terminal enables TST Overland to deliver expanded services in and out of Calgary, which is a major gateway for shipments within western Canada as well as to and from the United States.”

TST recently added direct line hauls from Dallas, Texas to Calgary, which will be handled through the new terminal, the company says. □



NEW DIGS: HGC has completed the move into its new facility in Caledon and now has its eyes on the Mexican market as well as the LTL game.

Photo by James Menzies

HGC moves into new digs, expands service offerings

By James Menzies

CALEDON, Ont. – As the Canadian trucking industry was just beginning to spiral into a deep freight recession and a period of global economic uncertainty in 2007, refrigerated goods carrier HGC (The Harmon Group) was shopping for land.

Jas Shoker, president of the 100-truck fleet, unveiled the company’s new 45,000-plus sq.-ft. headquarters, warehouse and shop in mid-June. Perched on six acres of land at 34 Perdue Ct. in Caledon, just north of the fleet’s former head office in Brampton, the new facility boasts reflective blue-tinted glass, modern offices, a tractor-trailer wash bay, a 12,000 sq.-ft. shop and 15,000 sq.-ft. of warehouse space.

“I know it was a tough time last year but we are getting out from there and that’s good,” Shoker told *Truck News* during a visit to the facility.

The new terminal was built with drivers and owner/operators in mind. They will soon be able to drop their truck at the terminal after a trip, enjoy their 36-hour reset period and then get back on the road without having to travel off-site to fuel up, weigh their load, wash their equipment or seek repairs. (The wash bay and shop are already up and running with the fuel island and in-ground scale yet to be installed).

“Soon, they’ll be able to drop their truck and go home and relax for 36 hours and when they come here to work again, the truck and trailer is cleaned, washed and ready to go,” said Shoker. “They’ll just have to do an inspection and go.”

HGC hauls produce to Ontario and as far east as Nova Scotia from

Texas, California and other regions where good things grow. Having just moved into its new digs, the company clearly has some swagger in its step. Shoker said he plans to grow the fleet by 25% within a year, and is launching an LTL division as well as a new direct service to Mexico. Shoker recently returned from Mexico where he met with a partner there who will take HGC’s trailers into Mexico and then turn them back over to HGC drivers at the border for the return trip to Canada. The Mexico service was slated to be up and running any day, Shoker said.

“Nobody likes it in Mexico,” he said of the new opportunity. But isn’t he worried about his trailers?

“Of course!” he said. “I’ve said, ‘I want my trailer back as I gave it to you, I want it in the same shape, I don’t want tires missing or lights missing!’ They’re (HGC’s new Mexican amigo) a good company though.”

HGC currently runs a fleet of late model Kenworths and Freightliners, but Shoker admits he’s wary of the new emissions packages coming into the market. The new equipment has him considering buying used trucks for the first time.

“That’s my second option,” he said. “The drivers don’t like used trucks but for the company, I think the best idea is to buy used trucks right now and wait another year. I will maybe buy a few (new) trucks but I won’t be buying seven in one shot.”

However he decides to grow the business, Shoker is sure of one thing; the future is bright. He stopped short of predicting where the company may be in five or 10 years, but said he’s optimistic about its future. □



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FLEET NEWS

PMTTC safety award winners no strangers to success

KING CITY, Ont. – Luckily for Pro Distribution Services and Home Hardware, winning safety awards never grows tiresome. If it did, the companies would have to consider boycotting the Private Motor Truck Council (PMTTC) annual conference, where they routinely win their respective categories in the association's fleet safety awards, sponsored by Zurich Insurance.

For the sixth time in 13 years, Pro Distribution Services has been named the award winner in the small fleet category. The company has been running a fleet for more than 25 years, delivering dated material such as weekly flyers to newspapers.

The fleet consists of six power units and 13 trailers and accumulated close to 100,000 kms in each of the past three years, while maintaining a CVOR violation rate of just 2.6% – particularly impressive since the fleet runs inner-city most of the time.

The company has a written Safety Policy Statement and Driver Policy, which outline their safety standards and procedures. Driver turnover is nearly non-existent, with all drivers having remained with the fleet for at least the last nine years.

New hires, when they do come along, must spend the first week with an experienced driver and the operations manager so they can be assessed

and ask any questions. Regular safety meetings are held and a bonus system is in place for safe driving.

Winner of the large fleet category was Home Hardware Stores, a three-time winner in its own right. Home Hardware runs 132 power units and nearly 500 trailers from a network of four distribution centres.

The fleet delivers about 95% of the product sold in its stores. In each of the last three years, the fleet ran over 17 million kilometres.

Home Hardware has written policies for the hiring, orientation and training of drivers. It also has a Carrier Safety Management System developed in conjunction with the Canadian Standards Association.

On-board recorders monitor driver behaviour and drivers are kept appraised of their performance and that of the entire fleet. Bonuses are awarded for safe driving. Home Hardware has a CVOR violation rate of 11.6%.

"Zurich and the PMTTC congratulate the management and drivers of these fleets," said PMTTC president, Bruce Richards. "It requires a good deal of effort from everyone involved with the fleet to keep road safety uppermost in mind, and that effort pays off with these enviable safety records. Both Pro Distribution and Home Hardware Stores are excellent examples of well-run fleets". □

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SAFETY PAYS: Pictured, from left to right is Bill Kalbhenn (director of fleet safety and recruiting), Brian 'Huggy' Halabura (award-winning Yanke operator) and Craig Bailey (v.p. of YMS, YGLS, YSCS).

Yanke awards truck as part of safety program

SASKATOON, Sask. – A long-time Yanke driver has won a Ford F-150 pickup truck by participating in the carrier's innovative safety program dubbed 'Be the One.'

The Yanke Group of Companies launched its Be the One safety initiative last year, incorporating online video, safety breakfasts, seminars and presentations. The program was rolled out to all staff with the goal of increasing all employees' awareness of safety.

Amazingly, Yanke reduced its accident costs by 48.5% compared to the previous fiscal year, the company claims. Accident costs were reduced in six of seven tracked categories, including a 94.3% reducing in the 'leaving roadway' category.

As part of the program, Yanke

held incentive draws for all operators that met qualifying criteria. In addition to awarding six monthly home furnishing packages worth up to \$5,000 each, the company awarded a grand prize of a pickup truck of the winner's choosing, valued at up to \$50,000.

To qualify, Yanke drivers had to attend an awareness session and meet accident-free mileage targets.

Professional driver Brian 'Huggy' Halabura was drawn from among 468 drivers as the grand prize winner. He received his new Ford F-150 pickup truck in June.

"Yanke wishes to congratulate all of its operators and staff for their commitment to 'Be the One,' and helping to make the roads a safer place for us all," the company said in a release. □

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TransX welcomes new US division president, Web site

WINNIPEG, Man. – TransX Group of Companies has recently appointed Ron Joseph as president of its US division, TransX USA. Company officials say Joseph is responsible for the expansion of the US truckload brokerage business and his appointment coincides with the launch of a new Web site, www.transxusa.com.

“Throughout his career, Ron consistently delivered superior results. Combine that with the launch of www.transxusa.com and we’re ready for the upswing in the economy. We will continue our growth in the US and Ron’s extensive experience is a huge asset,” said Louie Tolaini, president of TransX Group of Companies.

Joseph, who reports to Tolaini, has more than 30 years of transportation experience most recently at FedEx Ground as senior vice-president of linehaul, safety and maintenance. Prior to FedEx, Joseph was first director then vice-president of Roadway Package System, being part of the team responsible for the company’s creation. Joseph’s accomplishments include numerous FedEx and ATA Awards.

