

TRUCK NEWS

September 2010 Volume 30, Issue 9

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

No room? No prob.

Frustrated with Marine Atlantic, fleet owner leases own barge

By Ingrid Phaneuf

MOUNT PEARL, Nfld. — Four months after Marine Atlantic implemented a reservation system to replace the first come, first served ferry system for commercial trucks running in and out of Newfoundland, truckers are still saying wait times for spots on board are far too long.

In fact, one trucking company has gone so far as to lease its own barge for three years to ensure its loads arrive on time.

Greer Hunt, owner of Hunt's Transport with terminals in Mount Pearl, Nfld. and Hamilton, Ont. says it was taking weeks to book slots using the new reservation system implemented by Marine Atlantic in the spring. So he chartered a 50-spot barge out of Hamilton, Ont. to run his trucks and their loads through Ontario and up the St. Lawrence River to a dock in the Long Pond area of Conception Bay South in eastern Newfoundland, and back.

"The delays were affecting our business," says Hunt, whose company hauls lumber and building supplies, among other things. "With Marine Atlantic, we couldn't make the turnaround of trucks in weeks when we used to

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Safety systems take center stage



See pg. 48



IT'S IN THE CARDS: *Truck News* Owner/Operator of the Year, Howard Brouwer, received a fortune cookie that foretold of his achievement. 'You will soon be awarded in public,' it read.

Photo by Adam Ledlow

Paying it forward

Good deeds help O/O earn top industry award

By James Menzies

FERGUS, Ont. — Howard 'Bull-dog' Brouwer had a pretty good hunch he would be named the 2010 *Truck News* Owner/Operator of the Year. Not because he's cocky; he's anything but. However, just days after being notified he was being considered for the prestigious award, he went to a Chinese restaurant with another driver. After his meal, he cracked open his fortune cookie and received the following message: 'You will soon be awarded in public.'

"I said 'If that's not an omen, nothing is,' and I kept it in my wallet," Brouwer recalls. Brouwer, owner of H&G Enterprises out of Welland, Ont. was named the 17th annual *Truck News* Owner/Operator of the Year during a special ceremony at the Fergus Truck Show July 23.

Often, the national award goes to an owner/operator borne of a trucking family with a lifelong passion for driving. This year, not so much.

"I hated driving," Brouwer ad-

Continued on page 26

Inside This Issue...

- **The best of Fergus:** A complete listing of Fergus Truck Show show'n'shine winners along with some of our best photos from the show. Pages 18-19
- **What's your score?:** Cross-border fleets should be taking steps to see where they stand under the CSA 2010 safety regime. We look at several options. Page 37
- **Fuel wars:** Truck makers are at war over who has the most fuel efficient offering and customers stand to benefit. Page 46
- **Show, shine'n...shrug:** Mark Dalton shows up at the Fergus Truck Show and gets a rude awakening. Page 68

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CN should act now to avoid another 'strike'

Here we go again. It seems wait times at CN's intermodal terminal in Brampton are getting out of hand, and there are rumblings of potential job action by truckers who say that over the past six to eight weeks, they've sometimes had to wait up to seven hours to get loaded or unloaded at the yard.

In 2003, container haulers at the facility engaged in an unruly illegal strike, which ground container movement to a halt and fostered ill will between CN, carriers and owner/operators.

Will history repeat itself? The warning signs are there. A new organization, the Canadian Owner Operators Drivers Association (COODA) is banking on it.

The group was formed recently and is actively recruiting members, albeit at a seemingly outrageous cost of \$75 per month for company drivers and \$100 per month for O/Os.

The group says it plans to take CN to task over excessive wait times and poor working conditions. I'm not sure the group will ever get off the ground. It's headed not by a trucker, but rather by a security firm owner, albeit an empathetic security firm owner.

He's already realizing that getting

Editorial Comment

JAMES MENZIES

a group of drivers to agree on and/or unify over anything is next to impossible. (As one trucking executive jokes, you can put two truckers in a room with two prostitutes and the truckers will still end up screwing each other).

It's a lesson that's been learned by many previous now-defunct owner/operator associations in this country. Even OBAC, which has persevered through its early problems thanks to the tireless, seemingly superhuman efforts of its leader, has trouble getting O/Os to pony up about \$45 for membership – and that's for a year.

But even if COODA doesn't get up and running, CN should heed the warning that there is growing dissension among its driver ranks and take the appropriate action before things get out of hand.

Drivers say there are only two portapotties on-site for drivers to use while waiting for hours at a time. CN says there are actually five, but is that even sufficient? Is it

too much to ask for them to build a permanent facility with running water for drivers to use? That would at least make wait time bearable, if not ideal.

Trucking companies are building lavish driver rooms into their terminals because they know that soon, there won't be anyone willing to put up with the current industry conditions they face on a daily basis.

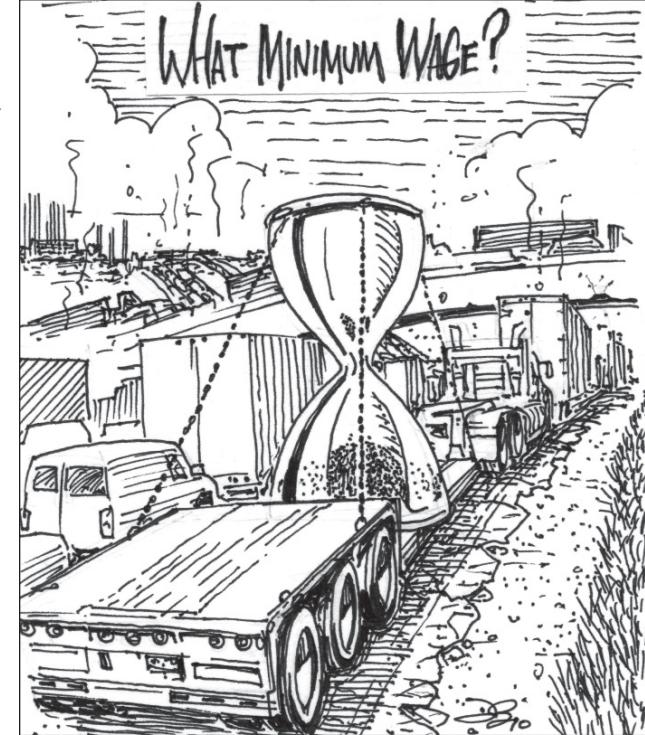
You could easily make the case that container haulers face the most difficult working conditions of any breed of trucker. Giving them some amenities on the job site where they spend way too much of their day would be a start.

Next, CN needs to find ways to drive inefficiencies out of the system so drivers don't have to spend hours waiting to be loaded or unloaded. I won't pretend to have any insight into how they utilize their equipment or prioritize their loading/unloading, but as container volumes climb back to pre-recessionary levels,

now is a good time for some self-examination. Another labour disruption at CN's Brampton yard can be avoided.

But only if the company heeds the early warning signs and takes steps to quell truckers' well-justified dissatisfaction before it's too late. □

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The cost of jumping ship

The View with Lou

LOU SMYRLIS
Editorial Director

better working conditions.

Back in the days when signing bonuses were being dangled in front of drivers like carrots before a horse, drivers didn't even have to be unhappy with their employer to consider jumping ship.

But Howard Brouwer, our Owner/Operator of the Year, advises against such moves.

He's worked 17 years straight for one company and he has a perfectly logical reason why: "You talk to so many guys who work for two or three companies a year. It's just a different coloured truck, you still have the same issues. You just have to work through those issues with management and let them know what is bothering you.

One company may pay for border crossings and another for loading, another may pay for base plates but it's just how it's sliced, if you really look at the numbers. Really with the cost of changing jobs and learning a new company's processes, it's not worth the change."

Brouwer, who believes firmly that you can't be a successful owner/operator if you don't know your costs, jokes that he has a calculator in hand so often his wife says it's going to drive him crazy. I don't know if he's actually taken the time to work out the cost of regularly changing jobs, but a few years back the Truckload Carriers Association did.

They hired a research firm to calculate a realistic cost to the average driver who will change jobs eight times over a 30-year career. That's close to working for a new outfit every four years, which I would say is fairly conservative.

The study was focused on US drivers but serves as a good example for Canadian drivers nonetheless. Assuming the average driver was earning 33 cents per

mile after three years and averaging 9,028 miles per month, here's the calculated losses that driver would suffer over 30 years of driving due to changing employers:

- Will be unemployed four months throughout their career for non-compensated time off which is associated with job changes. Reduction in earnings: \$11,014;
- Will have 21 months without medical coverage from a company. Cost of uncovered medical expenses: \$3,696;
- Will have 84 months of non-eligibility for pension participation. Potential pension losses due to non-eligibility: \$115,000;

Total associated costs: \$129,710.

Driver turnover hurts the entire industry but drivers may be bearing the largest part of it. □

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

Did you know?

What shippers value most from their carriers

Price has been a significant issue in the trucking industry the last two years as the capacity overhang has led shippers to seek rate cuts from carriers in all modes, and trucking in particular. Just how important competitive pricing has become for trucking is evident in our annual research, which asks close to 2,000 shippers across Canada to rate the importance of eight key performance indicators when it comes

to selecting one carrier over another. The chart to the right shows the value shippers place on each of the eight KPIs on a scale of 1 to 5 and provides a comparison for all modes. On-time performance still remains the top priority when it comes to selecting both LTL and TL carriers. However, competitive pricing is the second highest consideration when shippers select a

TL carrier, ahead of both customer service and quality of equipment and operations. When it comes to selecting an LTL carrier, shippers right now value competitive pricing almost as much as customer service. And it's a certain sign of the times that even when it comes to selecting a courier, competitive pricing is the second highest consideration, again

ahead of customer service.

This year our survey also looked into the value shippers place on sustainable practices when it comes to selecting their carriers. It's interesting to note that sustainable practices were ranked ahead of the ability to provide value-added services and information technology when it came to selecting both LTL and TL carriers. □

Mode	On-time performance	Equipment and operations	Information technology	Competitive pricing	Customer service	Problem solving	Value-added services	Sustainable practices
LTL Trucking	4.717	4.211	3.957	4.643	4.646	4.291	3.415	4.064
TL Trucking	4.846	4.459	4.057	4.709	4.585	4.278	3.701	4.192
Ocean Carriers	4.519	4.330	4.262	4.732	4.572	4.349	3.804	4.155
Couriers	4.846	4.309	4.534	4.688	4.627	4.318	3.684	4.127
Air Carriers	4.856	4.405	4.463	4.569	4.611	4.367	3.804	4.194
Rail Carriers	4.514	4.264	4.156	4.644	4.503	4.211	3.583	4.094

CLASS 8 TRUCK SALES TRENDS

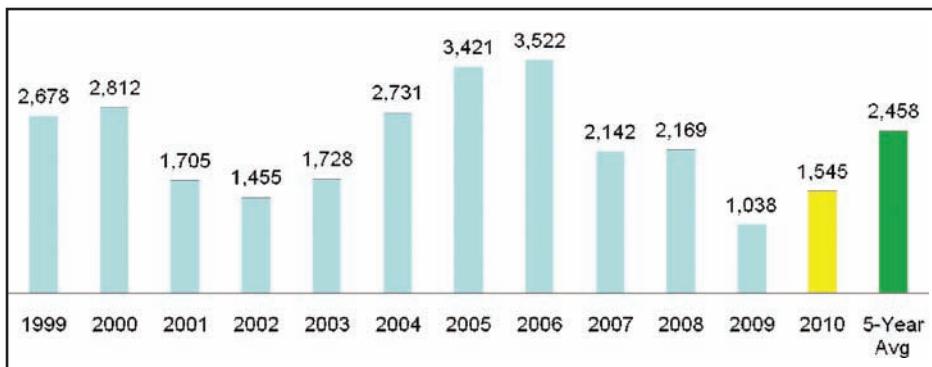
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There were 1,545 Class 8 trucks sold in June this year, continuing the pattern of considerable sales increases over the previous year. The sales total was also higher than the June total back in 2002. That's the good news; the bad news is that June's total was still about 900 units below the five-year average and considerably below the June totals for all other years going back to 1999. Navistar International had another solid month compared to the previous year as did Kenworth and Peterbilt, who continue their impressive charge in sales volumes, as well as Volvo.

Monthly Class 8 Sales - June 10

OEM	This Month	Last Year
Freightliner	199	194
International	461	340
Kenworth	303	124
Mack	100	82
Peterbilt	176	87
Sterling	46	59
Volvo	141	88
Western Star	119	64
TOTALS	1545	1038

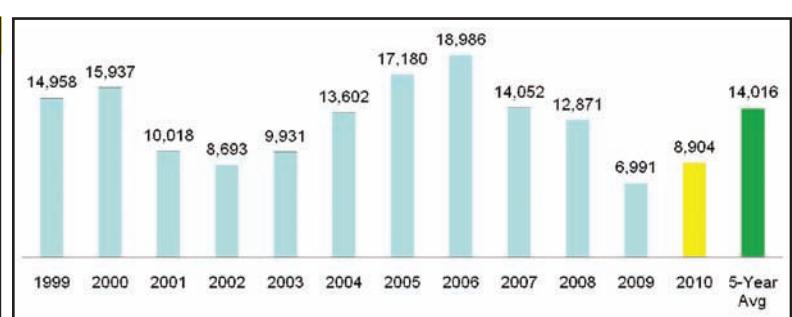
Historical Comparison - June 10 Sales



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

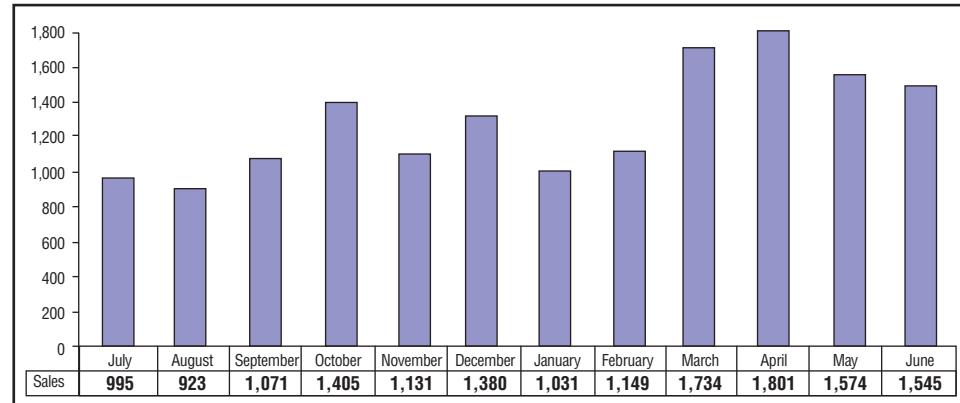
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	127	182	103	86	691	292	137	89	0	9	1,716
Kenworth	144	442	102	114	363	537	52	0	0	0	1,754
Mack	24	34	35	41	215	89	31	15	0	0	484
International	122	243	35	134	1,049	610	100	75	8	46	2,422
Peterbilt	76	219	67	93	133	328	45	33	0	0	994
Sterling	23	42	15	2	8	41	0	0	0	0	131
Volvo	37	44	34	43	397	170	45	35	0	6	811
Western Star	91	133	26	16	130	99	35	57	0	5	592
TOTALS	644	1,339	417	529	2,986	2,166	445	304	8	66	8,904

Historical Comparison - YTD June 10



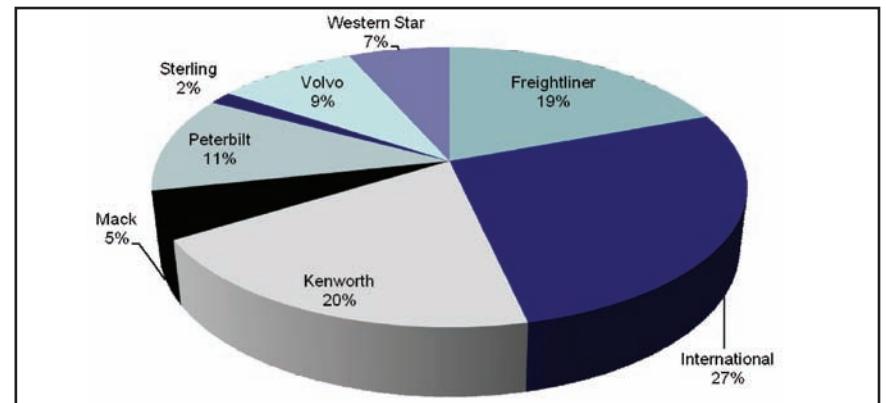
During the first half of 2010, there were 8,904 trucks sold in the Canadian market. That's a considerable improvement over last year and consistent with the 26% increase in production forecast by ACT Research for this year. Growing freight volumes and improved rates in the TL sector are being cited as the main reason for motor carriers' resumed interest in buying new trucks. The current sales figures also remain slightly ahead of the sales pace set back in 2002 (by about 200 units). Yet, to place things in perspective, current sales are about 5,000 units below the five-year average.