“I am very excited to lead and grow the TransX business in the US and we’re proud to launch our US Web site,” Joseph said. “Our online tools allow real-time track and trace, request a quote, and more. At www.transxusa.com, we will provide considerable benefits and services. Our innovative organization adds value to the marketplace building on the strength of the TransX Group of Companies.” □

Ryder awards top partners

MIAMI, Fla. – Ryder System recognized its top-performing Canadian carriers during its recent 2009 Ryder Carrier Quality Awards presentations.

Vitran Express won the LTL Inter-regional category, Kingsway Transport was named tops in the Canadian LTL division and Bison Transport was best in the Canadian truckload category.

“In spite of last year’s challenging economy with declining freight volumes, these carriers still managed to perform above expectations and deliver exceptional service to customers,” said Ryder vice-president and general manager of global transportation management, Todd Carter. “We are pleased to recognize and honour the top-performing 2009 carriers who understand the demanding requirements of our transportation services and share our commitment to helping customers operate more efficiently.”

Carriers were judged on: on-time performance; claims handling; customer service; technology applications; economic value; and innovation.

“We are honoured to have been chosen for this award and will continue to build on our strong partnership with Ryder,” said Brian Kuzdub, senior business development manager with two-time winner Bison Transport. □

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FLEET NEWS



CLEAN AND GREEN: Frito Lay has deployed six all-electric delivery trucks into its Canadian fleet.

Frito Lay rolls out electric delivery vehicles

MISSISSAUGA, Ont. – Frito Lay says it is the first food manufacturer in Canada to integrate emissions-free electric vehicles into its delivery fleet.

The company has taken delivery of six electric vehicles, which are being deployed at Frito Lay Canada's distribution centres in Brampton (which will receive three), Ottawa, Surrey and Laval.

The vehicles were built by Smith Electric Vehicles. Each has a 60-km per day range, which Frito Lay says meets the requirements of most of its routes. The delivery vehicles will be powered by electricity from the grid and will be recycled when they reach the end of the batteries life cycles of three to five years or longer.

"Electric vehicles are good for the environment because they do not use fossil fuels and they do not produce greenhouse gas or particulate emissions during operation," says Helmi Ansari, sustainability leader, Frito Lay Canada. "We've been striving to reduce our footprint on the planet for many years and energy conservation has long been a strategic initiative for the company. Today's introduction of electric vehicles to our fleet brings us one step closer to our vision of a fleet that's comprised of several types of highly-efficient vehicles that meet our various route needs and driving distances across the country."

The use of electric delivery vehicles is just one of many environmental undertakings by the company. It's also focusing on using less water, electricity and fuel while reducing waste from everything it makes, moves and sells.

Frito Lay says to date it has: reduced the total distance travelled by its trucks by 3% (one million kilometres) by optimizing delivery routes; reduced manufacturing fuel consumption by more than 20% since 1999 per kilogram of snacks produced; reduced water consumption by more than 30% since 1999, saving 5.4 billion litres of water through changes at manufacturing plants; reused about 40 million shipping cartons since 1999, equivalent to saving more than 300,000 trees per year; and in 2009 the company says it diverted more than 92% of its manufacturing waste from landfills into recycling and re-use streams, just short of its 99% landfill diversion target. Frito Lay also lays claim to producing the world's first 100% compostable chip bag, introduced with the SunChips brand. □



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Continental Tire has come out with a new, more fuel-efficient version of its best-selling **medium-duty steer tire**. The HSR2 Eco Plus, available immediately, boasts 15% less rolling resistance than the current HSR2 regional steer tire, the company claims, resulting in 3% better fuel economy. The company says its newest tire is one of the few regional tires to be verified by the US EPA SmartWay program. For more info, visit www.continental-truck.com or visit a dealer.

A new wide-base Bridgestone Greatec **R125 trailer tire** is now available, promising low rolling resistance and increased payload. The Greatec R125 is SmartWay-certified, the company says. It's suited for fleets that want to maximize payload and save fuel. For info, speak to a Bridgestone dealer or visit www.BridgestoneTruckTires.com.



Yokohama has come out with two new **off-road tires** for dump trucks. The RL42 is for hard-packed surfaces and job sites where longer hauls are required while the RB42 is for soft ground and/or loose surfaces such as mud, sand, gravel and rocks, the company says. The RL42 comes in sizes 1800R33 and 2400R35 and the RB42 comes in sizes 1800R33 and 2400R35. For info, speak to a Yokohama tire dealer.

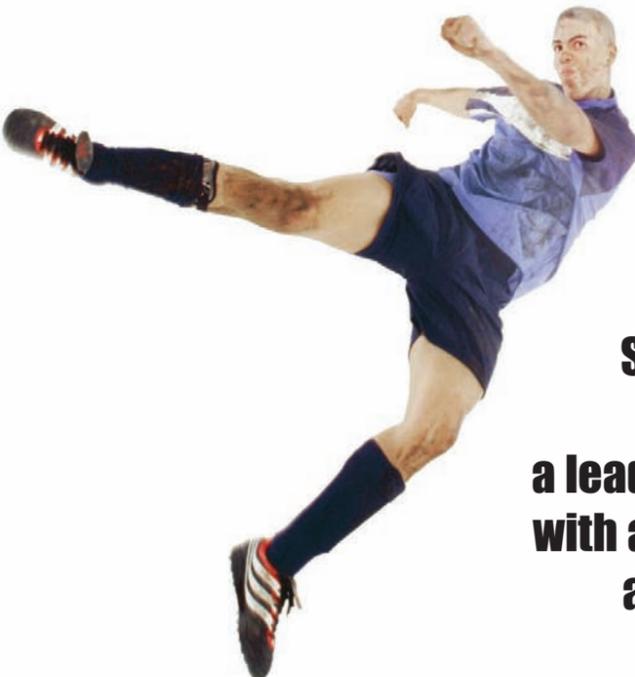
Trailers

Fabrication Damsen has designed an **aluminum dry box trailer** specifically for transporting wood and composite mouldings. Pre-

Continued on page 51

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NEW PRODUCTS

Continued from page 51



viously, transporting mouldings was difficult because their length made dry vans impractical and flatbeds wouldn't entirely protect the product from the elements, the company claims. So using its aluminum low bed trailer as a starting point, the Quebec company designed a new aluminum closed dry box with side doors that can be up to 18 feet long. The trailer was built with help from moulding manufacturer Alexandria Moulding and allows side loading and unloading as well as excellent protection against water, the company says. The first of the trailers was delivered last March and has six doors on each side in addition to traditional rear doors. It offers the protection of a dry van and the accessibility of a flatbed, the company says. The trailer weighs about 21,500 lbs. For more information on the trailer, contact Alain Pinard or Donat Messier at 800-361-2648 or visit www.damsen.ca.



Fontaine Modification Company is now offering a new installation service that allows fleets to upfit vehicles with **alternative fuel engines, alternative fuel delivery systems and APUs** in a cost-effective manner. Fontaine says it has exclusive ship-through agreements with major truck OEMs so it can install alternative fuel systems and APUs while delivering considerable savings in chassis delivery costs. Many OEMs still do not install alternative fuel systems on their assembly lines, the company points out, requiring chassis to be shipped multiple times for modification. Fontaine's service can reduce the shipping bill substantially, it claims. For more info, call 800-FONTAINE or visit www.fontainemod.com.

Kenworth is now offering **factory-installed front drive axles** for its T270 Class 6 and T370 Class 7 models. The new front drive axle is Kenworth's first factory-installed front drive axle on its medium-duty product line, the company announced. It's aimed at utility service, construction and municipal applications. More info is available from dealers.

Continued on page 52

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NEW PRODUCTS



Continued from page 51

Thermo King has developed a **prototype truck refrigeration system** with customer Dean Foods, which keeps a load chilled without any diesel requirement. The electric-powered refrigeration units replace conventional reefers that also require oil, filters and anti-freeze. The new unit uses electricity while parked and while on the road, eliminating the need for a separate engine. It's also quieter, Thermo King claims, making it ideal for urban areas. Dean Foods' Dallas-area fleet is home to the new unit, which isn't yet commercially available.



Eaton has published two new colour



brochures for its UltraShift Plus heavy-duty automated transmissions. They're available free of charge online at www.roadranger.com or in printed form. The 22-page publications include fuel economy, safety and life-cycle cost information. To arrange to receive a printed copy, call 800-826-4357.

Global Leasing Group is a specialty finance company that has introduced a product for owner/operators who need to finance equipment repairs. The **Ez Repair Loan** provides an owner with access to credit in short order, the company claims,

when they're faced with a costly repair bill. The loan is based not solely on an owner/operators' credit-worthiness, but also the value of the truck, the company says. This leaves credit cards untouched and allows the operator to keep cash available for travel needs. The financing is available through about 300 truck repair dealers in the Greater Toronto Area. More info is available by calling 905-212-9912.

TRP Aftermarket Parts has new high-density foam and innerspring **mattresses for sleeper bunks**. The mattresses have a three-layer quilted design that's tear-resistant, according to the company. The innerspring mattress is seven inches thick and features a design that limits horizontal motion, which minimizes friction in the springs making it well-suited for teams, the company says. The foam offering is five inches thick and uses high-density foam for full body support. For more info, visit www.trpparts.com.

Location Florabec and Transport Florabec have combined to create a new **Web site** for both entities. Location Florabec is a Freightliner, Sterling and Western Star subdealer and Transport Florabec is a flatbed transportation provider. The new Web site is aimed at reflecting the broad scope of services offered, the companies say. The Web site can be viewed in both French and English at www.Florabec.com.

TransCore's Loadlink **freight-matching service** has been integrated with Google Maps, the company has announced. The value-added integration allows customers to map the origin and destination of all freight and equipment postings with the user-friendly and widely-used Google Maps. Satellite and street views are offered. The new feature allows dispatchers to make quick decisions based on the mapped coordinates without having to use additional applications, the company announced. Users will have access to the new feature on Loadlink.net version 2.8. □

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Kenworth gets large order for new T700

KIRKLAND, Wash. – Kenworth is celebrating a major order for its new T700 highway tractor and the delivery of its first production model truck with the Paccar MX engine.

Kenworth has announced major refrigerated transport company Stevens Transport out of Dallas, Texas has ordered 500 aerodynamic T700s with Cummins ISX engines.

"Stevens Transport is a premier carrier in the industry and we're pleased they have chosen the new, fuel-efficient Kenworth T700 for its fleet. This order is a great way to help launch the T700 into the North American market," said Bill Kozek, Kenworth general manager and Paccar vice-president.

"Aerodynamic trucks are an integral part of our business strategy and the Kenworth T700 will deliver enhanced fuel efficiency and lower emissions. We have a long relationship with Kenworth, and we're especially excited to bring the Kenworth T700 into our operation," added Stevens Transport chairman and CEO Steven L. Aaron.

The Kenworth T700 is targeted towards over the road and team driver operations. It boasts a spacious interior and aerodynamics that result in 3% less drag than the T660, according to the company. For a review of the new truck, see pgs. 38-39.

Kenworth also announced that Costco has taken delivery of its first production truck equipped with the Paccar MX engine. The private fleet recently took delivery of the truck during a special hand-off ceremony at its headquarters in Issaquah, Wash.

Costco runs an all-Kenworth fleet of 300 trucks, all covered under a full-service lease agreement with PacLease. □

SHOW TRUCKS

Putting the shine in show'n'shine

Continued from page 1

(a working 1997 Freightliner FLD 120 day cab) a winner are custom-designed and made – by Rosenau himself.

“I like lots of stainless, and I’m a do-it-yourself kind of guy, so I do a lot of laser cutting myself,” says Rosenau, whose handiwork includes a custom grille that looks like it belongs on a Rolls Royce, a stainless extension on his fibreglass visor and side faring pieces.

But custom designing and cutting aren’t all Rosenau does. He’s also a clean freak.

It can take up to three days for him to polish his truck, thanks to a recent back injury.

“It takes a lot out of me,” he admits. “It hurts my shoulder and neck so much.”

Rosenau says he thinks it’s his detail work that gets the attention of judges.

“I think they like to see something a little different. A lot of people say they see something different every time they look at my truck, like nut covers and etching on some of the stainless and other simple nice touches,” the O/O says.

It could just as well be Rosenau’s efforts when it comes to cleanliness that make him a winner, at least according to Sherry Clarke. Clarke is a former Fergus Truck Show organizer and now the coordinator for the Grand Bend Big Rig National Show’n’Shine, heading into its second season this Aug. 28-29 at the Grand Bend Motorplex in Grand Bend, Ont.

“Sure, the guys that go for extra bells and whistles, extra chrome and lights and fancy paint jobs do make an impression, and judges will look at these additions to see if they’re consistent,” says Clarke, a 25-year show’n’shine veteran. “For example, if the frame is painted, they’ll check to see if it’s been painted everywhere and not just touched up.”

But what’s most important is how clean the truck is, she adds. “Is the fifth wheel clean of grease and so on? In fact, I’ve seen judges get under the truck to see what’s going on. Cleanliness on the suspension and frame is key...are the hoses and chains neatly stored, are the tires



HELPFUL SIGN: A sign can bring attention to customizations more effectively (and tactfully) than girls in bikinis, most judges would agree.

Armor All’d, is the fuel tank clean of spills, are the grille and pipes clean of smoke marks and what’s the overall general appearance in terms of cleanliness? And believe me, the guys showing know it – some of them will do things like pick out all the stones between the treads of their tires. In fact, at one show I saw a fella who jacked up every tire on his truck to get it clean – even the part that would be resting on the ground. I asked him why and he said he wouldn’t feel he’d done a complete job unless he knew the whole tire was clean.”

Clarke is convinced it’s this kind of obsessive devotion to truck upkeep that impresses judges.

“Some guys even retouch the white lettering on their tires with tiny paint brushes so they will look all neat and clean. These guys are so proud of their trucks, they love to put them on display. They cost them a lot of money and they want to share their baby,” says Clarke.

No babes and bikinis

Rosenau is a firm believer that letting truck judges know just how much you care about your truck is key to getting noticed. To that end, he includes signage in his display that details spec’s and describes exactly what he’s done to make his truck special.

“My sign board explains everything about the truck – year, mileage and that it’s driver-driven year round,” says Rosenau.

But bugging the judges while

they’re on the job is a no-no, says Clarke. And so is trying to influence judges with babes and bikinis as part of your display.

“Babes and bikinis don’t impress the judges, in fact, I think they may actually take away from your overall score,” she says. “Of course, there are some guys who will put plants around their display, just to make it look warmer and that’s nice. But girls in bathing suits just give the wrong impression.”

Indeed, Clarke received an overwhelming number of phone calls years ago, when a Supreme Court challenge led to the legalization of toplessness for Ontario women.

“I was astounded by the number of calls we got from truckers who were afraid there were going to be topless women at the Fergus show. They were worried because truck shows are and always have been shows for the whole family. They wanted to make sure they could bring their wives and children out.”

Truck photographer and all-Canadian Wow Trucks Big Rig calendar producer David Benjatschek agrees that while cleanliness and chrome do contribute to the overall score of a truck show contender, cuties out front of your display definitely do not.

“I think that marketing is everything and that’s a good thing,” admits Benjatschek, who himself has officiated as a judge at several truck shows. “But that means hanging out and playing with other people’s kids and answering questions. You can

get votes for the People’s Choice truck that way for sure. But bikinis and babes, well let’s just say I don’t produce that kind of calendar, and I don’t think that’s what makes a positive impression on judges. In fact, I think it would backfire. I don’t think it sends the message you would want to send.”