12 - Month Sales Trends



After climbing during each of the first four months of 2010, reaching a peak of 1,801 units sold in April, Class 8 truck sales in Canada have dropped for two consecutive months now. 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.

Market Share Class 8 – June YTD



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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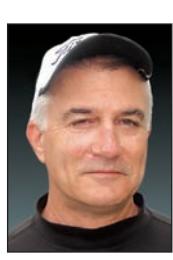
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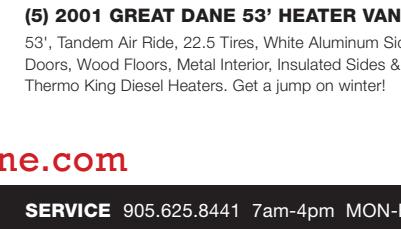
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IN BRIEF

CTHRC, industry reps strategize over HR issues

OTTAWA, Ont. – Canadian trucking industry leaders gathered in Ottawa this month to identify emerging human resources-related issues and to help the Canadian Trucking Human Resources Council (CTHRC) develop a plan to address those issues.

"Our Board of Directors already includes representatives from every industry sector, but we wanted to reach out to a wider group to ensure that we gathered as much insight as possible," said CTHRC executive director Linda Gauthier.

Participants identified the industry's most important HR issues, challenges and opportunities and then recommended strategies for addressing them, the CTHRC says. The feedback will help the organization set its direction for the next three to five years and hopefully tap into provincial and federal resources to meet its objectives.

"Human Resources initiatives play a vital role in the success of Canada's trucking industry, particularly in recessionary times," Gauthier said. "They influence everything from highway safety to productivity, profitability and every other measure that you can imagine. This strategic planning exercise will help us to address the potential barriers to success."

Industry participants included: Bruce Dimmel, TDL Group; Shane Esson, Keltic Transport; Clayton Gording, Reimer Express Lines; Mike Millian, Hensall District Co-operative; Steve Ropp, Molson Canada; Mark Seymour, Kriska Transportation; and Scott Smith, JD Smith and Sons. Also taking part were members of the CTHRC executive committee, including: Phil Benson, Teamsters Canada; Bob Dolyniuk, Manitoba Trucking Association; Gord Peddle, Atlantica Diversified Transportation Systems; Kevin Riley, Maple Leaf Consumer Foods; and Bruce Richards, Private Motor Truck Council of Canada. Gord Box also took part, as the CTHRC's business development strategy consultant. □

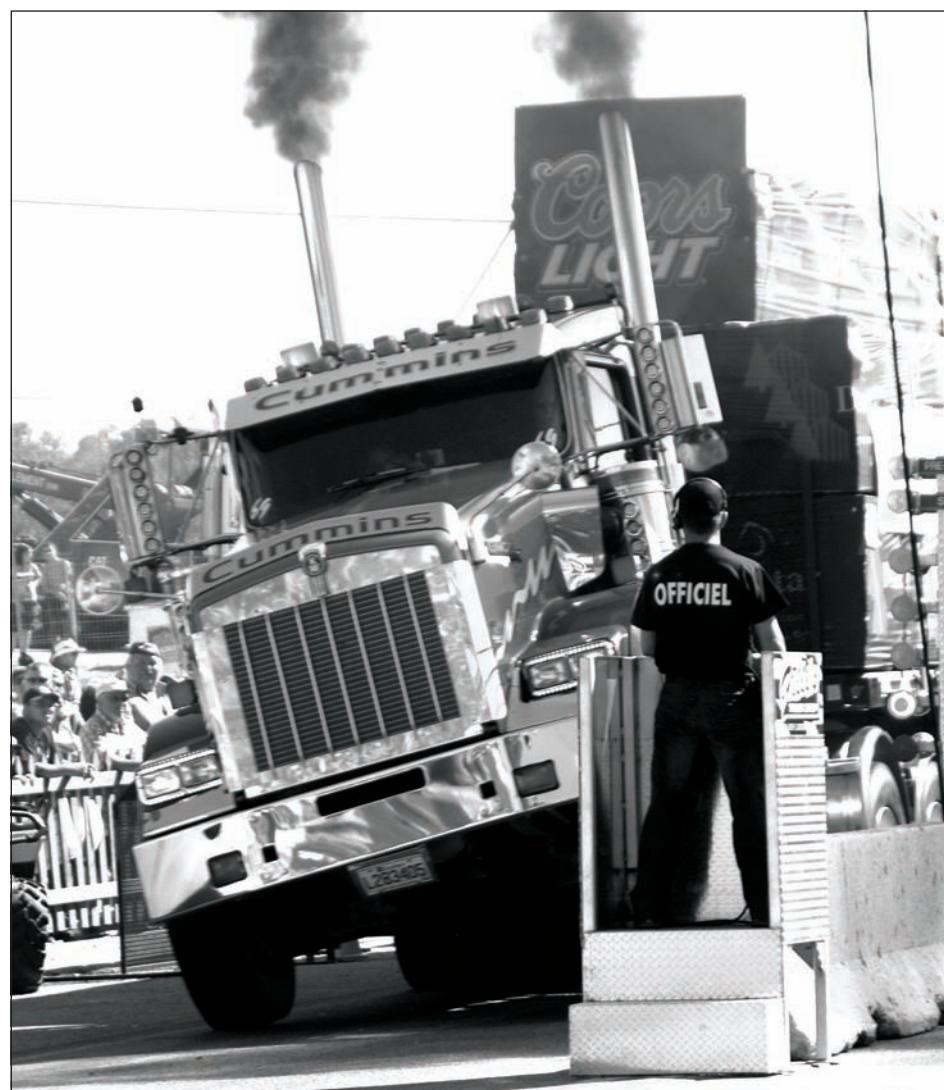
Class 8 net orders reach new high

COLUMBUS, Ind. – Class 8 net orders reached their highest levels of the year in June, posting a 93% increase over June 2009, according to the latest figures from ACT Research.

In its latest *State of the Industry: Classes 5-8 Vehicles* report, ACT said 15,999 net orders were placed for Class 8 vehicles, a 21% increase over May of this year. Net orders of Classes 5-7 trucks were also impressive, increasing 74% over last June.

Year-to-date, Class 8 net orders are up 50% with medium-duty net orders up 26%, ACT reports.

"Early second quarter reports from publicly-traded truckload carriers confirm the improving freight transportation environment, as revenues and profits are up significantly from 2009," said Steve Tam, vice-president with ACT. "Overall orders are still below normal replacement levels, but momentum is building as trucker profitability improves." □



ONE WILD RODEO: A driver stomps on the gas at the annual Rodeo du Camion show in Notre-Dame-du-Nord, Que. This year, the truck pull included Loaded and Bobtail categories in multiple classes.

Photo by Stephanie Carter

Roadcheck results remain steady for 2010

WASHINGTON, D.C. – The results for Roadcheck 2010, the annual North American roadside safety inspection blitz, were essentially steady with last year's numbers, showing that 80% of commercial vehicles inspected successfully passed.

The event, conducted by enforcement agencies in Canada, the US and Mexico from June 8-10, is coordinated each year by the Commercial Vehicle Safety Alliance (CVSA) in partnership with CCMTA member-jurisdictions.

While slightly higher than last year's figure of 17.8%, organizers say this year's average vehicle out-of-service rate of 20% continues an overall downward trend in the national OOS rate over the past several years. The average Canadian vehicle out-of-service rate in 2010 was just slightly higher than the North American average at 20.3%.

Inspections were conducted at 158 sites across all Canadian jurisdictions, with those vehicles not bearing a valid inspection decal subjected to the most comprehensive and stringent of the CVSA on-road inspection procedures.

Over the three-day event, 7,311 Canadian vehicles and drivers underwent full inspections for mechanical and driver fitness.

Of those, 5,848 vehicles and 7,112 drivers passed CVSA's rigorous roadside inspection criteria. Inspectors issued 6,911 new decals to individual trucks, trailers and passenger-carrying vehicles across Canada, signifying CVSA's highest degree of safety and mechanical fitness.

In total, 1,434 trucks, 29 passenger-carrying vehicles and 199 drivers were placed out of service for various safety defects and violations. An out-of-service condition can occur for infractions as simple as a rear signal light not working to the extreme of faulty steering or brakes. Other defects may include wheels, tires, frame and load security.

In many cases, drivers are able to make the necessary adjustments on site, are re-inspected and continue on their way.

A total of 2.7% of drivers were placed out-of-service for logbook, driver qualification or paperwork problems, a slight improvement over past figures.

"The event is dedicated to enhancing knowledge, regulatory compliance and performance of commercial vehicle braking systems," Roadcheck officials said in a release. "Enforcement and industry officials know that education and awareness are key to improving commercial vehicle safety. All industry players – carriers, drivers and enforcement officials – are urged to continue working together to achieve a further sustained drop in the out-of-service rate nationwide in the years ahead."

Since brake-related defects continue to account for close to half of all out-of-service violations, CVSA Region V officials are encouraging governments, industry associations and individual carriers and drivers to take an active part in the upcoming 2010 Brake Safety Week Sept. 12-18. □

BORDER

Is Windsor-Detroit ferry the best option for hazardous materials?

Recent oil spills in the Gulf, Michigan have Ontario professor concerned

By Ron Stang

WINDSOR, Ont. – A University of Windsor professor says a chemical spill from a truck using the Windsor-Detroit truck ferry, which carries hazardous material, is “just a matter of time” and would be far worse than if the spill happened on the neighbouring fixed links Ambassador Bridge or tunnel connecting Windsor and Detroit.

Doug Haffner, who has studied the ecosystem of the Great Lakes for 40 years, says “the lesson we’re learning” from the BP spill in the Gulf of Mexico and the Enbridge oil pipeline spill into a Michigan river, is that “when a spill does occur in something like the Detroit River we just can’t recover it. The flow and the complexity of the system are such that if anything did happen the ability to have a contingency plan is zero.”

Haffner, Canada research chair for Great Lakes Environmental Health, says the Detroit River itself “is the issue here.”

He said the narrow river, which acts as a conduit funnelling water from the upper Great Lakes to the lower ones of Erie and Ontario, is deep, fast-flowing and turbulent.

“It’s a very powerful river,” he said. “You’re talking about close to

2% of the global water supply just whooshing down that river system.”

Haffner said if a spill were to occur it’s not like the chemical might lie on top of a stable body of water. “It’s not a matter that any material would just sit on the surface and you can just kind of skim it off.” Nor, he said, could authorities “build a dam that will contain” the hazard.

The truck ferry has been in operation 20 years and entered service on Earth Day 1990 proclaiming itself a safe alternative for HazMat cargoes compared to the area’s fixed crossings, where dangerous goods are banned.

The closest crossing that does allow HazMat is the Blue Water Bridge between Sarnia and Port Huron, Mich. The ferry has touted itself as a “safe” alternative to going the Sarnia route, saving carriers as many as four hours or 264 kms by avoiding the northerly route.

The ferry has never had an accident.

“We have a 20-year safe operating record with no incidents or accidents,” ferry company vice-president Gregg Ward said.

Haffner says he isn’t disputing that or taking issue with the ferry operation itself.

“It’s not a putdown of the actual ferry,” he said. “They have a great safety record.” But his concern is “if something did happen,” suggesting that based on the law of averages “it’s just a matter of time.”

Haffner likened the danger to the recent BP oil spill in the Gulf of Mexico, noting “thousands of wells” have operated without incident. “But it just took one to blow to cause a major environmental disaster.”

Haffner didn’t think any containment solution was possible for the ferry, which is actually a barge pushed by a tug boat.

“Nothing,” he said. “(The river) is too fast, it’s too complex. It’s three-dimensional.”

Other local crossings, including the truck traffic-heavy Ambassador Bridge – the busiest commercial crossing in North America – are prohibited from carrying HazMat under the US federal government’s national hazardous materials route registry.

Ward was adamant the ferry has strong procedures in place to prevent such an incident, saying it has “extensive security and safety response procedures as well as safety measures in place to mitigate risk.” Vessels are inspected by the Canadian and US Coast Guards, the vessel only operates “in safe weather conditions.”

Drivers must submit to a “detailed manifest” electronically transmitted to Customs and law

enforcement on both sides of the border before ferry departure.

Haffner said his major concern is a collision with another ship in the busy commercial freighter channel or with pleasure craft in a region with a huge concentration of recreational boat operators.

“My idea of an accident that would happen, it would probably be a collision with a boat of some sort.”

Haffner said a solution might be to allow HazMat on the Ambassador Bridge if government paid additional insurance.

“Perhaps we should be paying the insurance,” he said. “Like I’m sure there must be ways of actually using these other facilities.”

Haffner said the ultimate solution would be that the proposed new government-built bridge between Windsor and Detroit allow HazMat.

“This is being built with public money,” he said. “We should actually be looking at what is the most safe public way of moving goods.”

Doug Switzer, vice-president of public affairs for the Ontario Trucking Association, also said the lack of a fixed crossing that supports HazMat in Windsor-Detroit is an argument for the new Detroit River International Crossing (DRIC) bridge.

“I would tie it to the whole debate around DRIC and suggest that’s one of the reasons why we think DRIC should be built,” he said. □

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BORDER

Survey says US fleets in mood to buy

COLUMBUS, Ohio – A survey of US fleets has indicated more are looking to buy new equipment in the next three months.

The CK Commercial Vehicle Research Fleet Sentiment Buying Index jumped 39% in the third quarter. The index is a measure of planned buying behaviour for for-hire, private and government fleets.

In the Q3 survey, 45.1% of responding fleets said they plan to order medium- or heavy-duty power units in the next three months while 43.1% said they'll be ordering new trailers in the same timeframe.

"The number of fleets planning equipment purchases continues to improve quarter to quarter in 2010," said Chris Kemmer of CKCVR. "In Q3 we again saw a reduction in the number of parked vehicles reported, improved stated utilization rates and a closer alignment of



READY TO BUY: Truck plants may soon be busier, if a recent survey is an indication.

available freight to haul and fleet capacity. The one measure which moderates our enthusiasm now is the average size of the planned orders, which fell below the four-quarter moving average for both power units and trailers in Q3."

More information is available at www.ckcvr.com/fleetsentiment. □

Frito-Lay, Walmart re-up with Women in Trucking

PLOVER, Wis. – Women in Trucking has received an important commitment from two of its biggest corporate members, Frito-Lay and Walmart.

The companies both renewed their Gold Level membership in the organization, which promotes the role women play in the trucking industry.

"The continued involvement of both of these recognized corporations provides additional resources to support the needs of our members," said Ellen Voie, president of Women In Trucking. "We are especially looking forward to developing initiatives that support our mission to bring more women into the trucking industry and provide resources for those already working in transportation."

Mark Rousseau of Frito-Lay and Jeff Hammonds of Walmart Transportation both serve on the group's board of directors.

"Frito-Lay North America is proud to continue our relationship with the Women In Trucking Association," said Frito-Lay's Rousseau. "We have been involved in WIT from the very beginning, and see this organization having a positive impact on the trucking industry, drivers, and our company's ability to continue to improve our driver diversity. WIT is also a great resource for us as we address the national driver shortage in the years ahead."

"One of our top priorities as a company is developing a diverse workforce," added Walmart's Hammonds. "Our partnership with Women in Trucking is one of the many ways we reach out to women and let them know about the great career opportunities in transportation and at Walmart."

For more info on Women in Trucking, visit www.womenintrucking.org. □

US groups release tanker safety video

ARLINGTON, Va. – The National Tank Truck Carriers and the American Trucking Associations have released a safety video for tanker drivers.

The video educates drivers on how to avoid rollovers and features experienced drivers teaching other drivers about the factors that contribute to a rollover situation.

"Although rollovers are rare, we recognize that they can be serious," said NTTC president John Conley. "This outreach video is part of our proactive commitment to work with the government or anyone else in improving truck safety and minimizing the risk of such incidents."

The video was produced in collaboration with the US Department of Transportation. The video can be viewed at: <http://www.fmcsta.dot.gov/about/outreach/cargo-tank-video.aspx>. □

US truck tonnage declines in June

ARLINGTON, Va. – For-hire truck tonnage in the US dropped 1.4% in June, marking the first back-to-back contractions since March and April 2009.

May's tonnage was adjusted to a 0.1% decline, according to the American Trucking Associations.

Year-over-year, June tonnage was up 7.6% and May was 7.7% above the same month last year. Year-to-date, tonnage is up 6.6% compared to the same period in 2009.

ATA chief economist Bob Costello said the back-to-back declines reflect a slowing economy. However, thanks to declining industry capacity, even slow growth is beneficial, he pointed out.

"Due to supply tightness in the market, any tonnage growth feels significantly better for fleets than one might expect," Costello noted. □

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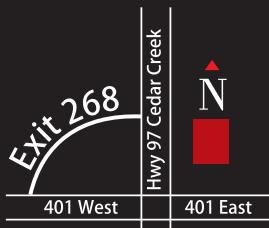
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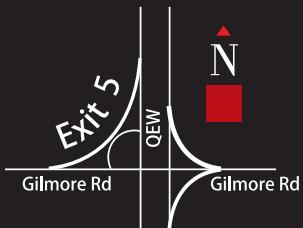


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EAST

Creative trucking company bypasses Marine Atlantic with own barge

Continued from page 1

do it in five to six days."

Hunt blames the new reservation system, ferry breakdowns, the increasing popularity of Newfoundland as a tourist destination in the summer months (Marine Atlantic hauls passenger vehicles as well as commercial trucks) and Newfoundland's increasingly vibrant economy for the capacity crunch. But he also blames poor management on Marine Atlantic's part.

"I don't think they forecast properly for the volume of freight going to and from the island," says Hunt. "You can't make a reservation if there's not enough space. And the reservation system, which was supposed to help, doesn't. Anybody can just go in and block off more than they need just in case."

Hunt and others claim they've



TAKING CARE OF BUSINESS: Frustrated with Marine Atlantic, Hunt's Transport leased this barge, which will shuttle 50 trailers at a time from Hamilton, Ont. to Newfoundland.

seen ferries leaving the dock with empty spaces on board, while trucks are still waiting in and

outside the yard.

"There are sometimes 300 to 400 trucks lined up, and not just

in the yard, because the yard is only open at certain times," says Hunt. "And drivers are complaining."

Marvin Way, president of Way's Transport based in Corner Brook, Nfld. has heard the complaints as well.

"Drivers are sitting outside the gate for a couple of hours just to get into the yard," says Way. "I've even heard of drivers who have waited for as long as three days. And in a place like Port Aux Basques, where there aren't many parking spots or places to shower or eat around, it can be pretty tough on the drivers. Drivers don't get paid for waiting."

Truckers protest

A group of independent truckers held a protest to draw attention to the problems they have been experiencing in June, parking and slowing traffic off the Trans-Canada Highway to the Marine Atlantic dock in Port Aux Basques.

"We'd been asking for changes to make our lives easier and our businesses more profitable, and after the protest we were able to secure a meeting with Marine Atlantic," says Chris Howlett, owner of Akita Equipment and Auto Transport and a spokesman for the group of 18 small truck companies which participated in the protest. "But since then, things have just been getting worse and worse."

Howlett says the group was planning to hold another protest in July but was discouraged from doing so after receiving an e-mail from Marine Atlantic.

"They said they'd do everything they could to have us deemed a security threat," says Howlett. "But what are the smaller carriers supposed to do? We have to bring this to the public's attention," says Howlett, explaining smaller trucking companies don't have the extra drop trailers needed to handle longer wait times, or the money to reserve extra, perhaps unneeded spaces on the ferry in advance.

Marine Atlantic CEO Wayne Follett, appointed by the federal government to head the Crown corporation in 2008, confirms the company did send a warning e-mail to the protesting truckers.

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panies support the system," says the CEO. "And we're finding the system is meeting the objectives it set out to achieve. We have canvassed the industry in Atlantic Canada, through the APTA and through the Canadian Grocers' Association and what we're finding is that the vast majority of the industry supports the reservation

system...But a small minority of independent truckers are finding the transition to the reservation system more difficult at this point, despite the many changes we've made to be more accommodating of their needs."

Among the changes implemented by Marine Atlantic since the new system came into place is a

"wait list" for truckers who are not able to make reservations ahead of time, says Follett.

"Trucks that haven't reserved a place can now come and take the places of trucks who cancel, on a first come, first served basis," he explains. "We also have online reservations now. And we only ask for partial payment up

front, so cash flow isn't as much of a challenge."

Follett says over half the trucks on the wait list get on the next sailing after they arrive, and that 90% of wait listed trucks get on the same day.

"In fact, we find that truckers aren't making adequate use of the

Continued on page 14

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EAST

Independent truckers continue to gripe about Marine Atlantic

Continued from page 13

wait list. We currently have less than one truck on the wait list per crossing, when we could accommodate more than that," he says, adding the wait list was implemented June 30 (after the independent trucker protest).

As for reservations, Follett says spots are available most days of the week but that the wait for a reserved spot on what he calls the "toughest" route from North Sydney to Port Aux Basques can still be from a week to 10 days.

Follett says small trucking companies are not handicapped by the new system.

"We've had reports of success from all sizes of companies. Their success really depends on their ability to plan their loads."

As for the potential for further protests, Follett says "It's clear that there are some truckers out

there who won't accept anything but a return to the old system. But it's a small percentage. We've indicated to the truckers who have already protested that any further disruption of essential ferry service at this time of year significantly impacts thousands of travellers and the delivery of food to and from Newfoundland and that we will take whatever legal remedy we have available to us to have any disruption stopped, including calling in the police."

Still, Follett does admit there is a growing need for ferry capacity to and from the island. It's a need he expects will be met using the \$520 million the Crown corporation recently received from the feds.

"A large portion will go towards the acquisition of two new modern and larger mixed use ferries, which will be in service as of next

spring, says Follett.

In the meantime, "Marine Atlantic will continue to handle issues with the APTA with the industry through a consultative process," Follett says.

Companies still frustrated

According to APTA executive director Jean Marc Picard, ongoing consultation is much needed.

"We are hearing concerns from carriers and they're not just the small ones," says Picard, who, having just returned from a vacation, already sounds tired. "I'd like to think that's because it's the busy season and it's just a question of capacity boiling over and some mechanical problems with the barges. But the funny thing is, some carriers who weren't having problems with the reservation system at first are having problems now. I can't help thinking



WASTED SPACE?: This photo, taken by Chris Howlett, appears to show unused slots for commercial trucks.

that things should have gotten better by now, and that some of the problems should have been eliminated. Maybe our expectations were too high."

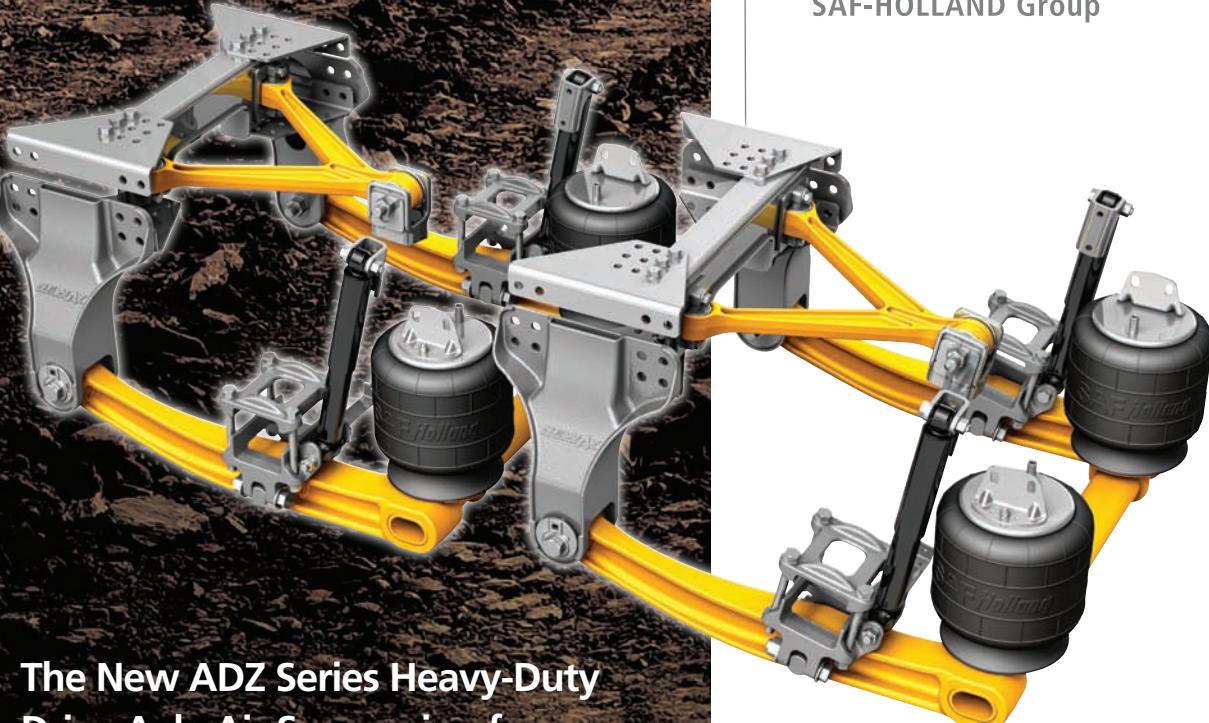
Picard's discouragement is echoed by Way.

"Major carriers are still finding it extremely difficult to get a reservation when they need it," says Way. "But it seems to me the whole point of the reservation system was to fix the capacity problems. Instead, Marine Atlantic has just pushed the problems off their parking lot and onto the Trans-Canada Highway. Marine Atlantic should be able to handle the increased capacity with extra crossings or by not using the longer run to Argentia. If they just used the shorter run to Port Aux Basques they'd be able to handle twice the volume...Or they could have a certain amount of first come, first served spaces on every boat. I don't blame the independents for speaking out," says Way, adding "someone needs to be pushing solutions down the line." □

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APTA board member drowns

SYDNEY, N.S. – Kevin Hillman, projects administrator at Hillman's Transfer and board member with the Atlantic Provinces Trucking Association, has drowned.

The incident occurred near the Mira Boat Club, just outside Sydney, N.S. on July 18.

Police were called to the marina just before 2 a.m. on July 18 to investigate a suspected drowning. Thirty minutes after they arrived, they found the 28-year-old's body in Sydney River, according to the report. Police say Hillman was in a speedboat with several other people when he fell overboard.

APTA chairman Shane Esson and executive director Jean Marc Picard issued the following statement about Hillman:

"During Kevin's involvement with the APTA, he touched many people with his kindness, warm smile, and willingness to help others. Kevin will be missed by many of us who knew him and we offer the Hillman family our condolences during this time of sadness." □

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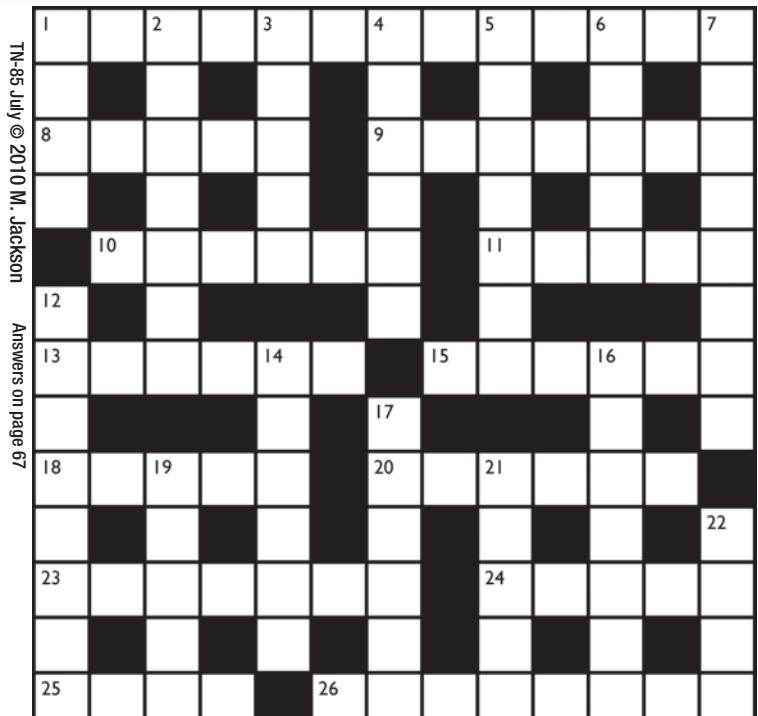
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THIS MONTH'S CROSSWORD PUZZLE



Across

1. Drivers' diaries (5,8)
2. Word on Nova Scotia plates
3. City crossed by 407 toll road
4. Lake Erie city on I-75
5. Final month for income-tax filing
6. No ___, sign on commercial vehicle
7. Licence-plate maker, sometimes
8. Use Georgia overdrive
9. Retreaded tires, briefly
10. Exceed safe engine RPM
11. Frequently replaced wiper component
12. Super ___, slang for open highway
13. Slang for sloped-nose tractor

Down

1. Convoy's front-__ position
2. Temporary Arctic highway (3,4)
3. Saskatoon-based transport company
4. Extra-cost item on new-truck invoice
5. Used-truck buyer's quest
6. O/O component
7. Area between road and ditch
8. Big-rig power units
9. Tax document filed annually
10. Street-surface substance
11. General-cargo, non-refrigerated trailer (3,3)
12. Venue for Leafs vs. Habs contest
13. Heavy-gauge battery wire
14. A cop, slangily

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QUEBEC

Saving fuel in the city

PIT turns its attention to urban duty cycles

By Carroll McCormick

BLAINVILLE, Que. – Testing fuel-saving technologies at 100 km/h is great, but the results of such high-speed trials cannot be applied to urban duty cycles, such as those garbage trucks and municipal rigs experience.

To remedy this, PIT (that brainchild of FPIInnovations that now consists of 24 carriers and two government partners, and which has been conducting the Energotest fuel-saving trials the partners desire) created a procedure, or protocol for testing potential fuel-saving technologies in an urban duty cycle.

At the Transport Canada test track in Blainville, Quebec this July, PIT demonstrated that drivers could follow the relatively complicated protocol it developed, and then proceeded to spend the rest of its allotted track time between July 7-13 testing tires, oil and a device that controls engine power.

"We are probably among the first to evaluate an urban duty cycle fuel consumption test procedure on a test track," says Marius Surcel, the engineer at FPIInnovations in charge of developing the protocol.

PIT developed the stop-and-go protocol with reference to the SAE J1321 Joint TMC/SAE Fuel Consumption Test Procedure – Type II, Recommended Practice, which PIT uses in its high-speed Energotest trials; PIT now calls the high-speed trials Energotest Classic. It also brought in other cycle patterns; ie., from element and composite cycles other research organizations developed.

"The only difference between our high-speed tests, which follow EPA's (Environmental Protection Agency) addendum to SAE Type II procedure, and our stop-and-go tests, is the cycles: how you run the vehicles on the track," Surcel explains.

PIT's accomplishment opens up a whole new territory in how fuel-saving technologies can be tested. Jan Michaelsen, program leader, energy and emissions, FPIInnovations says, "We want to show that you can use the tests in a way that has an application to urban transport. FPIInnovations is seeking the acceptance of the urban duty cycle protocol."

I arrive at the test track at 7 a.m. on July 9 and catch a ride to the home base for the tents and trucks. A 2009 Volvo is literally one minute away from firing up for several hours of stop-and-go driving and I commandeer the bunk behind Robert Transport driver/mechanic Marc Caouette and Michael Schink, a technician with FPIInnovations. His job is to read out driving instructions to Caouette.

Unlike the high-speed trials, the driving part of which consists mostly of zooming round and round at 100 km/h, the urban duty cycle is complex enough to require a driver coach. Trucks do the herky jerky on the 6.9-kilometre low-speed test track that, like a ring around a ring, circles the high-speed track.

This first trial of the day will compare the rolling resistance of wide-base tires and duals for fuel savings. The Volvo ahead of us, outfitted with Michelin XDN2 275/80 R22.5 duals on the tractor's two drive axles and 46,000 lbs in the trailer, leaves first.



CITY WORK: Marc Caouette does some precision driving in low-speed fuel savings trials.

Our tractor, kitted out with Michelin X1XDN2 445/50R 22.5 wide-base tires and 46,000 lbs in its trailer, goes a few seconds later.

"Five, four, three, two, one, key on. Five, four, three, two, one, start engine. Five, four, three, two, one, go," Schink says, with one eye on his stopwatch and the other on his clipboard of instructions. We start to roll and Schink tells Caouette, "20 kilometres per hour." Caouette accelerates to 20 km/h, holds the red needle dead on 20, then comes to a full stop at the first orange cone. Schink says, "30 km/h," and Caouette accelerates to 30 km/h and then comes to a full stop at the next orange cone.