Benjatschek includes three major winners from each of the four major truck shows across Canada every year in his calendar, including one which he himself selects.

“I include the People’s Choice truck, the judges’ overall show pick, and then my own wild card pick,” says the photographer, who has some definite ideas about what makes certain trucks winners.

“The People’s Choice truck is always a reflection of the lifestyle of the trucker and his pride in his or her job. They’re not always the most decked-out trucks, but the driver is really cool and loves his or her work and the people who vote for him or her love celebrating that,” says the former Shell marketer.

“The judges’ choice is generally based on finer details – they really go over the truck with white gloves, literally. They’ll look all over for dust and dirt and underneath and inside the engine and through every part to check for cleanliness and uniqueness and a whole bunch of other things.”

Uniqueness, according to Benjatschek, can include everything from lights to fenders to tail pipes and hood covers, “anything that can add to the overall wow factor,” he says. “As for what makes an impression on me, obviously it has to be a nice, clean, well-maintained truck, but it’s also about the story of the trucker and how the truck matches him or her. And it’s got to be someone who’s a positive representative of the industry.” Indeed, when it comes down to it, show’n’shine winners are really what judges deem to be the best reps of the industry as a whole, agree show insiders.

In the words of Clarke, “Really, shows are about showcasing the industry, not winning an award. Focusing on the award is just taking the fun out of it. Really what it’s about is giving truckers an opportunity to share their passion with other people, maybe even people from outside the industry, and changing their minds about what trucking is. And that’s what makes everyone a winner.” □

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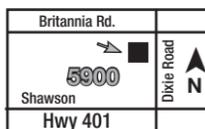
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SHOW TRUCKS

5 Must-have truck accessories that lead to success at show'n'shines and at resale

Truck owners and operators don't usually get second chances to make good impressions with potential shippers and customers, with judges at show'n'shine competitions or with equipment buyers at resale.

If you want to have an edge over the competition, your trucks not only have to look clean and run like clockwork under the hood, they really have to stand out in a crowd.

With dozens of parts and accessories from which to choose, and with a myriad of alternatives, deciding in which ones to invest can be difficult, particularly with limited resources. Truck owners and operators looking to make the best impression possible without spending a fortune should focus on those areas that will give them the best results.

To make the most of what they can

afford, Paccar Parts recommends starting with these five components: fenders, exterior chrome and stainless steel parts and accessories, interior stainless steel parts and accessories, bumpers, and mirrors.

Fenders

When choosing poly fenders, look for ones with high-density polyethylene construction.

For truck owners and operators looking to upgrade to stainless steel fenders, fenders fabricated with 16- or 18-gauge, 304-grade stainless steel offers durability. Fenders made with a 430-grade stainless steel, polished to a mirror shine, can offer a budget-conscious alternative.

Stainless steel's basic composition is iron and chromium and a commonly used type is 430 grade. Adding nickel

to that basic composition makes the stainless steel ductile, easier to form and weld and stronger. The most common form of stainless steel in which nickel has been added is 304 grade, otherwise known as 18/8.

Stainless steel fenders like those offered by Mirrex possess excellent corrosion-resistance. Because they're fine-tooled, they have a smooth surface that makes them fit and align well with other mating parts. Multiple-stage hand polishing ensures a uniform luster and shine.

If weight is a consideration, Paccar Parts recommends choosing aluminum fenders made of .090-inch aluminum and ribbed for reinforcement.

Quarter fenders should have 18-gauge formed metal for greater strength and longer life, a 25-inch wide fender shield to provide enhanced

spray suppression and a tube cradle support for added rigidity. Half and full fenders should include a reinforced flange for added strength and rubber installation strips to reduce the negative effects of vibration on the fenders. Fabricated post mount front arms offer half and full fenders improved durability.

Bumpers

Quality chrome-plated steel truck bumpers are manufactured using original equipment plating specifications and high-quality tooling. Inferior chrome-plated steel bumpers do not meet those OEM specifications and are subject to premature plating failure and inconsistent quality.

If you're looking to install stainless steel bumpers on your trucks for the longest life, choose bumpers made of 10-gauge, 304-grade solid stainless steel. Reinforced stainless steel flanges in the back provide added strength.

Ten-gauge steel strikes the right balance between weight and strength. It makes for a sturdy bumper that can protect the truck and its tires from damage from road hazards. Plus, solid stainless steel bumpers won't crack, pit, peel, rust or fade and can be polished to restore their original finish.

If weight is a consideration, look for stainless steel-clad aluminum bumpers that are approved by original equipment manufacturers. They offer a mirror bright finish 20 times thicker than chrome-plated bumpers. And they can be rebuffed to original condition.

Exterior chrome and stainless steel

Just like with stainless steel fenders, choosing other exterior stainless steel parts made of 304-grade or 430-grade stainless steel offers truck owners and operators years of long-lasting performance and attractive appearance. For example, they may choose to dress up their cabs and sleepers with kick panels, skirts and tool boxes and their truck wheels with lug nut covers, hub caps, or wheel covers.

If you're looking for a more affordable alternative to stainless steel exterior accessories, chrome-plated steel parts can add class and a bright appearance at less cost. Look for chrome-plated accessories that are manufactured with quality chrome plating techniques. They should have two layers of nickel-plating to serve as an undercoat and a layer of chrome to protect against corrosion and to create a bright luster.

Whether you select chrome or stainless steel, look for accessories that include hardware featuring universal fit for convenient, easy installation.

For example, axle covers with screw-on lug nuts, instead of pop-on installation features, are less likely to fall off. That reduces replacement costs.

Look for a line of parts and accessories that can offer a wide selection and fit a variety of trucks regardless of truck manufacturer. By equipping their trucks with a single line of parts and accessories, truck owners and operators obtain a more uniform look.

Interior stainless

Look for interior stainless accessories manufactured with quality 304-grade stainless steel to resist corrosion and quality chrome plating to provide a uniform, high quality finish.

Quality interior stainless steel parts should also be manufactured using fine tooling. That gives the parts

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smooth lines, symmetry and excellent fit, an important detail for image-conscious truck owners and discriminating show and shine judges.

As with exterior stainless steel and chrome parts, a line of parts and accessories with a wide selection of interior products offers owners and operators

a more uniform look.

Mirrors

Good truck mirrors should not only be good-looking, but also include hardware that makes them easy-to-install and secures them for maximum use. Look for ozone-resistant vinyl that

securely mounts the glass for extended life. A sturdy adjustable ball stud should allow drivers to move the mirror easily, but still hold it in place for proper alignment. Quality mirrors should be made of long-life 304-grade stainless steel and include universal L-brackets for easy installation. □

– Jeff Sass is general marketing manager for Paccar Parts. Mirrex is a Paccar brand of image-enhancing accessories, including mirrors, chrome bumpers and stainless steel light panels. For more information or to find an Mirrex dealer visit www.mirrestruckparts.com.



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HUTCHINSON 62,000 litres 6 compartment B-Train, Bottom Load, Vapor Recovery, DOT certified and Safetied, Full V.I.P.K. **Stock #627**



2002 STERLING c/w 20,000 litre 4 compartment aluminum tank, dual pumping, DOT, CSA-B620, B/L rough in. **Stock #593**



2007 FORD F550, Power Stroke Diesel, 4x4, 2 compartment aluminum tank, single pumping, Midcom, CSA-B620, DOT. **Stock #629**



2002 FREIGHTLINER, Cat C-15, 20,000 litre 4 compartment aluminum tank, dual pumping and metering, bottom load, vapor recovery, safety rails, trailer package, CSA-B620, DOT. **Stock #628**



2004 STERLING LT9513 c/w 7000 uswg Propane c/w rear delivery, Midcom ETC, B620 certified, DOT certified and safetied. **Stock #638**



2004 INTERNATIONAL, 20,000 litre 4 compartment aluminum tank, single pumping and metering, bottom load, CSA-B620, DOT. **Stock #615**



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PEOPLE

Bill Gagnon of Big Freight Systems has been named the Manitoba Trucking Association/Volvo Trucks Canada Driver of the Year.

Gagnon, a 43-year veteran of the highway, was named the province's top driver during a recent awards banquet. He began his driving career with the Canadian Armed Forces and continued working as a driver in the military until 1983 before moving into the trucking industry.

He began his stint as a civilian truck driver as a bush driver in northwestern Ontario. Gagnon then moved on to haul Super-Bs for six years before transitioning to reefers for a seven-year stint. Next, the driver took on grain hauling for eight years before finally joining Big Freight.

Adrian Van Rassel, operations/CC planner with Big Freight Systems, says Gagnon is "courteous and on-time, all the time" and that he "goes out of his way to make himself available for any jobs."

Gagnon is also known to help new drivers with tarping and load securement and has a great relationship with dispatch and other office staff, his employer says. Gagnon has a wife, Tisha, and six children. He runs about 110,000 miles per year coast-to-coast in Canada.

SAF-Holland has added to its Canadian sales and service team by appointing new representatives in eastern and western Canada.

Brent Hameluck will cover Alberta and Saskatchewan while **Bruno Auclair** will represent the com-

pany in Quebec, New Brunswick and Newfoundland, SAF-Holland announced.

Both reps have more than 10 years' experience in sales and marketing within the commercial vehicle industry. Hameluck, a Calgary, Alta. resident, previously served as the southern Alberta territory sales rep for Manac Western.

Auclair, a Granby, Que. resident, has worked extensively in the aftermarket distribution channels through the OEM segment of the industry and also ran his own marketing agency focused on heavy-duty transportation industry product sales.

Colin Nice has been appointed a sales representative for Hutchinson Industries, specializing in parts and service. Nice has spent 10 years on the factory floor, where he has gathered experience in manufacturing, service and parts management, the company says. Nice will be getting out to meet customers in the weeks ahead. "We welcome him to the sales team," Hutchinson said in an announcement.

The Infrastructure Health and Safety Association (IHSA) has announced its first board of directors. The organization is comprised of seven sector-specific advisory councils and was created when the Transportation Health and Safety Council was merged with several other safety groups in January.

Representing workers from the transportation sector are: **Bud McAulay** and **Peter Burgess** of the

Teamsters and **Len Poirier** of the Canadian Auto Workers. Representing transportation sector employers are: **Tim Holdaway**, Midland Transport; **Stuart Morrish**, UPS; **Ted Dezesenyi**, FedEx; and **Barry House**, FirstGroup.

The new board gets to work this month, the association says, and will first elect co-chairs and officers before getting busy eliminating injuries and illnesses in the industries covered by IHSA.

Tom Payne, Jr. of Payne Transportation will serve as new president of the Manitoba Trucking Association. Payne was selected by the MTA's board of directors at a meeting June 22.

Payne will be taking over the reins from outgoing president, **Susan Snyder** of Searcy Trucking. MTA officials say Snyder has resigned her position for family reasons, but Snyder herself noted how much she enjoyed her tenure as MTA president.

Canada Cartage has appointed **Brian Martin** as the company's senior vice-president of sales and marketing.

Martin joins Canada Cartage with more than 20 years of business experience, including 15 years in solution-based trucking, warehousing and freight forwarding. Most recently, he was vice-president of sales and marketing for Schenker Canada where he was responsible for the national sales team and marketing activities for ground, air, ocean, warehousing and 4PL services. Martin's prior experience includes posi-

tions of increasing responsibility in operations and sales with Nalco Canada, General Motors Canada and Karrys Wholesale. He holds a Bachelor of Science degree from McMaster University and an MBA from Wilfrid Laurier University.

"Brian Martin is a highly talented individual with world-class experience in the logistics industry. We are extremely confident that he will reinforce Canada Cartage's position as Canada's largest and most experienced provider of fully-outsourced, specialized transportation and warehousing services," said Jeff Lindsay, president and CEO of Canada Cartage. "We look forward to Brian joining our executive team as a key contributor to our future growth."

Xantrex Technology has appointed **Will Tomkinson** as sales manager for the company's North American mobile product line, based in Vancouver, B.C.

In his new position, Tomkinson is responsible for servicing and developing both OEM and distributor accounts in the commercial and industrial segments including EMS, material handling, work truck up-fitting, equipment OEM and fleet management.

Prior to joining the company, he worked in power electronic sales in the industrial, marine and commercial markets, as well as in marine appliance sales, servicing both OEM and distribution customers. He has also worked in the passenger rail, transport truck and mineral exploration markets. □

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GRAPHICS

Top fleet graphics awarded by PMTC

KING CITY, Ont. – It's the most colourful awards program in the industry and it attracts entries from both private and for-hire fleets. The most visually stunning fleet graphics were awarded for the 25th year June 18 at the Private Motor Truck Council's Annual General Meeting and Conference.

The 2010 Vehicle Graphics Design competition is sponsored by the wPMTCO and 3M Canada and includes seven categories: Tractor-Trailer; Straight Truck; Special Events/Promotion; Night-Time Safety; Light-Duty Commercial Truck; Human Interest; and Identity Fleet.

"For 25 years 3M Canada has sponsored the vehicle graphics design awards, and we have seen the competition grow from that of a localized one to a truly national event," said PMTC president Bruce Richards. "The number of entries has set records in each of the past three years which confirms the interest that companies have in promoting their products and services through illustrative graphics. Our thanks to all the participants and in particular to 3M Canada who make this annual event possible."

This year's winners (with the graphics house in parentheses) were:
Tractor-Trailer: Vancouver Island Brewery (National Graphic Solution); Double Diamond (Toronto Digital Imaging); honourable mention to Saputo Dairy Products (National Graphic Solutions).
Straight Truck: Market Your Car (Unique Media Solutions); Mill Street Brewery (Turbo Images); honourable mention to Rooms 4 U (Twin City Graphics).
Special Events/Promotion: Sony Computer Entertainment (Turbo Images); NHL (Toronto Digital Imaging); honourable mention to Molson Coors (Twin City Graphics).
Night-Time Safety: The TDL Group/Tim Hortons (Toronto Digital Imaging).
Light-Duty Commercial Truck: Frank Owens (Twin City Graphics); Coop Agrilait (Turbo Images); honourable mention to Glaceau (Motive Media).
Identity Fleet: Coast Paper (Turbo Images); Kubota (Toronto Digital Imaging); honourable mention to Agropur – Natrel Division (Turbo Images).
Human Interest: Frogbox (k5creative); Frito-Lay Canada (Lowen); honourable mention to Booth Centennial (Toronto Digital Imaging). □



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OEM/DEALER NEWS

Great Dane has new eastern dealer

DIEPPE, N.B. – Great Dane Trailers has expanded its presence in Canada with the addition of Universal Truck and Trailer in Dieppe, N.B.

“The addition of Universal Truck and Trailer will help broaden the Great Dane brand in Canada, giving more customers the opportunity to experience the superior quality of our products and service,” said Chris Hammond, vice-president of dealer sales for Great Dane Trailers.

Located at 925 Champlain Street in Dieppe, Universal Truck and Trailer provides sales support



from 7:30 a.m. to 5 p.m. Monday through Friday, and from 9 a.m. to noon on Saturday.

Trailer parts and service is offered from 7:30 a.m. to midnight Monday through Friday, and from 8 a.m. to 9 p.m. on Saturday and Sunday. They can be reached at 506-857-2222. □

Glasvan now carrying Etnyre trailers

MISSISSAUGA, Ont. – Glasvan Trailers has announced it is now the exclusive Ontario distributor of Etnyre live bottom trailers and heavy-haul detachable trailers.