In the next hour and 10 minutes, the two trucks do four circuits around the low-speed track. Each circuit is broken into nine speed/stop-start segments: two driven at 20, 30, 40 and 50 km/h, in mixed up order, and one at 60 km/h. Caouette's job is to accelerate and brake rather smartly and glue the needle to the speeds that Schink calls out. This is how PIT simulates stop-and-go driving. After each set of four circuits, the drivers and co-pilots take a timed break (and I bail out). In all the two trucks will do three sets of four circuits this morning.

As with the other Energotests, fuel is carefully weighed before and after the trial and the difference in fuel consumption between the wide-base and dual-configured trucks will be measured. PIT members, who pay good money for the right to be here, will receive the results first. Next year some time a summary of the test results will be made public.

PIT also ran stop-and-go trials with a garbage truck to replicate that brutal duty cycle.

The July Energotest also looked for fuel savings with Swepco synthetic oil, a device by RM2J called Fuel MaximiZer, which, roughly speaking, adjusts engine power to suit the weight being hauled, and a lightweight straight-body truck box by Efficient Transport Solution. From Aug. 4-12 PIT will run another Energotest, with 25 items on a jam-packed agenda.

FPIInnovations is satisfied that it has demonstrated that drivers can accurately and reliably follow its complex duty cycles. It will be preparing a report for Transport Canada, which provided financial assistance for the project. It will also submit the protocol to EPA for consideration for acceptance and write a paper for the SAE Congress next year. "We want to be able to say that for urban duty cycles our procedure is recognized," Michaelsen says. □



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Fergus Truck Show show'n'shine winners announced

FERGUS, Ont. – Owner/operators and company drivers alike proved one thing at the Fergus Truck Show show'n'shine: That neither Mother Nature nor a downtrodden economy could take away the pride they take in their equipment. While the field size was noticeably smaller this year, the caliber of trucks was still without equal, in these parts at least.

Rain on Friday had participants up early Saturday morning to prep their rigs for judging. A total of 50 awards were handed out on Sunday afternoon, when the scores were tallied.

This year's winners were: Best Working Tractor with Sleeper, David Bradshaw, BNK Transport; Best Working Day Cab, John Ritchie, Road Runners Equipment; Best Working Cabover Tractor and Best 90-94 Working Tractor, Brian Steckley, Floyd Gibbons Trucking; Best 2010 or Newer Company Working Tractor, Chris Shepley, Transport

N Service; Best 2010 or Newer O/O Working Tractor, Pat Fisher, Hyndman; Best 07-09 Company Working Tractor, Ron Eichhorn, Transport N Service; Best 07-09 O/O Working Tractor, Best Tractor-Trailer – Van or Reefer and Best Custom Working Tractor, Cliff King, Castle Rock Transportation; Best 04-06 Company Working Tractor, Tammy Cable, Heritage Truck Lines; Best 04-06 O/O Working Tractor, David Madigan, Trans 4; Best 01-03 Working Tractor, Dave Joyce, Sleeman Breweries; Best 98-00 Working Tractor, Bruce Thompson, Samuel Steel; Best 95-97 Working Tractor, Frank Macdonald, Thompson Terminals; Best Pre-90 Working Tractor, John Camposeo, John Camposeo Trucking; Best Restored Non-Working Tractor, Lloyd Dittmer; Best Restored Working Tractor, Paul Davidson, W.D. Potato.

Also taking home trophies were:

Best Paint Scheme, Heather Ross, Superior Propane; Best Straight or Tractor-Trailer Commercial Logo, Andrew Kottelenberg, Avertex Utility Solutions; Best Fleet 3+ Corporate/Private Carrier, TDL Group (Tim Horton's); Best Fleet 3+ Aggregate or Dump, Mitchell Property Maintenance; Best Fleet 3+ Van, Reefer or Curtain Side, F1 Freight Systems; Best Fleet, 3+ Tank or Bulk, Superior Propane; Best Fleet 3+ Tractor Only, Sleeman Breweries.

Also winning awards were: Best Tractor-Trailer Livestock, Ryan Felkar, Earl MacDonald and Sons; Best Tractor-Trailer Single-Purpose, Donald Payne, GMF Transport; Best Tractor-Trailer, Tandem, Float, Flat or Curtain Side, Glen Hughes, Bakke's Trucking; Best Tractor-Trailer, Corporate/Private Carrier, Dave Parsons, Sleeman Breweries; Best Tractor-Trailer – Tanker, Doug Wall, Gay-Lea Foods

Co-operative; Best Tractor-Trailer – Trains, Jerry Byers, Bakke's Trucking; Best Tractor-Trailer Dump or Straight Truck with Pup, Chad Murphy, Vaughn Hurlbert Haulage; Best Straight Truck, Peter Urbanavicius, GTA Express Cartage; Best Straight Truck Single-Purpose, Brian McKay, Freedom Pet Supplies; Best Dump Truck, Steve Scott, TDI; Best Service Vehicle, Jake Bakke, Bakke's Trucking; Best Heavy Recovery Truck, Randy Rankin, JP Towing; Best Light-Duty or Medium-Duty Recovery, Henry Tourigny, Henry's Heavy Equipment Repairs; Best Professional Show/Flagship Truck, Kein Hunt, Hunt Trucking; Best Displayed Fleet, Superior Propane; Best Single-Unit, Ted Huntington, Jeffery's Greenhouse; Best Light Show – Single, Carey Wojtasik, CSI; Best Light Show, Fleet, WD Potato; and Judge's Choice, Ron Gaiser, Star Van Systems. □



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ONTARIO

SPECIAL VISITOR: *Truck News* had a special visitor to its booth at the Fergus Truck Show. Ten-year-old Jackson Felkar of Dutton, Ont. stopped by. His family runs Felkar 5 Trucking hauling livestock. Jackson's a big fan of *Truck News*, and even brings the new issue to school with him when it shows up in the mail.

Photo by James Menzies

Ontario rounds out championship team

CAMPBELLVILLE, Ont. – The Ontario Provincial Truck Driving Championships were held July 10 at Mohawk Raceway, setting the stage for the national event in Manitoba this September. The event was comprised of top-placing drivers from the Toronto Regional championships and the Central Ontario regional driving championships.

About 80 drivers vied for a position on Team Ontario.

The winners were: Karen Proctor, Purolator, step van; Trevor-Lee Laronde, Miller Waste Systems, straight truck; Clay Ward, Con-Way Freight, single-single; Jeff MacLean, SLH Transport, single-tandem; Shawn

Matheson, Home Hardware, tandem-tandem; and Brian Heyworth, SLH Transport, B-train.

This year, an exhibition A-train category was also included, with top honours going to Hugh Palmer of Con-Way Freight.

Home Hardware's Matheson scored the top points on the day, earning him the Grand Champion Award and a ring to go with it. Heyworth won the Pre-Trip Award and the MTO Award while Rookie of the Year honours went to Rory Holland of Waste Management in Stoney Creek. The Bill Russel Award went to retired driver Ken Halloway. □

Ontario fleets feeling optimistic

TORONTO, Ont. – Ontario fleets are increasingly optimistic about the future, according to the latest Ontario Trucking Association (OTA) Business e-Pulse Survey.

Seventy-three per cent of responding carriers said they were optimistic about the trucking industry's overall prospects over the next three months. That Q3 survey result was a 20% improvement over the beginning of the year and marked the highest level of optimism since the OTA began the survey in the third quarter of 2008. Only 2% of responding carriers indicated they were pessimistic.

However, the high level of optimism was only a single percentage point better than in the Q2 survey, indicating optimism may have peaked.

Over the past five quarters, optimism has surged from 27% to 72%.

Ontario carriers still have their concerns, however, most notably the slowing pace of US economic recovery. Only 25% of respondents said southbound US freight volumes have increased over the past three months. Fifty-six per cent said intra-Ontario freight has improved, 53% said inter-provincial volumes are getting better and 50% said northbound freight into Canada is on the upswing.

Fifteen per cent of carriers said southbound US freight has actually decreased in recent months.

When evaluating overall freight volumes, 63% of responding carriers reported improved volumes compared to a year ago with 47% reporting growth stronger than 5%.

Loaded miles are increasing, according to 40% of respondents, up from 35% and 16% of respondents in the previous two surveys.

Improving freight volumes have yet to translate into higher rates, according to the survey. Most carriers described the current rate environment as about the same as in recent quarters, however 30% reported that rates for southbound US loads are actually getting worse.

Thirty-nine per cent reported improvements in northbound freight rates.

Eight-nine per cent of fleets said they're satisfied with their ability to collect fuel surcharges and accessorial charges.

The availability of credit has stayed about the same as in recent quarters, according to most respondents.

Ontario carriers reported capacity has either decreased or stayed the same and most (79%) expect capacity to tighten or stay the same over the next six months.

More fleets will be looking for company drivers (44%) and owner/operators (49%) in the next three months, which is up from the Q2 survey. However, the majority will not be adding to their net driver pool.

The survey also suggests more Ontario carriers will soon be adding equipment. Thirty-eight per cent said they'll add to their net number of tractors in the next three months while 40% said they'll add trailers. Most respondents, however, plan to stand pat with their equipment count. □

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WEST

Alberta rebate program helps fleets, O/Os go green

By Jim Bray

EDMONTON, Alta. – Alberta trucking companies who'd like a hand going green can participate in a new program being run in conjunction with the provincial government.

Trucks of Tomorrow is a \$2 million initiative designed to help Alberta's trucking industry reduce its emissions while saving some money in the process. The initiative was spearheaded by Climate Change Central – which has offices in Edmonton and Calgary – which is working with the province to help green Alberta's fleets.

Climate Change Central bills itself as "a non-profit organization that empowers Albertans to take action on climate change through consumer rebate programs, demonstration projects and educational outreach."

As part of that mission, the Trucks of Tomorrow program also offers commercial fleets rebates as a carrot meant to help convince them to take advantage of new, "green" technologies.

According to Adam Gagnon, program manager, transportation and energy efficiency, the Alberta Environment-sponsored initiative also consists of workshops and case studies, and it will cover "the majority of the cost for a third-party fleet analysis, so a company can come in and help you review your fuel use and see if they can help you find ways to shave some corners."

Gagnon says this means a fleet would end up paying about \$200 for the analysis instead of about \$2,500.

There are also cash rebates for fuel efficiency equipment fleet owners put onto their trucks, items such as trailer skirts, fairings, cab heaters and coolers and auxiliary power units.

According to the Trucks of Tomorrow Web site, in order to be eligible, an applicant must:

- Have the legal authority to modify the trucks and/or trailers identified in the application;

- Represent an Alberta company that operates vehicles base-plated in Alberta with a gross vehicle weight rating of 7,258 kg or greater (16,000 lbs or Class 5 to Class 8) in Alberta;

- Purchase and install fuel efficiency equipment from its list of Current Eligible Equipment between June 1, 2010 and Dec. 31, 2011;

- And install the equipment on a commercial vehicle or trailer base-plated in Alberta and whose registration is valid as of the date of application.

Gagnon says it's easy to reserve the funds, after which the applicant has six months in which to have the equipment installed. After that, he says, you just have to go back and apply for the rebate.

Not surprisingly, a company's purchases must be documented, which means an applicant must produce a copy of the purchase receipt that has included on it information such as the name of the applicant's company (which must be the registered owner of the

equipment being modified "and/or be the lessee of said equipment with permission from the lessor to carry out modifications"). Also required to be shown is the purchase date, manufacturer and model of the fuel efficiency equipment, method of payment and proof that the total amount has been paid in full (and they won't accept an invoice or till receipt showing the amount due, either).

Not only that, but you also have to provide the name and address of the business where the purchase and/or installation was done.

It appears to be a fairly easy process, considering that a bureaucracy is involved, and Gagnon says the money should be accessible without too much hassle (other than the steps outlined above).

"It lets you come onto the Web

site and reserve the money so you know that it's there when you do your upgrades," Gagnon says. "It's basically held in your name – and the process is really easy to go through; you basically just have to show your invoices and make sure the equipment is on the accepted list. The cheque is cut automatically and comes through the mail."

Which should slow things down substantially!

A list of what's included in the program is on its Web site at www.trucksoftomorrow.com.

Information is also available by phoning 888-537-7202.

The limit is \$30,000 per company, Gagnon says, "so it's actually pretty flexible – you can put as many pieces of technology onto as many units as you want, up to your company maximum."

Gagnon says Alberta is taking the lead with this initiative. "There's bits and pieces (of such a program) from the federal level and in other provinces," he says, "but they're all different and the rules are all different. I think our program is probably the most flexible one out there."

The program is run at arm's length by Climate Change Central, but it was set up by the Alberta government. "Our mandate is to help Alberta reduce greenhouse gas emissions," Gagnon says, "and one of the best ways to do it is to save fuel."

Gagnon says the Trucks of Tomorrow initiative means that now's a great time for anyone thinking about fuel efficiency upgrades to go forward with them, "and get a rebate to do it on as many vehicles as they can," he says. □

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WEST



EXPANDING WEST: Avaal president and CEO Dara Nagra (centre) poses with special guests at the grand opening of the company's Surrey, B.C. office July 24. The new location is at 302-17665 66A Avenue in Surrey.

Avaal officially opens B.C. office

SURREY, B.C. – Avaal Technology Solutions has officially opened its new office in Surrey, B.C., with a grand opening celebration held at the new location on July 24.

Avaal officials say the location has been strategically placed in the heart of the B.C. trucking community and noted that the company's presence on the West Coast is a key component to the expansion of its services to existing and future clients.

"Avaal is committed to excellence in customer service," said Dara Nagra, president and CEO of Avaal. "Opening this office signals the importance of this commitment. We are ensuring that we have people on the West Coast to cultivate relationships and meaningful exchanges of knowledge."

The event was attended by more than 100 guests, including Member of Parliament Sukh Dhaliwal, Ron Dhaliwal of Desi Trucking, and Sukh Pandher of TMG Transport. □

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B.C. driver training program delayed until fall due to lack of funding

LANGLEY, B.C. – B.C.'s Professional Truck Driver Training Program has hit a speed bump due to lack of funding, local media reports.

Paul Landry, head of the B.C. Trucking Association (BCTA) told the *Surrey Leader* that "funding issues" have delayed the roll out of the program till fall. It was

initially set to launch in the spring.

The program raises the bar for truck driver training in the province and is based on the Canadian Trucking Human Resources'

Earning Your Wheels program.

The program involves eight weeks of classroom and driving time followed by four weeks of on-the-job training and then 1,000 hours of solo driving. At the end, the driver receives a Certificate of Qualification. □



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CANADA

Knowing costs the key to owner/op's success



PARTNERS IN LIFE AND IN BUSINESS: Howard Brouwer says his wife Ginette is the chief financial officer of the company. Every so often, her job entails keeping Howard from overspending on 'wants.'

Photo by Adam Ledlow

Continued from page 1

mits. "If we'd go skiing in Collingwood from Welland (150 miles one way, according to MapQuest), I'd want to fly because it was too far to drive. So it's ironic that I've logged two million miles considering I hated driving years back."

After bouncing around various jobs ranging from bouncer to steel worker, Brouwer decided to pursue a career in trucking. He joined Schneider National as a company driver and eventually got the itch to buy his own truck.

"I had been with the company for 10 years and for three of those years, I was running the numbers and driving the Schneider truck like an owner/operator to see if it was feasible to become an owner/operator myself," Brouwer says. "Finally, I talked with my wife and we decided it was time to go for it, it was doable."

Brouwer's goal is to complete a million safe miles as both a company driver (accomplished) and an owner/operator (he's at about the 700,000 mile marker on that journey). It's almost unheard of for a driver to stick with the same carrier for 17 years – especially when signing bonuses were being given

out like candy in the early 2000s. Brouwer says he was never tempted to take the bait.

"You talk to so many guys who work for two or three companies a year," he says. "It's just a different coloured truck, you still have the same issues. You just have to work through those issues with management and let them know what is bothering you."

Pay packages may seem to vary widely, yet Brouwer warns against switching carriers for a couple

cents per mile without considering the entire pay package as a whole and the cost of switching companies.

"One company may pay for border crossings and another for loading, another may pay for base plates but it's just how it's sliced, if you really look at the numbers," he reasons. "Really, with the cost of changing jobs and learning a new company's processes, it's not worth the change. I've never felt the need to change because talking to driv-



NEVER BEEN TOWED: Howard Brouwer runs an older truck, a 2001 Western Star, but meticulous maintenance has kept it from breaking down on the road.

ers, they all have the same issues; it's just how you deal with them."