Etnyre, based in Oregon, Ill., has been building road construction equipment since 1898.

The Etnyre Falcon live bottom trailer features a 42-inch wide product belt that’s free of fasteners and cross slats and can be replaced in just hours, Glasvan says. The chain system has a capacity rating of 100,000 lbs and features a long-life, lube-free design. The sidewalls of the Falcon are constructed of 10 gauge abrasion-resistant steel and feature a steep wall angle to prevent product bridging and tunneling. The bodies also feature Thurmax HD insulation.

Etnyre’s heavy-haul detachable trailers can be custom-built to a customer’s own requirements, Glasvan says. Models from 35 to 100 tonnes are available with many options. The Paver Special trailer is geared to the construction industry and features a tapered front section for an extremely low load angle. The rear deck is covered in heavy-duty apitong with a low angle loading ramp to allow the owner to load several machines in one load instead of making two or more trips, the company says.

Glasvan says it has placed a large order for quad-axle and tri-axle Falcon live bottom trailers so customers can visit a dealership to get a first-hand look at the new product line. Mike Hignett and Adam Stevens are the sales reps for the Etnyre line and can be reached at 888-GLASVAN. □

Meritor expands availability of trailer disc brakes

TROY, Mich. – Three more Meritor trailer suspensions can now be spec’d with the Meritor Wabco single piston PAN22 Series air disc brake. Covered are the new Meritor Trailing Arm air suspension 23,000-lb unit and the MPA 20 and 38/40,000-lb versions of the Ride-Sentry air-ride trailer suspension.

Disc brakes are available on the three models immediately, Meritor announced.

“We continue to expand the availability of PAN 22 – which is now available on the most popular trailer suspensions in the industry,” said Mark Melletat, director of trailer systems and field operations for Meritor WABCO. “Our reliable internal-sealed, automat-

ic adjuster lessens brake out of adjustments, along with minimal fade. This provides uniform stopping performance, which is especially important with the demands of today’s highly-congested roadways. It’s a cost-effective and lightweight solution that is optimized for on-highway line haul axle ratings up to and including 23,000 lbs., and ideal with 22.5-inch wheels.”

The PAN 22 weighs 79 lbs including pads, which Meritor says makes it the lightest air disc brake in its class. Melletat said the offering is ideal for customers looking for outstanding stopping performance, directional stability and excellent fade resistance at a life-cycle cost that adds value to the trailers. □

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A NEW HOME: Holmes Tire held the grand opening ceremony for its new Orangeville facility June 12. Pictured from left to right are Mike Holmes, Deputy Mayor Warren Maycock, Terry Holmes and Jim Prince.

Holmes Tire has new Orangeville home

ORANGEVILLE, Ont. – Holmes Tire has officially moved to its new 6,000 sq.-ft. location in Orangeville, Ont. The company held its grand opening on June 12, where owners Mike and Terry Holmes welcomed customers, guests and local dignitaries for a lunchtime celebration.

“Our new location has superior access for our commercial customers with larger vehicles including trucks, buses, and large RVs,” officials said in a release. “We also provide a family atmosphere for our retail customers to come in to

our solarium showroom, have a cup of coffee, and relax on our leather couches as you read the daily newspaper, all while we work on your vehicle in a timely manner.”

Holmes Tire provides tires from a number of major distributors, including Michelin, Bridgestone/Firestone, Cooper, Aeolus, Hercules and Eldorado, and also offers re-treaded tires.

The new facility is located at 633218 Hwy. 10 in the Monora Park pavillion. For more information, visit www.holmestire.ca or call 519-942-5555. □

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ADVERTISERS' PRODUCT/SERVICE INDEX

AIR CONDITIONING	HEATERS	TRAILER SALES (NEW)
Arctic Traveler (Canada)..... 41	Espar..... 5	Action Trailer Sales 9
Cancore Industries.....28		Glasvan Great Dane..... 5
Hammond Air Conditioning..... 17	INSURANCE	Trout River Industries.....38
Indel B Sleeping Well..... 18	Burrowes Insurance Brokers27	
Manwin Enterprises29	Hargraft Schofield LP41	TRAILER SALES (USED)
Niagara Service & Supply61	Innovative Insurance..... 7	Action Trailer Sales 9
XTCC Experts in Transportation	Nal Insurance..... 17	Glasvan Great Dane 5
Climate Control.....34	National Truck League.....39	
	Stateside Transportation	TRAILER TRACKING
ANNOUNCEMENT	Consultants37	TransCore Link Logistics 31
Lunch & Learn 24		
	LOANS/FINANCING	TRUCK LEASING
AUXILIARY POWER UNIT	EZ Repair Loan.....53	Sheehan's Truck Centre 25
Niagara Service & Supply61		
XTCC Experts in Transportation	LUBRICANTS	TRUCK PARTS & ACCESSORIES
Climate Control.....34	Castrol/Wakefield Canada..... 2	401/Dixie Radiators26
	Centerline Truck Lube.....20	A & A Exhaust Systems 16
BATTERIES	Chevron Global Lubricants..... 4,19	Canadian Industrial & Truck
Indel B Sleeping Well..... 18	Irving Oil..... 8	Radiators..... 10
	LA Truck Lube & Wash40	Cancore Industries.....28
BORDER CROSSING SERVICES	Shell Canada Products 15	Harper Parts Express..... 3
Avaal Technologies.....26		LA Truck Lube & Wash40
	MEDICAL SERVICES	Manwin Enterprises29
BUSINESS CONSULTANTS	Ontario Drivers Medical.....30	Morgan's Diesel Truck Parts30
Avaal Technologies.....26		Niagara Service & Supply 61
C.U.T.C.57	ON-LINE TRAINING	Sheehan's Truck Centre 25
Liquid Capital Investments20	Drivers Seat.....36	Veyance Technologies/Goodyear..... 21
Stateside Transportation		XL Radiators 37
Consultants37	RADIATORS	
Transport Financial Services 10	401/Dixie Radiators26	TRUCK SALES (NEW)
	Atlantis Radiator Truck Auto	Mack Canada64
CAREER OPPORTUNITIES 42,43,	Service.....53	Sheehan's Truck Centre 25
..... 44,45,46,47,48,49,50,51,52	Canadian Industrial & Truck	Volvo Canada.....23
Truck News/Driver Link 56	Radiators..... 10	
	Cancore Industries.....28	TRUCK SALES (SHUNTS, YARD TRACTORS)
CHILD FIND 39	King Radiator57	Sheehan's Truck Centre 25
	XL Radiators.....37	Glasvan Capacity62
CLASSIFIED 61	Z.T. Truck & Trailer Repairs 41	
		TRUCK SALES (USED)
CLIMATE CONTROL	SUBSCRIPTION TO TRUCK NEWS 54	Sheehan's Truck Centre 25
Manwin Enterprises29		Mack Canada64
Niagara Service & Supply61	TANKER SALES (NEW & USED)	Morgan's Diesel Truck Parts.....30
XTCC Experts in Transportation	Dependable Tank..... 55	
Climate Control.....34	Hutchinson Industries 22	TRUCK SERVICE & REPAIR
	Tankmart International..... 14	401/Dixie Radiators..... 26
COMPONENTS		A & A Exhaust Systems..... 16
FLO Components.....37	TARPS	Canadian Industrial & Truck
	Verduyn Tarps 13	Radiators..... 10
CROSSWORD		Cancore Industries 28
Aug 10 Crossword Puzzle 10	TIRES & TIRE SERVICE	Centerline Truck Lube 20
Aug 10 Crossword Solution 59	Michelin35,63	Harper Parts Express 3
		LA Truck Lube & Wash.....40
DRIVER EDUCATION/TRAINING	TRAILER LEASING & RENTAL	Sheehan's Truck Centre 25
Avaal Technologies.....26	Action Trailer Sales 9	XL Radiators 37
Stateside Transportation		Z.T. Truck & Trailer Repairs..... 41
Consultants37	TRAILER PARTS & SERVICE	
	Action Trailer Sales 9	TRUCK SHOWS
EXHAUST	Glasvan Great Dane..... 5	Big Rig Weekend..... 61
A & A Exhaust Systems 16	Henry Plastics 11	Fergus Truck Show.....28
Texis Truck Exhaust.....58	Kingpin Specialists34	
The Truck Exhaust Place 11	Z.T. Truck & Trailer Repairs 41	

ALPHABETICAL LIST OF ADVERTISERS

401/Dixie Radiators 26	Kingpin Specialists 34
A&A Exhaust..... 16	L.A. Truck Lube & Wash..... 40
A-Z Technical Bldg..... 61	Laidlaw Carriers (Bulk) 44
Action Trailer Sales 9	Laidlaw Carriers (Tanks)47
Arnold Bros. Transport 49	Laidlaw Carriers (Vans)..... 52
Arctic Traveler (Canada).....41	Liquid Capital Investments..... 20
Atlantis Radiator Truck Auto	Liquid Cargo Lines.....51
Service..... 53	Lunch & Learn24
Avaal Technologies 26	Mack Canada 64
Big Rig Weekend..... 61	Manwin Enterprises 29
Bison Transport 43	McKevitt Trucking.....47
Burrowes Insurance Brokers 27	Michelin 35,63
Canadian Industrial & Truck	Morgan's Diesel Truck Parts..... 30
Radiators 10	Morrice Transportation 48
Cancore Industries..... 28	Nal Insurance 17
Career Opportunities 42,43,44,	National Truck League 39
..... 45,46,47,48,49,50,51,52	Niagara Service & Supply 61
Castrol/Wakefield Canada 2	Nolan Transport51
Celadon Canada..... 48	Ontario Drivers Medical..... 30
Centerline Truck Lube..... 20	QuikX Group Of Companies..... 50
Challenger Motor Freight..... 45	SGT 50
Chevron Global Lubricants 4,19	Sheehan's Truck Centres..... 25
Child Find 39	Shell Canada Products.....15
Classified 61	Snowbirds Auto Connection 42
Cooney Group Of Companies 46	Stateside Transportation
Crossword Puzzle & Solution .. 10,59	Consultants 37
C.U.T.C..... 57	T.D. Smith Transport 43
Dependable Tank..... 55	Tankmart International..... 14
Direct Fleet Management 43	Texis Truck Exhaust 58
Doyle Transportation 42	The Erb Group Of Companies 49
EnerMax Services 42	The Truck Exhaust Place 11
Espar Heater Systems 5	Thorsons..... 46
EZ Repair Loan 53	TransCore/Link Logistics..... 31
Fergus Truck Show 28	Transport Financial Services 10
Frasier Transport..... 50	Trimac 49
FTI 46	Trout River Industries 38
FLO Components..... 37	Truck News/Chevron Golf
Glasvan Capacity..... 62	Tournament 32,33
Glasvan Great Dane 5	Truck News/DriverLink56
GTI Roll Transportation 49	Truck News - Subscription54
Hammond Air Conditioning 17	Truck News - The Driver's Seat 36
Hargraft Schofield LP41	Truck Ops 29
Harper Parts Express 3	Verduyn Tarps 13
Henry Plastics 11	Veyance Technologies/Goodyear....21
Holmes Freight Line 42	Volvo Canada 23
Hutchinson Industries..... 22	Woodcock Brothers..... 44
Indel B Sleeping Well..... 18	XL Radiators 37
Innovative Insurance 7	Xpress Group 50
Irving Oil 8	XTCC 34
KAS Personnel Services..... 50	Yanke Group Of Companies..... 46
K.D.I. Transportation 4240	Young Transportation System 42
King Radiator 57	Z.T. Truck & Trailer..... 41

1	R	O	2	A	D	3	B	O	4	S	S	5	S	6	T	A	7	R					
	I	L		Y						8	R							O					
9	G	R	A	D	E				10	R	E	E	F	E	R	S							
	S	B		R	E																		
		11	E	A	R	S	O	N				12	M	O	P	E	D						
13	L		M															A					
14	O	R	A	N	15	G	E					16	G	R	A	17	V	E	L				
19	E	A	20	G	L	E						21	C	H	22	A	I	N	S				
24	T	H	O	M	S	O	N								25	R	A	I	L	S			
26	R	E	S	T											27	S	C	A	N	N	E	R	S

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Mark Dalton: Owner/Operator

Show, shine'n...shrug

By Edo van Belkom

After delivering a load of machine parts to a lumber mill in Timmins, Mark was lucky enough to get a return load of lumber to a building supply yard in Mississauga. After dropping the trailer in the yard and getting all his paperwork in order, Mark thought about calling his dispatcher Bud, for another load. Trouble was, he didn't really want one at the moment. He'd been working for days without a break and the inside of his truck looked like a trash can with all sorts of coffee cups and granola bar wrappers littering the floor, dash and passenger seat. Mother Load was basically home for Mark and he'd allowed it to look like a teenager's bedroom.

Obviously, it was time to clean house.

He dialed Bud's number.

"Hello?" said Bud.

"Hi Bud, it's Mark."

"Mark? Mark who?"

"Mark me down for some time off."

"That you, Dalton?"

"Yeah, I'm going to take three or five days off and get Mother Load cleaned up, inside and out."

"She probably needs it."

Mark looked around the cab and wondered how a pair of his underwear had ended up on the floor of his sleeper. "You know it," he said.

"Gonna clean it yourself or hire someone to do it for you?" Bud asked.

Mark thought about it. There were plenty of companies that would clean his truck, but the last time he'd used one they'd jacked up the price on him and held his truck hostage till he paid. No, this time he'd take the time and do it all himself. He was proud of Mother Load, after all, and she deserved the personal attention only her owner/operator could provide.

"I'll do it myself," he said. "You know, take the time to do it right."

"Good luck, then," Bud said. "And call me when you're ready to haul loads."

"I'll do that," Mark said, hanging up the phone.

While Mark was intent on doing all the cleaning himself, there was no reason he couldn't take his rig to a truck wash to get the bulk of the truck's outside clean. High-powered jets of soap and water would get most of the dirt off the exterior and underside, leav-

ing him plenty of time to worry about the details.

There was a truck wash he knew of in Brampton – off the 410 and south of the old Peterbilt location – that did a decent job for a good price. He pulled up out front of the shop, and before he could get out of the cab, a man came out into the yard to wave him into one of the open bays.

"Clean inside out?" the man said as Mark glided Mother Load past him and into one of the truck wash bays.

If he'd been driving a company truck, Mark would have opted for an interior cab cleaning as well, but he had too much of his personal stuff strewn about the cab to let someone go through it deciding what was important and what was trash.

"Outside only," Mark said.

"Regular or deluxe?"

'So many choices,' thought Mark. But before he could make a decision, he needed to know what he got for his money. And so he asked. In the end, it was the difference between having a regular truck wash or having a crew go over the outside of the truck with rags and polishing everything that had a shine to it. It was tempting, but the polishing was the part Mark was looking forward to doing himself.

"Regular," he said, shutting down Mother Load.

The attendant nodded and asked Mark to wait outside the bay. Then he went to work carefully power washing Mother Load, first with a soapy grease-cutting spray, then giving her a thorough fresh-water rinse. In minutes, tens of thousands of kilometres' worth of dirt and grime had been washed away, leaving Mother Load dripping wet and cleaner than she'd been in months. While not exactly new, she did look a lot like she had when he'd first driven her off the lot...and seeing her so sparkling clean reminded him of the pride he took in owning and operating his own rig for so many years.