Brouwer prefers thoughtful self-examination when trying to improve his margins and profitability. He manages his costs meticulously and his finance-savvy wife Ginette (the G in H&G Enterprises) maintains a real-time profit-and-loss statement.

"I have a calculator in my hand so often, my wife says it's going to drive me crazy," he jokes. "You have to know where you are and where you want to go. You look at a map when you want to get from Point A to Point B, so you have to have that same knowledge when you're measuring costs. You cannot be a successful owner/operator or business if you don't know your costs."

Brouwer refers to wife Ginette as the chief financial officer of the company.

"She's an awesome business partner," he says. "She does the books and every night we talk business. If I want to know where the profit is, she has the P&L and all that. I can keep it out of my mind because I know I can call her and ask her that question. If I need to know how much I'm spending on fuel, it's all there, she can pull it up."

Occasionally, that means getting a reality check from the wife. Recently, Brouwer wanted to dress up his 2001 Western Star with tall snorkel-style stacks on the air breathers, a customization he noticed is popular in Australia. It would've cost about \$1,200.

"I got vetoed," he chuckles. "It's a want. Right now, the only expenditures are things that need to be done so the truck will run up and down the road to make money. When things get better, then we'll look at dressing it up."

Behind the wheel, Brouwer does his part to keep costs down by limiting idling as much as possible, running 58 mph and driving with a feather foot.

"I drive every foot, not every mile," he says. "If I'm going down a hill, my foot's off the throttle. I use cruise control religiously because I figure a computer can do it better than I can. When I hit that 1-KM sign and I'm going to stop at the truck stop, I kick cruise off and let it coast. I just did one kilometre using hardly any fuel. Every minute, I'm driving to be efficient."

The Western Star and Cat C15 engine are getting 6.9 miles per gallon. The truck has 1.1 million miles on it, but it's paid for and Brouwer plans to run the same truck right through to retirement in four years, at age 58.

"Most guys say I over-maintain my truck," he says. "One year I put in a brand new rad, a new air-to-air and a new air compressor and the next year I replace the fuel lines. If you wait till it gets bad, it falls apart on the road. That truck has never been on the tow hook."

Replacing the fuel lines is one of the greatest ways to enjoy an immediate boost in performance on an old truck, Brouwer professes.

"The fuel lines shrink over the years. Guys say their trucks don't

have the power and they're not getting the fuel (mileage). I noticed a major difference in my truck when I changed the fuel lines, you get back to full flow like it's brand new."

Brouwer attributes much of his success as an owner/operator to mentors, such as Ron and Dawn-Marie Pickles in Red Deer, Alta., a successful husband/wife team that run hard and smart in the summer and spend their winters vacationing in Mexico.

Now that he's achieved success, he's eager to help other aspiring owner/operators. His most important advice is to become an owner/operator for the right reasons – and it's not money.

"It has absolutely nothing to do with the money," he says. "It's about having more control over your life. As a company driver, the company controls when you can go home and when you're on the road, whereas an owner/operator can decide when to take a week off or take a month off. I have control over my career."

He also suggests prospective owner/operators pay off all personal debt before buying a truck.

"You have to become the world's best at saving money," he says. "You get a big paycheque one week, the next week maybe nothing. The less debt you have personally, the easier it is to maintain your business because if you have a lot of personal debt, you can't run enough miles to pay that (debt), the truck and everything else."

Being an owner/operator also affords Brouwer the luxury of taking time off to participate in the World's Largest Truck Convoy for Special Olympics, a cause that's close to his heart. He has taken part in the convoy in each of the past five years and vowed to donate a portion of his winnings from the award towards this year's event.

"I look forward to it every year," he says. "There are a lot of things you can get involved in where you don't see the results. When you're sitting in a room with all the Olympians and you know you're raising money for them to have some extra time in the swimming pool or



CONGRATS: Owner/Operator of the Year Howard Brouwer (second from left) and wife Ginette are congratulated by founding sponsors (from left): Aleks Uzelac, Goodyear Canada; J.P. Soucie, Castrol; and Mark Laine, Mack Trucks.

to play baseball...it's pretty emotional and it's fulfilling and you're paying it forward."

Brouwer also joins his wife Ginette in taking part in the Canadian Cancer Society's Relay for Life, walking in the relay despite problematic hips and knees and shaving Ginette's head to raise money for the cause.

While it may seem like a charmed life, Brouwer admits it's not always easy. The last couple years have been especially difficult, and he's thankful his truck was paid off. He also admits to getting lonely on the road.

"It's a lonely life out there," he admits. "You're gone two, three, four weeks at a time. Everybody asks my wife 'How do you do it?' They forget to ask the driver 'How do you do it?' I'd just as soon be home with my wife, spending time with her, but that's the trucking life."

Brouwer takes comfort in fraternizing with other drivers while on the road.

"My wife is amazed at how you can walk into a truck stop, sit down, nobody knows each other. A nod, a 'How are things going?' and next thing you know, there's a full-blown conversation. You've gotta go and you never see that person again, you don't even know their name. That's what keeps trucking so interesting and what keeps ev-

erybody going," he says of life on the road.

As the 2010 Owner/Operator of the Year, Brouwer won \$3,000 cash, a \$2,500 vacation for two, a diamond ring fit for a champion and a special plaque. He also won a variety of prizes from the award's

sponsors. The *Truck News* Owner/Operator of the Year award is sponsored by Mack Trucks, Castrol Heavy-Duty Lubricants and Goodyear Canada. It is supported by Natural Resources Canada and the Owner-Operators' Business Association of Canada. □

All that and a hero too?

Owner/Operator of the Year Howard Brouwer got the judges' attention because of his business skills, safe driving and charity work. But he may also be a lifesaver – we'll never know for sure.

A few years ago he was driving along the 401 when he noticed a single-axle day cab with a loose wheel. Unable to get the driver's attention on the CB radio, he called 911 and helped police locate the truck.

Brouwer drove on after seeing the truck pulled over by police. About three minutes later, he received a call from 911 dispatch.

"The police officer called to say that nine out of the 10 wheel nuts were missing and he took the last one off by hand," Brouwer recalls. "It was a matter of just miles before that wheel would have come off and who knows what would've happened? That choked me up because, what would've happened if I hadn't called?"

Another time, Brouwer came across a vehicle fire. The driver and his kid had escaped the burning mini-van, but as a former firefighter, Brouwer stopped to help extinguish the flames. The motorist told Brouwer his wallet was in the vehicle.

"I said 'Where is it?'" he remembers. "He said 'It's on the console in the middle.' I took a deep breath and reached in there and got it."

While he was at it, Brouwer managed to grab the driver's paycheque.

"I'm always watching," says Brouwer. "If a guy passes me and I see something on their truck, I'll radio them 'Your fuel cap's off,' stuff like that." □



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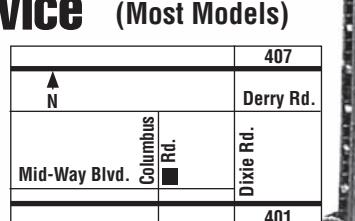
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CSA 2010

Are you keeping score?

Driver and carrier scorecards are an important tool in preparing for CSA 2010

By James Menzies

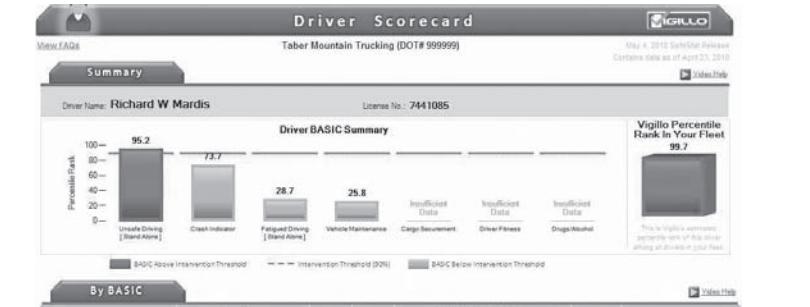
TORONTO, Ont. – By now, most Canadian carriers operating in the US know CSA 2010 is coming, and with it some major changes to how a carrier's safety rating is calculated. They probably also know that drivers, for the first time, will also be rated with their scores applied to their carrier's profile.

They may even know that it doesn't take a violation to result in points being assigned to their CSA 2010 profile. But do carriers know how they'll rank when the CSA 2010 switch is flipped later this year?

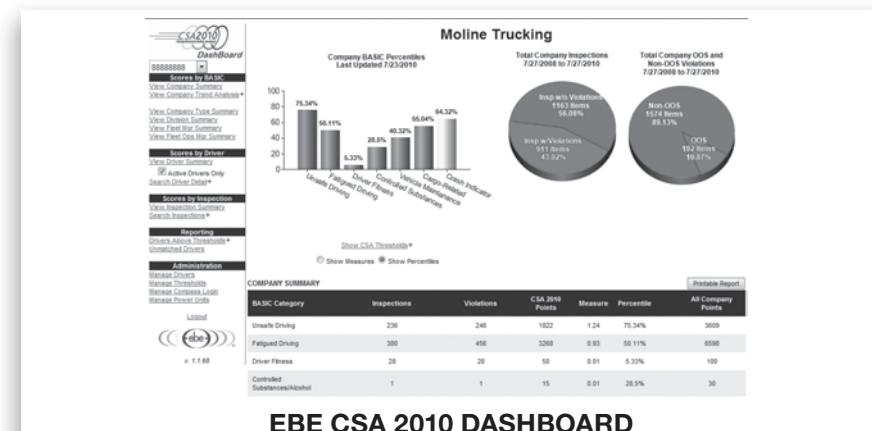
Technology providers have been rolling out CSA 2010 Scorecards and/or Dashboards for carriers and drivers,

which tap into the complicated reams of data hosted by the FMCSA on its Compass portal and then present it in a digestible format that safety managers can easily interpret. The FMCSA has promised it will allow carriers to view their own status as well as industry-wide percentiles in the coming weeks, but until that happens, carriers may be well advised to call on a service provider to help them get a handle on where they stand under the new Safety Measurement System (SMS) criteria.

Vigillo, a data mining company that was among the first to introduce CSA 2010 scorecards, suggests fleets act now, if they haven't already, to figure out how they rank under CSA 2010.



VIGILLO CSA 2010 DRIVER SCORECARD



EBE CSA 2010 DASHBOARD

Score Card Overview									
Start Date: 2009-06-01 - End Date: 2009-06-30									
Using % Idle During Trip									
DriverID	Last Name	First Name	Group	Speed Score	RPM Score	Idle Score	Hard Brake Score	ECM Fuel Efficiency Score	Total Points
1234	Jones	John	Hours of Service	0.09	0.14	24.52	0	0.00	24.75
4221	Ray	Steve	Hours of Service	0.01	0.08	30.50	1	0.00	31.59
12345	Jones	Tom	Hours of Service	11.97	3.39	50.74	2	0.00	68.10
98765	Smith	Joe	Hours of Service	35.76	1.32	25.14	13	0.00	75.22
13456	Wilson	Patrick	Hours of Service	0.29	26.21	90.80	44	0.00	161.30

XATA DRIVER SCORECARD

The company points out of its 1,500-plus fleet customers, 68% are over the intervention threshold in at least one BASIC category (Unsafe Driving; Fatigued Driving; Driver Fitness; Drugs and Alcohol; Vehicle Maintenance; Cargo Securement; and Crash Experience). Under SafeStat, only 1.3% of its subscriber fleets were at risk of facing an FMCSA intervention.

"Under this system, the bright lights are coming on," says Vigillo founder and CEO Steve Bryan. "There's no place for any driver or carrier to hide anymore and it's really going to be a rude awakening for a lot of people. If CSA 2010 has done anything, it has thrown on the stadium lights."

Unfortunately, carriers themselves may have trouble determining where they stand under CSA 2010 if left to their own devices. The raw data available from the FMCSA Compass portal (<https://portal.fmcsa.dot.gov>) is of little use since it doesn't yet provide the industry-wide benchmarking required to determine one's percentile ranking among its peers.

"It's virtually impossible for an individual carrier to calculate its own score from just their data set," Bryan says. "A carrier could take its violations and attach the severity points, but there's a time weighting also, so you have to calculate the time frame in which it happened – that all has to be taken into account. And the last thing you do is the percentile ranking, you have to know where you stand against everyone else in your peer group and there's no way you could know that, so it's not possible for a carrier to calculate its own score."

Vigillo is able to provide a carrier's peer ranking because of the vast driver pool it's already measuring. The company says it is currently tracking 600,000 drivers working for 1,800 motor carriers operating in the US.

"We have developed technology that runs 24 hours a day, seven days a week doing nothing but harvesting data out of the FMCSA database," Bryan explains. The Vigillo CSA 2010 Scorecard service is available as a standalone offering and is priced at 50 cents per driver per month with no long-term commitment. All customers have to do is provide Vigillo with their DOT number, Bryan adds. For more info, visit www.vigillo.com.

EBE (www.ebeships.com), another software solutions provider for the trucking industry, has also come to market with a CSA 2010 Dashboard with a slightly different focus. Also available as a standalone product, EBE's vice-president of marketing and business development Cindy Nelson, describes the company's solution as a "Web-based application designed to help you manage your drivers as opposed to managing numbers and scores."

She says the system allows a carrier to identify drivers at risk of crossing a BASIC threshold and then input them into a workflow queue that allows the fleet to follow up with corrective measures, whether they be disciplinary- or training-focused.

"It gives you the opportunity to take the data you're getting and apply the corrective measure in a real-time fashion and ensure drivers are in compliance," Nelson says.

The data can be hosted online or behind a carrier's own firewalls. Initially, CSA 2010 Dashboard was envisioned as a "tab" on the company's existing driver management platform, but Nelson says "it created a life of its own" and there's now a "complete development team" working on the product.

Another feature of EBE's CSA 2010 Dashboard is that it pulls all violations and crash reports associated with a

Continued on page 30



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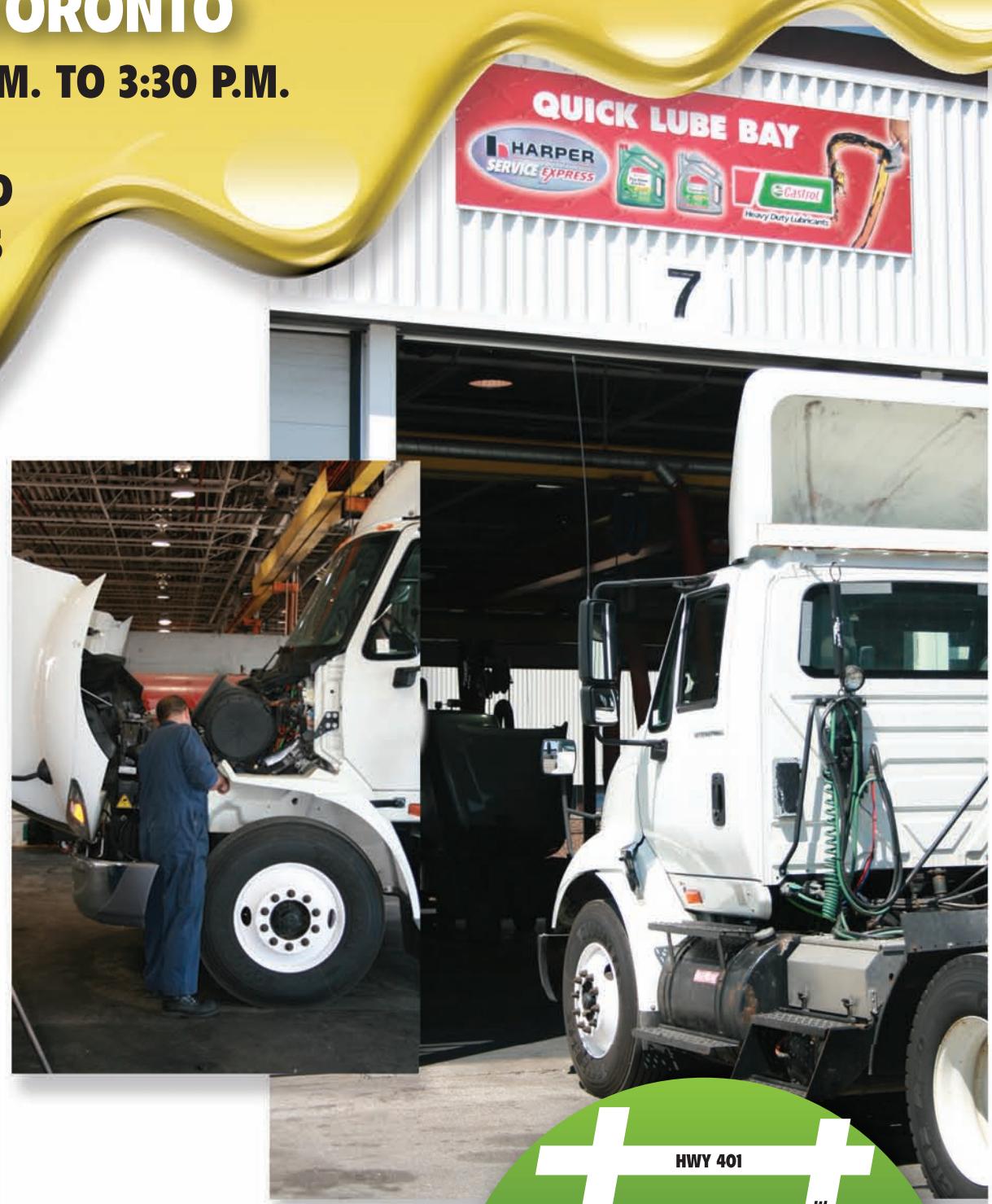
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CSA 2010**Keeping score****Continued from page 28**

carrier's DOT number on a daily basis.