"Excellent job," he told the attendant.

"Thank you, sir," the man replied. He gestured toward the office. "You pay me now."

Mark followed the man inside and paid. But while the truck was clean on the outside, the inside was another matter. He would need a good day



or more to get it clean, so he drove to the Husky service station on Courneypark Drive in Mississauga, fueled up and parked Mother Load in the lot near the self-service vacuums.

Then, for the rest of the day, he collected trash, vacuumed, wiped down vinyl, restored leather, polished wood and put everything in its proper place. He stopped four times while he worked – once for coffee, once for lunch and twice to go to the bathroom. When he was done, the inside of his truck was showroom ready. However, as he stood back and looked at Mother Load from a distance, the inside of the cab looked cleaner somehow than the outside. Normally it wouldn't be a big deal, but he'd taken time off to clean his truck and he wouldn't be satisfied until it was as clean as he could make it, both inside and out.

And so, calling it an evening, he crawled up into his bunk looking forward to getting an early start on cleaning the outside of his truck in the morning. Then, bright and early the next day, Mark purchased an array of cleaners inside the service station and spent the morning and a good part of the afternoon: polishing exhaust pipes; pulling stones out of the treads of his tires, and slathering them with Armor All; waxing over scratches in the bodywork and polishing them to a bright, bright sheen; cleaning glass until he didn't even know it was there; he even opened up the engine cowl and cleaned the grease off the Cummins until it was just as clean as the rest of the truck. At last, with the sun beginning to set on his second day in the truck stop parking lot, Mark stepped back and looked at Mother Load in the fading light of the day.

"Nice," he said under his breath.

As he slowly circled the truck to take in its cleanliness at every angle, he wondered why he'd let her get so dirty in the first place. Time was the answer. He was so busy hauling loads

and running his business that he didn't have the time to spend cleaning and polishing his truck. It was a working truck after all, not a show queen.

Still, she did look pretty good, radiant in the glow of the setting sun. He looked around the yard to see if anyone else had noticed how clean his truck was. And that's when Mark had a thought. 'Since I've already spent the time getting her clean, I might as well make the most of it and take her to a show.' Question was, was there one going on?

Up in his bunk, Mark got out the laptop computer he'd recently purchased and searched for a wireless Internet connection. He was able to find one quickly – either provided by the truck stop, or borrowed from a nearby business – and managed to get online.

"How lucky is that?" he said aloud when he discovered that the Fergus Truck Show – one of the largest show'n'shines in Canada – was being held that very weekend. "It's fate," Mark decided. "It has to be."

While he didn't expect to win a prize for "best of" anything, he was excited about spending the weekend at the show. Besides putting Mother Load on display for everyone to admire, it would be good for Mark to spend a weekend with his fellow truckers, listening to good music, a few noisy tractors, and catching up on the overall state of the industry.

He closed up his computer, slipped into the driver's seat and started up Mother Load. Then, putting her in gear, he said, "C'mon, Mother... We're going to the show!" □

– Mark Dalton returns next month in Part 2 of *Show, shine'n...shrug*.

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. Both are also available in audio book format.

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MAIL

Can you afford a health scare?

Dear Editor:

Re: The articles by Al Goodhall (HoS) and Rob Wilkins (Licence Suspension) in the May issue of Truck News.

On Jan. 2, 2009, I finished two weeks of driving between Toronto and Winnipeg – totally exhausted, even

having been entirely legal for the period, and planning to take three months off (they don't pay me enough for Canadian winter driving).

That evening I was at a party and fell asleep due to exhaustion; I don't use alcohol or drugs. A previously unsuspected irregular heartbeat was discovered – a possible heart attack, but normal for 5% of the population. Fully expecting a licence hassle, I elected to go to the hospital and found I had not

had a heart attack.

On Feb. 2, after a month of stability, I received notice of a licence suspension. My physician ordered the normal tests, and in April submitted a medical report. In a six-weeks-to-the-day reply, the Ministry demanded more tests from a cardiac specialist.

In February 2010 after another report and a six-weeks-to-the-day reply, I received my licence back – 13 months later. Luckily, I already had

three months' living expenses saved, I have public transit where I live, a pension from a previous employer started in September; and my company (Bison) kept my job open. Otherwise, disaster! I'm actually very fit and healthy for my age – those of you who aren't, be warned! Can you live for 13 months with no income? □

Robert Phillips
Via e-mail

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PRESENTS **NOWHERE ROAD**

TSQ

BOWMANVILLE, Ont. – Just when you thought driving a truck in Canada couldn't get any more expensive (thank you very much, HST), a Toronto-based movement is suggesting that tolls need to be introduced on 400-series highways to alleviate crippling congestion in the GTA.

The report, first obtained by the *Toronto Star*, includes 12 money-making schemes to get traffic moving in the region, including a 10 to 20 cent per kilometre toll on the aforementioned roads. The monies raised would go towards transit improvements – not road repairs, as some might like – with the desired by-product being reduced congestion. But is the prospect of less traffic enough to make truckers want to foot the bill? We dropped by the Fifth Wheel Truck Stop in Bowmanville, Ont. to see what drivers think about the proposed tolls.

Laurier Croteau, an owner/operator based out of Charny, Que., says



Truck Stop Question *Would introducing tolls to the 400 highways push you to an alternative route?*

ADAM LEDLOW



Laurier Croteau

the prospect of avoiding the 400-series highways would likely be more expensive than the toll itself.

“I think it is very hard to go around because you lose too much time and spend more fuel,” he said.

“The customer is going to have to pay a little more for that because everybody is going to get their stuff very late, so it would be impossible.”

Croteau even questions the claim that the tolls would reduce traffic. “The 401 here is pretty loaded and I do not think if they put any tolls on it that there is going to be less traffic on it because that is the only road between Montreal and Windsor.”

Aubrey Stewart, an owner/operator with Premiere Van Lines in Moncton, N.B., agrees with Croteau, saying that avoiding the main roads would be too time-con-

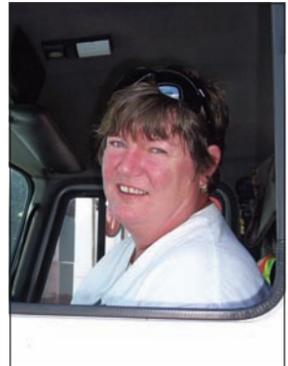


Aubrey Stewart

suming to justify.

Stewart says if they were to implement a toll that the money would be better spent on maintaining road conditions, though his experience using toll roads in the US hasn't left him feeling very optimistic.

“The quality (of US toll roads) is no different than what we have here and we don't have tolls yet,” he told *Truck News*.



Linda Meldrum

Linda Meldrum, a company driver with Harland Veinotte in Morrisburg, Ont. for just four weeks at the point of the interview, says the prospect of tolls could be damaging for both trucking companies and owner/operators, but in her case, in the end it would be her bosses' call.

“We do a lot of Greater Toronto Area work, so I do not know what my boss would do about that. He won't let us on the 407. I honestly think that it would put a lot of people out of business,” she said.



Murray Zack

Murray Zack, company driver with Wenzler Farms in Wheatley, Ont., disagrees with the proposed tolls saying that money should be taken care of via fuel taxes. “We are already paying exorbitant fuel taxes here in Ontario now, so why should we have to pay to stop again and wear our trucks out just because they want to collect money? Collect it on the fuel taxes and let everybody pay equally,” he said.

“(With the proposed tolls), they are literally saying they want people off the 400-series highways. If that is the case, then why are we building them bigger? They're building them bigger but they don't want us on them. It's just a money grab is all it is. It is really, truly a money grab. Let's face it, the fuel taxes that we've paid – where are those fuel taxes going to begin with? If you want to take the tolls on, take the fuel tax off.” □

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