“We go out every day and pull the data as opposed to providing monthly updates,” says Nelson.

The system allows a fleet or safety manager to sort its drivers by various categories and identify those who are nearing or have surpassed an FMCSA intervention threshold. Customers can also track and monitor clean inspections and reward drivers for keeping their logbooks and equipment in order.

Essentially, says Nelson, the CSA 2010 Dashboard gives fleet managers the tools they need to properly manage their drivers with CSA 2010-specific data. The solution can also be integrated into existing driver management solutions a fleet may already be using, she adds.

Even before CSA 2010 was in every fleet manager’s vocabulary, some technology providers already offered driver scorecards. Those scorecards are still relevant in a post-CSA 2010 world, as they have a predictive element to them that’s useful in identifying drivers who may bring problems when CSA 2010 is fully deployed.

Christian Schenk, XATA Corporation’s new vice-president of product marketing, says both Xata (www.xata.com) and its subsidiary Turnpike Global Technologies offer driver scorecards that can be used to identify problem drivers before they hurt a fleet’s CSA 2010 standing.

“Our scorecarding is based on being preventive,” says Schenk, “getting in front of issues before they become issues. We can give you enough information so you can proactively make adjustments to your fleet or drivers.”

Xata’s scorecards are ideal for large and private fleets, Schenk says, while the made-in-Canada Turnpike solution is geared more towards smaller trucking firms.

Charlie Mohn, product marketing manager with Xata Corporation, says its scorecards reveal risky driving behaviour such as speeding, hard braking and rapid accelerations. That is all tracked using Xata’s system and displayed in an easy-to-understand format so a safety manager can identify risky drivers and take necessary action before they commit infractions that will drag down a carrier’s CSA 2010 score.

“We’re not directly measuring performance data to a BASIC score, we don’t have that algorithm down perfectly,” says Mohn. “Our focus is on being able to rank drivers so you can focus on the ones that are the problem children and let the other ones go about their business.”

Even though it’s not a CSA 2010-specific solution, Mohn says Xata’s driver scorecards are receiving extra interest these days. Schenk agrees, noting CSA 2010 has displaced the driver shortage and fuel efficiency as the primary driver of technology investments.

“There’s a lot of interest out there in the market,” Schenk says of CSA 2010. “The number one reason people are buying this is for compliance (with CSA 2010).”

According to Vigillo, 81% of more than a million CSA 2010-related violations were driver-controllable, so it’s little wonder carriers are interested in tracking their drivers’ behaviour like never before. □

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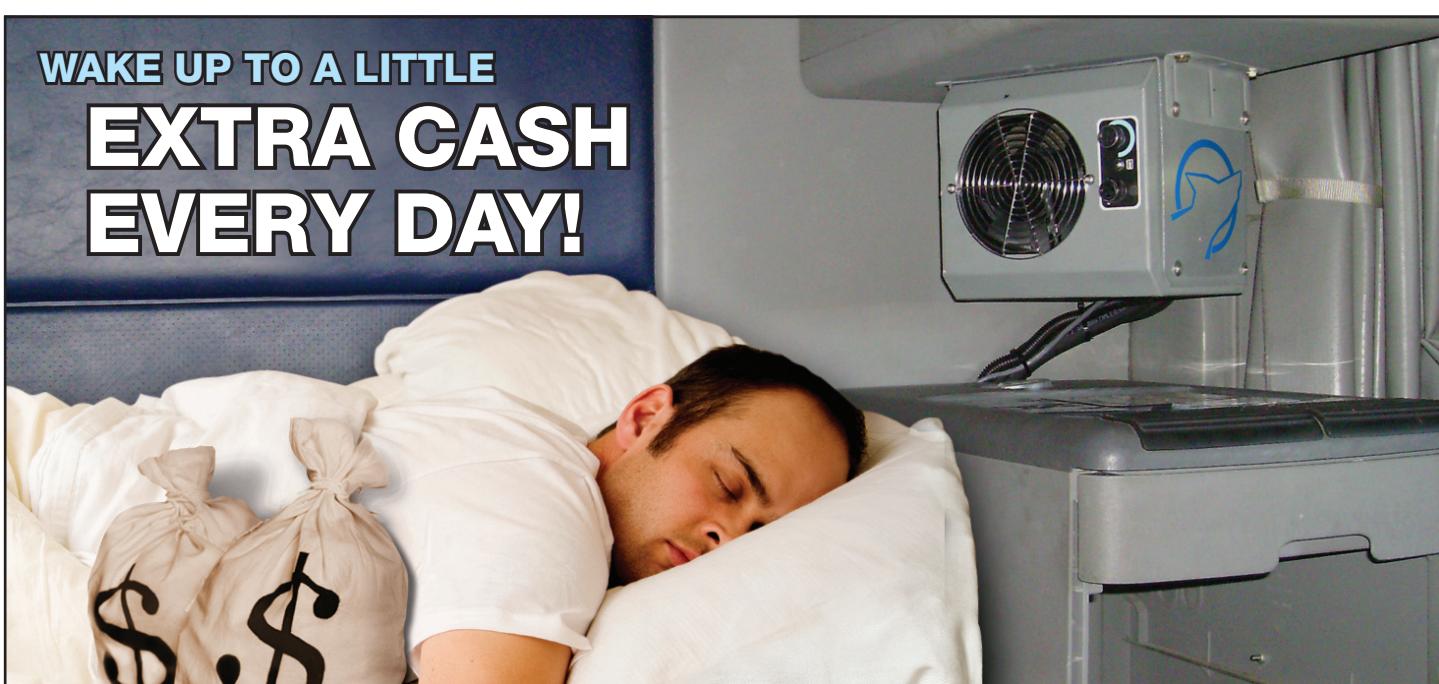
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FEATURE

By Julia Kuzeljevich

TORONTO, Ont. – With improved fuel efficiency, so the promise goes, you can reach a better bottom line.

Reducing fuel use is big on the agenda for lawmakers, while reducing its costs is huge for trucking fleets, and drivers, looking for any edge on already-thin margins.

In Canada, the federal government is encouraging the use of fuel-efficient technologies for heavy-duty trucks, under an initiative announced in September, 2009 that will partially fund successful applicants who install SmartWay-certified technologies with up to \$100,000. In the US, meanwhile, this January the Obama administration announced US\$187 million in available funding to improve the fuel efficiency of cars and trucks.

Under the SmartWay, ecoENERGY for Fleets initiative, programs like SmartDriver for Highway Trucking programs are designed to promote energy efficiency as a "cost-effective and responsible way to reduce costs

The more efficient mile

Even experienced drivers can benefit from training

and the environmental impact of fleet operations."

Natural Resources Canada's (NRCan's) SmartDriver for Highway Trucking covers aspects such as factors affecting fuel efficiency, vehicle care and inspections, vehicle practices and recommendations, and smart driving for fuel efficiencies. NRCan has set targets for this fiscal year to run seven training programs across the country, and seven in 2011.

Stacey MacDonald of Bronson Consulting, which was contracted by NRCan to organize its SmartDriver workshops, said NRCan is seeking a more strategic, focused approach to getting the course material out there.

"We take care of the administration around the training. And we capture

the feedback so we can report back to NRCan on who has been trained and what the costs were, and this will go back into curriculum redevelopment. They are definitely trying to demonstrate the impact of all these dollars in terms of reducing greenhouse gases," said MacDonald.

NRCan is also working to develop a formula for greenhouse gas-associated savings for those who have completed the program.

"There's very much an interest in who is being trained. If they are not drivers, (we want to know) whom are they going out to deliver the training to, so we can capture the data," she added.

"SmartDriver for Highway Trucking is an awesome training program.

Transcom Fleet Services has worked with FleetSmart to repackage the program under SmartDispatcher for Highway Trucking and it has been included in Transcom's nine-day Dispatcher/Supervisor Course since 2008," said Roy Craigen, president of Transcom Fleet Services, who has been an advocate of fuel efficiency programs for over 20 years.

"SmartDriver for Highway Trucking provides the science and the practical techniques behind reducing greenhouse gases and reducing fuel consumption. It is a highly-interactive training program involving every attending student, includes excellent 'take-home' materials and is easy to follow along and learn from," he said.

Craigen also provides "Driver Eight in Thirty-Eight" a program modified for individual fleets to inspire professional drivers to hit a fuel efficiency target in 38 days.

"This is a lot of fun, educational and results-driven," said Craigen.

"When I present this course at Humber I am presenting it to people new in the industry. That also means they haven't bought into the popular misconceptions about fuel efficiency," said Michele Joslin, Commercial Driver Trainer, at Humber College's Humber Transportation Training Centre. Joslin has been qualified as a Fleet-Smart trainer since 2005. "We use Modules 3 and 4 of the SmartDriver for Highway as part of our curriculum. We felt that those modules best covered the driving situations that our graduates would be in," she said.

Many fleets are actively training in-house to reinforce awareness among drivers about fuel-efficient techniques.

"The largest impact on fuel economy is driver behaviour. These include speed, road management and driving style," said Bob Halfyard, director of safety and compliance at Challenger Motor Freight.

First and foremost, specifying a unit for the tasks it will be performing is key to avoiding some runaway fuel costs. Looking for ways to improve operational efficiencies to reduce waiting times is also important for fleets to consider, he said.

Fleets must also ensure that drivers are familiar with new technologies on the unit to utilize them to their full potential.

"We promote idle control and work with the drivers to reduce unnecessary idle time through awareness. We do train drivers on progressive shifting. Even with automated manual transmissions they can go easy or 'feather' the fuel pedal to encourage lower RPM shifts. Speed control and road management is critical. Not just top speed but how fast do they accelerate, do they look well ahead and plan their traffic stops so they can be smooth and gradual, or are they charging from one light to another?" noted Halfyard.

Control of the space around the driver's vehicle, and avoiding hard braking or panic stops by looking well ahead, then slowing down just a few miles per hour and running steady instead of jockeying for position in traffic and having to speed up and slow down is also key, he said.

Adding aerodynamic and idle-reduction technologies reduces the wear and tear on engines and can save from 0.5 to 1 mpg, all inclusive, said Halfyard, who uses a modified Freightliner cab driver simulator at Challenger's Cambridge, Ont. facility.

Continued on page 34

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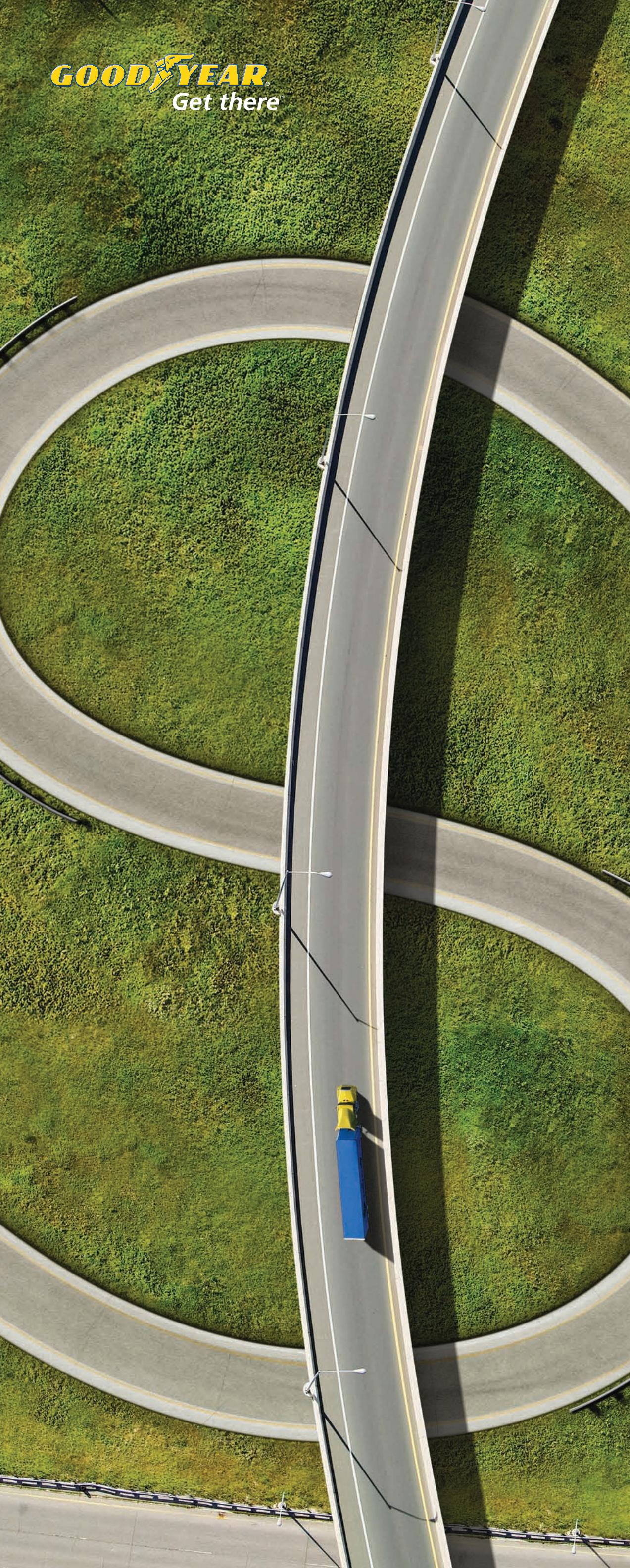


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FEATURE

Driving simulators can complement in-cab training

Continued from page 32

Andy Roberts, president of respected training school Mountain Transport Institute, promotes the use of simulator training in an effort to coach drivers on fuel economy.

He said fleets could see a 5-6 % improvement in fuel efficiency with the applied techniques.

"Drivers can drive through a scenario, the simulator measures fuel economy, and we can then address specific issues we see in their driving style, such as that they're not anticipating red lights and still accelerating."

'Momentum management,' one of the key techniques, especially out on the west coast, teaches using the least fuel and the least brakes, ie. no fuel to go downhill, and no brakes to go uphill.

Beyond drivers' control, obviously, are weather factors, like headwinds, rain, snow and ice, anything creating a need for more power.

"With headwinds you can slow down, and this will keep better fuel efficiency. One of the big ones is to postpone or delay further travel if you're close to break time anyway," said Roberts.

George Smith, manager of traffic safety at the Canada Safety Council, runs a professional driver improvement course covering everything from proper shifting to how the newer engines are built and designed.

"What we like to do is train the trainer, strictly because then they have the option to be able to deliver the

course whenever they see a need for it. The techniques of drivers can make a lot of difference. If they're touching the brakes or having to downshift, then pick up again, then reduce speed, that eats into the fuel consumption. It takes almost as much to get a load started as it does for a kilometre of operation. If you can keep the vehicle moving at a constant speed this is much easier on the driver and the vehicle," he said.

At one time, he said, the biggest problem with training was that owner/operators believed the faster they were getting the load there, the more money they were making, until fuel costs hit them in the wallet.

"The same power unit with two drivers on it can have almost 10-15% difference in fuel consumption by the way they drive," said Smith. "It's better if you can avoid running APUs. The idea right now is to shut the vehicle down if it's not in use. In cold weather though, you need to start the vehicle 10-15 minutes before using it. If you're going to plug the vehicle in, put it on a timer to have it coming on a couple of hours before you need to use the vehicle."

Making it stick

Driver fuel efficiency can result in better fuel economy but only if the techniques stick.

"We found it incredible a few years ago that many drivers didn't know what their fuel mileage was," said Randy Cornell, vice-president of safety and recruiting, at Con-way Truckload.

"Now we make sure drivers know what their fuel mileage is. It could be anything from a phone call to getting in the truck with them."

Craigie noted that SmartDriver's 'Card Game' for Fuel Efficiency is a much-appreciated initiative in the program.

"Professional drivers are split into groups and they compete with the other groups to see which group can get the most correct answers in the 'Card Game,'" he said.

"One thing many fleets miss is the relationship between dispatchers and supervisors and fuel efficiency. Dispatchers and supervisors own the relationship with professional drivers. If we train our professional drivers on fuel efficiency without training their leaders we have devalued the original training. Imagine an inspired group of professional drivers who just completed their fuel efficiency training talking to a dispatcher who could care less about fuel efficiency. What message does this send to the driver group?" said Craigie.

Halfyard said Challenger employs various on-board devices and monitors fuel purchases, and follows up constantly with drivers after their initial and follow-up training.

"Everything is downloaded on a regular basis and reviewed consistently. We have had incentives in the past and some reward programs, although some of those faded with changes in technology or other factors. We are reviewing all of those programs and

looking for new and quicker ways of managing the data to be able to put some meaningful programs in place as we move forward," he said.

Roberts said the techniques will stick especially if the fuel savings go right back into the drivers' pockets.

"One of the biggest things for drivers is 'what's in it for me?' Some carriers have created a competitive environment amongst drivers, which has been really successful. Reward programs can be cash, or as simple as the best parking spot in the yard by the door, with the driver's name on it."

Finding the time in everyday operations to aim at better fuel efficiency is part of the battle, though.

"If you talk to any fleet manager, they'll tell you fuel is one of their biggest expenses. The challenge in our industry is how am I going to provide training so drivers can improve and when am I going to find time to do it?" said Roberts.

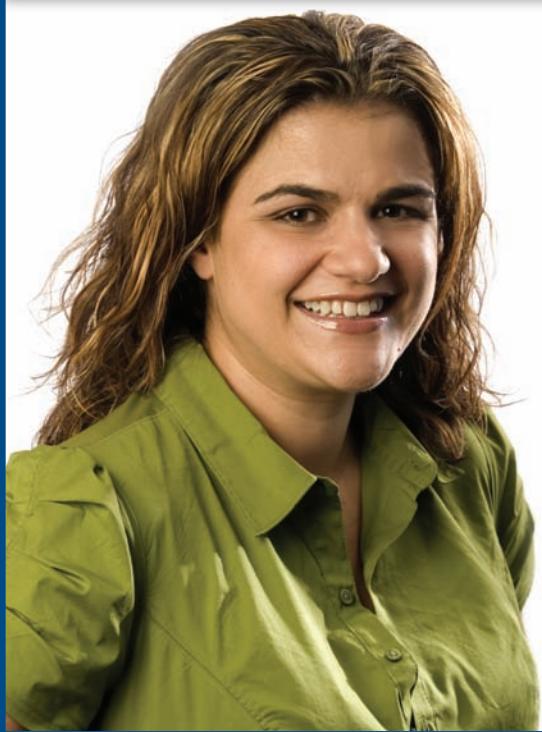
"In general, trucking has a non-documented tradition of not wanting to spend much time, effort or money on developing people and as a result we have a lot of senior people who have not had training like SmartDriver. We are working with fleets from across Canada and are finding owners, managers, supervisors and professional drivers who tell us they never knew how many items can dramatically impact fuel efficiency and GHG management," said Craigie.

As for what is realistic in terms of drivers and fuel efficiency, "We just seek an honest effort and an overall improvement. A well-trained, skilled driver can achieve 8 mpg consistently while others will struggle to reach 6 sustained mpg," noted Halfyard. □

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NRCAN to host more SmartDriver courses

OTTAWA, Ont. — Natural Resources Canada is once again offering its SmartDriver for Highway Trucking training program to professional drivers across the country. SmartDriver is designed to help trucking companies save money on fuel and increase profits, while at the same time reducing greenhouse gas emissions, according to officials.

The course teaches participants vehicle care and maintenance, fuel management and driving skills that cut down on consumption.

"With SmartDrivers on the road, businesses can improve margins, lower maintenance costs and reduce a fleet's environmental impact," says Lynda Harvey, senior manager, fleet vehicles at the Office for Energy Efficiency at Natural Resources Canada. "And with almost 50% of shippers considering a company's green credentials when selecting a supplier, it offers a competitive advantage as well as a financial one."

Natural Resources Canada is partnering with trucking associations across the country to offer a number of SmartDriver sessions from September through March. Companies can also book a master trainer to run an in-house session for their drivers by e-mailing SmartDriver@Bronson.ca. For more information, visit www.fleetsmart.gc.ca. □



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INTERMODAL

Wait times once again an issue at CN's Brampton intermodal terminal

New organization wants to represent drivers, improve working conditions

By James Menzies

BRAMPTON, Ont. – Drivers serving the CN Rail Brampton Intermodal Terminal are once again complaining of excessive wait times at the facility, and a new drivers' organization has formed with the intent of taking CN to task.

Company drivers, owner/operators and trucking companies serving the intermodal yard have been reporting increased waiting time for loading and unloading. Wayne Horan, an owner/operator who has been hauling cans on and off for about 20 years, says that wait time has become a major issue over the last six to eight weeks.

"It's the worst I've ever seen," he says. He claims his longest time spent waiting to get loaded is five-and-a-half hours but other drivers have reported being held up for six to seven hours. Worse, he says some company drivers are making as little as \$35 per trip when hauling containers due to rate deterioration that occurred through the recession and they don't get paid for wait time.

"They're just trying to earn a living, but it's an awful way to do it," he says, admitting many drivers are forced to "play the log book" just to eek out a living. Hours-of-service violations are an elephant in the room that some container haulers are willing to acknowledge only to bring attention to the seriousness of the delays.

Sam Basra, owner of RS Rush Transfer Xpress, which has about 30 trucks serving the facility, says even when a driver has six hours of on-duty time remaining, there's no guarantee they'll have enough time to get in and out of the intermodal yard. If a driver runs out of allowable working hours while waiting to be loaded, a company must send a replacement driver or, as sometimes happens, turn a blind eye while the driver exceeds



HIT AND MISS: Wait times didn't appear to be a problem when we visited the terminal on the afternoon of Aug. 9, but truckers say the delays are unpredictable.

Photo by Adam Ledlow

his legal hours. It's ironic, Horan notes, since CN is vigilant about safety on its premises. And when a driver with dwindling hours gets frustrated with the delay while waiting to be unloaded, leaving isn't always an option. Horan says he has tried to leave the yard after experiencing a 4.5-hour wait to get unloaded and was turned back at the gate. He says he was told that leaving the yard before dropping the container would cost him a \$90 'gate fee' and \$100 'lift fee'; \$190 in fines he couldn't afford to pay.

"It seems like they don't care about us," he says. "It's like we're not even human when we go through that gate."

Several drivers have complained that there are only two portapotties available for drivers to use and no running water. (There are actually *five* portapotties, Louis-Antoine Paquin, manager of cor-

porate communications with CN contends). Drivers are restricted from leaving their cabs while they wait, Horan says.

"We're not supposed to get out of our trucks, but you wouldn't put a dog in a vehicle for five or six hours and shut the door," he points out.

The increasing unrest brings to mind an ugly wildcat strike that took place at the facility in 2003. Unless conditions soon change, Horan says another strike is possible. In fact, a non-profit driver and owner/operator organization was recently formed with the goal of addressing these very issues, and it's been soliciting members at and around CN's Brampton intermodal yard.

Kassius Denizen is director of the recently formed Canadian Owner Operators Drivers Association (www.cooda.ca) and he says the organization already has more

than 100 paid members. Membership's not cheap either, with fees set at \$75 per month for drivers and \$100 per month for owner/operators.

"COODA is the only way we will get the changes and fair conditions we all want and deserve and that will only happen if we act as one strong group," Denizen wrote in a recent communication to members. In an interview with *Truck News*, he admitted the organization's second meeting drew a smaller audience than its first (which was attended by 170 drivers and owner/operators) and he acknowledged the group is experiencing some growing pains.

"There's a lot of distrust," he said of the industry. COODA is trying to differentiate itself from other associations by registering as a non-profit organization,

Continued on page 38

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INTERMODAL

CN promises trucker wait times will soon improve

Continued from page 37

Denizen says. He also vowed the group would keep its finances completely transparent.

"Our books are open so anyone can see what funds we have in our account," he says. Still, the costly membership fees may deter some prospective members, especially those getting paid \$35 per trip. But Denizen said the group is securing the service of a law firm that has had lots of success in tackling labour-related issues, and its services don't come cheap.

"It is costly, but again, to get the kind of (law) firm that can make a difference, we have to go to the best and that costs money," Denizen said. "Once the organization gets going and we have a strong membership, the lower the fees will be."

Denizen himself is not a trucker.



CAPACITY CONUNDRUMS: Truckers first protested wait times at CN's Brampton terminal in 2003.

Photo by Adam Ledlow

He runs a security company, but he says truckers approached him with complaints about their treatment at CN and since then "I have gone out there and met with truckers and the carriers and now I know more

about the trucking industry than I ever thought I would."

If the group does get up and running, CN wait times and the lack of driver amenities on-site will be its primary issue.

"With the number of trucks that are there, (having only a handful of portapotties) is almost inhumane," Denizen says. "It's conceivable that they'd want human beings to sit there for five to seven hours with no bathroom facilities. And if you go someplace else (to use the facilities or buy food), you lose your place in line."

Word of the new organization has been spreading among drivers, but Horan admits there's still a lot of skepticism. And he has heard that some drivers have been threatened by their employers not to sign up. (With so much time spent waiting to be loaded and unloaded, drivers have had plenty of time to talk). "A lot of people want to strike but they're afraid to," Horan says.

RS Rush's Basra, however, thinks some good could come of the new organization.

"I don't think it's going anywhere at this moment but if it does, it is for a good cause," he says. "We need some sort of organization so we can do it legally and properly, not like in 2003."

While truckers seem to be bracing themselves for potential labour action, CN itself has acknowledged the delays and says it is working to solve the problem.

"CN's Brampton terminal has experienced an increase in traffic these past few days. We expect this to be a temporary condition," Paquin told *Truck News* on Aug. 9. "We expect the situation to return to normal in the next few days."

He says CN is diverting some container traffic to its satellite yard in Mississauga to help reduce trucker wait times. Paquin said CN is not aware of COODA or any rumblings of labour action at its facilities.

"I can tell you that CN provides a point of contact for truckers in the event of specific issues," he says.

There are many theories about what's causing the slowdown at the intermodal terminal. Basra blames incompetence at CN.

"CN has their own internal problems...and I don't think anybody should be penalized for that," he says. "They've got to find solutions."

Horan speculates that CN idled several of its cranes during the recession and has yet to put them back into service. And the cranes that are working, he says, are put to work unloading trains before loading trucks.

"We go in there in the morning and CN is unloading trains. There'll be a dozen machines working and not one truck will get loaded," he complains.

CN's Paquin admits several cranes were placed out of service during the recession but he says new equipment will soon be up and running.

"CN manages its equipment and personnel levels based on the container volumes," he says. "During the recession, CN disposed of then-surplus cranes. With the recent volume increases, CN has acquired equipment (including cranes) and is in the process of hiring and training staff to operate the new equipment." □



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FEATURE

The ice man

Ice Road Trucker discusses new-found fame

By Jim Bray

YELLOWKNIFE, N.W.T.— He's been a bouncer and a cabby and he'll soon add 'author' to his list of careers, but if it all ended tomorrow he says he'd be okay with it. Not that he wants it to end, mind you; he seems to be enjoying life too much for that.

Alex Debogorski, a 56-year-old driver and entrepreneur based out of Yellowknife, NWT, has also spent the past few years carving out a niche as one of the lead characters in the History Channel series *Ice Road Truckers*. And a character is what he remains, proudly.

Season Four had just wrapped up when Debogorski slowed down long

enough to be interviewed, an experience punctuated by hearty laughter. He remembers clearly when the History Channel sent a crew up there one summer, looking for characters.

"Every time they interviewed someone," he says, "the people would suggest that if they wanted a real character they should get a hold of me."

He says the producers eventually did come around to his place and "I teased the pants off the lady in charge and they decided they liked it, I guess."

So began yet another new career, one that has taken him from the Northwest Territories to Alaska and elsewhere as a TV personality and ambassador, not only of the show itself



UP NEXT...A BOOK?: Alex Debogorski says his next move in the public spotlight will be to publish a book about his experiences.

but, as he puts it, "The trucking industry in North America."

Life for Debogorski began in Berwyn, Alta., between Peace River and Fairview, and included time in the bush trapping beaver and muskrat.

"We had 1,200 acres," he recalls, "and lived in a log house where we didn't have power or water."

He spent a year taking General Studies at the University of Edmonton, planning a career in law, but marriage and family sent him looking for work instead and he ended up at a coal mine in Grande Cache for about four years.

"I did everything including shop steward for the steelworkers for a couple of years," says the self-described rebel.

"I ran coal trucks coming down the mountain and ended up in a wreck, broke a leg and ended up in the hospital."

Upon healing and returning to the mine for a while longer, he decided to go looking for gold around Barkerville, in the Cariboo region of British Columbia.

The Klondike it wasn't.

"I lost my pants," he says. When he returned from his personal gold rush, his family was "very happy to see me for about a week and then they decided I should go and get a real job."

And that's how he ended up in Yellowknife, working four jobs for the first couple of years until he got "burned right out."

It was during this period when he spent time as a bouncer and cabbie, as well as starting Eagle North Contracting, which he's run since then.

"I dig dirt and I've got dump trucks," Debogorski says. "I had a number of men for a while but went back to working by myself most of the time."

He has also hauled on the ice for different operators, mostly small ones, "Blasting rock and trying to get gold out of it," he says. Then he started hauling to the mines and, as they say, the rest is history.

One of the reasons Debogorski took the show, he says, is because he figured if it worked out it would make a nice time capsule for him, a record his grandchildren could watch after he's dead. He claims the desire stems from the fact he has no record of what one of his grandfathers, who he says was shot by a firing squad in Auschwitz, looked like: "So my kids will get the other extreme; they can just watch me on TV."

As *Ice Road Truckers* has evolved, it has moved from its origins in the NWT to Alaska and, though he moved with the show, he thinks it was a mistake for Canada to have lost out on the production.

The reasons for the move are the stuff of rumour, and Debogorski says he isn't supposed to talk about such things, but he is willing to say "The mines up here don't like the show."

And that's a shame, he says, because the show (which according to his publicists is the History Channel's most watched series and is syndicated in over 20 countries) is an excellent introduction to Canada's north and would benefit not only the NWT, but the routes through Alberta people take getting there.

Continued on page 42

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Missing since: September 14, 2009

Missing from: Toronto, Ontario

Eyes: Brown

Hair: Light Brown, shoulder length

Weight: 140 lbs

Characteristics: Mariam was last seen in the Bathurst Street/Eglinton Avenue West area at approximately 8:30 a.m. while en route to her school, Forest Hill Collegiate. She was wearing black pants, light blue shirt, dark blue jean jacket and was carrying a black backpack, with a diagonal green stripe. Mariam is described as quiet and reserved and her disappearance is out of character.

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FEATURE

Ice Road Trucker goes on tour

Continued from page 40

"We have people coming to Yellowknife, Inuvik and Fairbanks," he says.

"And they don't want to shoot animals, they don't want to smell the flowers – they just want to meet an ice road trucker or be where the ice road truckers are. What better thing could you have for tourism than something like that, where someone's just going to spend money and not do any damage?"

He says it would have been to everyone's advantage to have the show stay in the NWT because "it has put Canada on the map. It has put Yellowknife on the map."

Debogorski does see some longer term benefits from the show anyway, thanks to reruns. "I travel all around the States and all of a sudden everybody knows where Yellowknife is, they get to see the north of Canada – it really did make a difference in what people think of the country."

Moving the show to Alaska also meant parachuting Debogorski into a new venue, one in which he could have been seen as taking business away from truckers who've been there for years.

And it did cause some angst, he says, at least in the short term.

"When you show up with three or four truck drivers and movie cameras and say 'We're going to show everybody how to drive,' what do you think they're going to say?" he asks, rhetorically.

On the upside, however, "you gotta remember we came in there last year at the beginning of the economic crisis so the idea that we're (interlopers) is kind of silly because we bring with us half a dozen to 20 jobs and the show's got maybe a couple of hundred people employed."

Factor in all the rental cars and hotel rooms, he says, and it adds up.

Each character also has a chase truck now, and they're all driven by local people. In all, Debogorski says only two local driving jobs were lost: his and fellow driver Hugh Rowlands.

"We were there two-and-a-half months," he says, "and by the end of the season there were fewer and fewer people who were upset."

Debogorski also attributes the declining animosity from the locals to the fact that he and Rowlands can, indeed, do the job.

"You're going up and down the road

meeting the guys, you're doing the job, you didn't kill anybody, you're getting the load there, you're driving through the storms," he says.

"As long as you have over 50% of the people supporting you, all it makes for is a good argument between themselves at the coffee table over whether we're bums or not."

Debogorski has a reality check for the folk who say the show is more Hollywood than reality. "Driving a truck back and forth is usually not very exciting and if you just show the truck going back and forth then who's going to watch 13 hours of just seeing that?"

That's the reality of trucking, though, he says, and if that's what you showed, "They'd say you told the truth, but nobody'd watch the show."

And while he admits that some 60 people have gone through the ice over the years in the Territories, "The guy doing the talking never went through the ice and probably wasn't in a situation where that would happen because these roads are prepared so there's no possibility of anyone going through unless you break the rules and do something really stupid."

As for the special effects shots showing a truck going through the ice, Debogorski points skeptics to the History Channel Web site, where they explain how they did the shots.

"It's not like they claimed it was real," he says.

Recording the show only takes up part of Debogorski's year, leaving him plenty of time for other activities.

"I spent four months last year in the lower 48 out of Manitowoc, Wisconsin, about a half-hour south of Green Bay," he says.

From his base there, he appeared at county fairs and conventions in such places as Las Vegas and California – including one at a native casino out of Albuquerque.

With Season Four a wrap, Debogorski says he's negotiating some things, but he isn't at liberty to talk about them.

He will say he's contracted for a couple of truck shows on this continent, and one at Peterborough, England. "After that I'm not sure," he says.

Much of his time at trade shows is spent being a goodwill ambassador.

"Last year we had a big line-up of people and I signed autographs and



ON TOUR: Ice Road Trucker Alex Debogorski is on tour, appearing at the Great American Trucking Show in Dallas Aug. 26-28 at the Bridgestone booth.

had my picture taken with people," he says with a laugh, "Shaking babies and kissing hands, trying to portray a positive image of truckers and the industry."

When asked what was the most exciting thing that has happened to him in his varied careers, he points to a time when he had to perform first aid on a driver north of Yellowknife.

"Two tankers collided, one was stopped and an empty one behind it hit it," he says.

"It broke off the fifth wheel, the door came off the truck and the driver's shoulder went down the side of the tank until his truck came to a halt. I had to get him out of the truck."

He puts it down to another day at work.

"That's always a concern because if you drive, you're going to come along those situations." But, he says, "If a guy's going to die, I want him to die in front of a doctor, not in front of me."

As larger than life as he seems, one might think that TV stardom has gone to Debogorski's head.

"I always thought I was famous," he says with yet another big laugh, "and now everybody else has found out."

He considers giving back to be among his responsibilities.

"I've been quite touched that I've touched people in a constructive way," he says, "and that I made an impact on some of them."

These include groups of students he spoke to at a high school in Manitowoc, as well as people who are "sick or lonely."

He also runs a ministry in Yellowknife.

"I'm Roman Catholic," he says, "and for years I've gone to the jail on Sunday or when asked to and pray with the inmates."

Debogorski's abundance of opinions, undoubtedly coupled with his rebellious streak, also shows up in the printed word.

He writes an occasional column for a Yellowknife newspaper and says that, at one time, he had the whole city "Standing on their head because I called them a bunch of Communists."

In the grand scheme of things, fame can be fleeting – and even Gunsmoke didn't last forever. Yet the thought of being a "former TV personality" doesn't seem to bother Debogorski wa whit.

"I've lived life fully," he says. "We have a big family and while we've had some disasters and different things, we've lived through it all and I've been blessed that I can touch other people sometimes in a constructive fashion."

As for what he'll do after *Ice Road Truckers* heads down memory lane, he professes to not be concerned.

"When you're born," he says, "the government gives you 27,000 days to live, so over time I've given less and less concern over planning. I want to pay my bills, I'd like to help my family be more constructive because then they'll have a bigger impact on this country and this world. Otherwise, I'm sure that the good Lord or whatever's out there is going to put lots of stuff in front of me."

Then there's the book he has coming out, possibly in November. "We haven't come up with a name but I expect it'll be lots of personal stories. I don't know how much trucking will be in it, but I have lots of interesting stories."

Whatever the stories may be, it appears that this father of 11 and grandfather of nine (with the tenth on the way), will definitely not be shy about telling them. □

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OEM/DEALER NEWS

Navistar still fighting to have SCR rules changed

Inducement strategies questioned during EPA/CARB workshop

EL MONTE, Cal. – Navistar has formally voiced concerns over “compliance loopholes” that it says may be exploited by truck and engine manufacturers using selective catalytic reduction (SCR).

Navistar, which is the only North American truck and engine maker to avoid SCR in 2010, has complained to the EPA and CARB that regulatory loopholes allow engines with SCR to operate without diesel exhaust fluid in certain situations, potentially exceeding stringent NOx limits. The manufacturer first launched a lawsuit against the environmental groups and then later dropped the suit when the groups agreed to work with Navistar to reach an acceptable solution through joint workshops. The first such workshop was held July 20.

“Navistar first identified these loopholes to the agencies and also presented our concerns at today’s workshop,” said Jack Allen, president of Navistar’s North American truck group. “We will be working with the EPA and CARB to ensure full environmental compliance.”

During the recent workshop, Navistar expressed concern that engines using SCR can increase NOx emissions tenfold when urea is not present. It presented re-

search conducted by EnSIGHT as evidence.

One truck tested by EnSIGHT appeared to operate indefinitely with water in place of diesel exhaust fluid, Navistar pointed out. It claims the truck ran 13,000 miles with essentially no NOx control.

Citing European research, Navistar also complained that even when DEF is present, a truck in stop-and-go traffic may not generate high enough exhaust temperatures for the SCR system to function properly, again emitting higher than acceptable levels of NOx.

“Truck owners are paying a substantial price to comply with 2010 NOx requirements,” said Allen. “They, and the public, deserve to know that the new equipment they are purchasing actually works as promised to curb pollution. It’s obvious, however, that these trucks can operate effectively without liquid urea, and that under these and other conditions, SCR NOx emission control is turned off. We’re calling on the EPA and CARB to assure that all vehicles, not just ours, work when they are supposed to be working.”

Also present at the workshop were manufacturers using SCR, including Volvo Group. Volvo officials expressed disappointment that the rules were under review

just months after the successful roll-out of EPA2010-compliant engines.

“We question the need to make modifications to SCR strategies just six months after SCR products were brought to market,” said Steve Berry, director of government relations with Volvo Powertrain. “These strategies were thoughtfully developed in good faith by EPA, CARB and EMA, applying their collective best judgment to balance SCR operation with other critical issues, not the least of which is safety.”

Volvo raised the point that unjustifiably limiting engine torque excessively could cause safety concerns on the road or strand drivers in the middle of nowhere in adverse conditions.

Berry went on to say “We have seen no evidence of DEF refill or SCR tampering issues in the field and believe it is premature to impose new restrictions in the absence of any evidence of need.”

John Mies, vice-president, corporate communications with Mack and Volvo called out Navistar for demanding the workshop in the first place.

“The fact is that a Mack or Volvo truck running at 0.2 grams (per brake hp/hr NOx) is and will continue to be much better for the

environment than a Navistar truck running at 0.5 grams – and no amount of changes to the inducement strategies will change that,” he said in reference to Navistar’s use of credits. “Let’s make sure that what we do is truly in the interest of the environment and the public. And let’s not penalize those who have worked with you in good faith, and reward those who are trying to manipulate the system for their own competitive advantage.”

Volvo Group has already delivered more than 3,500 Volvo and Mack engines with SCR in North America and has received orders for more than 10,000.

Daimler Trucks North America (DTNA), parent company of Freightliner Trucks and Detroit Diesel, also defended the use of SCR at the workshop. Its message was that SCR is proven to be effective, having accrued more than 30 million test miles and popular with customers, having received over 25,000 orders for EPA2010 vehicles.

“DTNA’s BlueTec emissions systems operate as designed, meeting federal and state air quality standards that reduce particulate matter and nitrogen oxides to near-zero levels without the use of credits,” the company said in a statement released to media after the workshop. “DTNA testing and customer experiences also validate that DEF refilling inducements work to consistently and effectively keep each DTNA vehicle operating in compliance with 2010 emissions standards.” □



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Great Dane offers Transtex Composite trailer skirts

SAVANNAH, Ga. – Great Dane has announced that Transtex Composite will be its standard side skirt supplier.

The Transtex Composite Maximum Flex Skirt will be standard for customers looking to spec' the aerodynamic option on new trailers.

Great Dane has found the skirt delivers fuel savings of up to 7%, verified by SAE Type II J1321 track testing. It's constructed from lightweight reinforced thermoplastic composite panels that are corrosion-resistant and will last the life of the trailer, Great Dane claims. The skirts are backed by a five-year warranty.

The skirts are also flexible enough to bend when they come into contact with obstacles and they're waterproof to avoid snow and ice accumulation. □

Cummins prepares to launch ISX11.9

COLUMBUS, Ind. – Cummins says it is on track to begin full production of its ISX11.9 engine this month and that the engine has already been certified by the EPA and CARB.

Cummins said its newest engine meets EPA2010 targets of 0.01 grams per brake hp/hr of PM and 0.2 g per brake hp/hr NOx.

As with other Cummins engines, the ISX11.9 will use selective catalytic reduction (SCR) exhaust after-treatment technology.

Cummins says the newest ISX will feature excellent pulling power and driveability and stronger clutch engagement torque making it well suited for rigorous duty cycles. It will be ideal for dump and mixer trucks as well as refuse applications, the company claims.

The ISX11.9 will be available with horsepower ratings of 310-450 and torque ranging from 1,150-1,650 lb.-ft. The engine has already undergone about 1.44 million miles and nearly 19,000 hours of validation testing, the company says. Cummins also announced it has already shipped over 12,000 EPA2010-certified on-highway engines as of June. □

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Mack lands deal to replenish Chrysler fleet

GREENSBORO, N.C. – Mack Trucks has announced it has received a 325-truck order to replenish Chrysler Group's fleet.

The trucks will be Mack Pinnacle day cabs with Mack MP-series engines using ClearTech selective catalytic reduction (SCR), the company announced. The trucks will be put to work in both Canada and the US.

"These Mack trucks save our customers money because they use less fuel and require less maintenance," said David Barletta, Mack central region vice-president. "And in meeting EPA2010 regulations, they also deliver near-zero emissions."

Chrysler Group uses the trucks to deliver parts to auto assembly plants and parts distribution centres. It has already taken delivery of the first of the new Pinnaclces. All 325 will be in service by the end of November, the company predicts.

"When we decided to refresh our entire fleet, quality, ease of maintenance and fuel economy topped our list of requirements," said Jean-Paul 'JP' Barrette, head of Chrysler Group Transport. "We are very pleased with the partnership we have developed with Mack and look forward to the deployment of the entire fleet." □

Volvo delivers 300,000th 13-litre engine

HAGERSTOWN, Md. – Volvo Group celebrated the construction of its 300,000th 13-litre engine globally with a special ceremony at its engine plant here.

Production of Volvo's 13-litre engines began at the company's Skovde, Sweden plant in 2005. Today, production takes place in Sweden, Hagerstown and Curitiba, Brazil.

The milestone engine was a 500-hp D13 and was placed in a Volvo VN780 chassis at Volvo's New River Valley truck plant in Virginia. Abilene Motor Express of Richmond, Va., took delivery of the engine.

"We are happy and humbled to have assembled the 300,000th Volvo 13-litre engine here in Hagerstown," said Carlos Hungria, senior vice-president and chief operating officer, Volvo Powertrain. "This is

a significant global occasion that solidifies the longevity and reliability of the engines powering Volvo Group products throughout the world. We're particularly pleased that our 300,000th is an EPA2010-certified D13 engine that meets the most stringent emissions standards in the world."

"As one of the world's largest producers of heavy-duty diesel engines, we've made the investments – both globally and here in Hagerstown – to ensure we remain on the leading edge of powertrain development and production," added Volvo CEO Denny Slagle. "The fact that we were the first certified to the EPA10 standards, and were ready early enough to begin filling orders last fall, is a testament to our powertrain expertise." □

Freightliner to continue NASCAR sponsorship

PORTLAND, Ore. – Freightliner Trucks has re-upped with NASCAR to sponsor the series as the 'Official Hauler of NASCAR' through 2015.

Freightliner has sponsored the series since 2006. Beginning next year, NASCAR trailers will be pulled by the new Freightliner Coronado with Detroit Diesel DD15 engine.

"We've enjoyed a wonderful partnership with NASCAR over the last five years and look forward to continuing the relationship in the years to come," said Melissa Clausen, director, product marketing, Freightliner Trucks. "NASCAR continues to allow us to showcase our trucks and equip-

ment to a nationwide group of loyal NASCAR fans, as well as directly to our customer base who love the sport."

Freightliner says NASCAR will serve as a demonstration platform for its recently restyled Coronado. Each of the trucks will be upfitted with the soon to be released Victory Lane Edition package, designed by Chrome Shop Mafia, the company says.

"The new Victory Lane Edition option package will cause these already sharp-looking trucks to turn heads both on the road and off, as well as appeal to the owner/operator market that follows NASCAR," said Clausen. □

Ridewell to open Canadian warehouse

HAMILTON, Ont. – Ridewell has announced it is opening a Canadian warehouse in Hamilton which will shorten lead times, reduce freight costs and eliminate the hassle of filing paperwork associated with importing for its Canadian customers.

The new warehouse is expected to be delivering product by late August, the company says. The warehouse will inventory complete suspensions and service kits and most replacement parts will also be available for emergency supply to aftermarket distributors, the company says.

Most major components will be available with quick turnaround times in the event of breakdowns or warranty situations. Canadian customers will benefit from: notably reduced freight costs; the elimination of importing-related paperwork; reduced lead times; just-in-time programs; and the immediate delivery of most parts for unexpected accidents and repair events, Ridewell claims. □



Kenworth T700 in full production

CHILLICOTHE, Ohio – Kenworth's newest highway truck, the T700, is now in full production at the company's truck plant here.

"We're seeing positive demand for the T700 and expect it to increase as customers purchase fuel-efficient, aerodynamic trucks as their business and the economy strengthens," said Marilyn Santangelo, Kenworth assistant general manager for operations.

Recently, Kenworth received an order for 500 T700s from Stevens Transport out of Dallas, Texas. Kenworth claims its T700 boasts lower drag than any other truck in the company's history.

It's available with the Paccar MX engine or the Cummins ISX. □

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International says Advanced EGR wins "fluid economy" war vs. SCR

Daimler fires back over testing methodology

By James Menzies

WARRENVILLE, Ill. – You may want to add the term "fluid economy" to your truck vocabulary. It's a term you'll likely hear frequently from Navistar International as the company continues to forge its own path towards EPA2010 emissions compliance while avoiding selective catalytic reduction (SCR) exhaust after-treatment.

When measuring the costs of operating EPA2010-compliant trucks and engines, Navistar officials are urging customers to consider the overall consumption of both diesel and diesel exhaust fluid (DEF), a key ingredient required by engines using SCR. Doing so makes its Advanced EGR solution look much more attractive, according to independent third-party test results recently released by Navistar.

The results show that when taking the consumption of DEF into account, the truck maker's rivals using SCR actually consume more total fluid than the International ProStar+ with MaxxForce 13 engine.

The tests, conducted on public highways by the respected Transportation Research Center following the TMC Type IV protocol, found the International ProStar+ with MaxxForce 13 consumed nearly 1% less fluid (diesel and DEF) than the Freightliner Cascadia with Detroit Diesel DD15 and nearly 2.5% less fluid than the Kenworth T660 with 15-litre Cummins ISX.

When asked why the company compared its own 13-litre engine to its competitors' 15-litre offerings, Navistar's senior vice-president of North American sales operations Jim Hebe said they chose the most fuel-efficient spec' offered by their rivals.

"They are the engines they told us were the most fuel efficient they had in their lineup," Hebe said. "That's what they're telling their customers as well."

Navistar officials also said 13-litre offerings weren't yet available from Cummins or Detroit Diesel for testing.

When looking at diesel consumption alone, Navistar says its truck and engine combo was within about 1% of its competitors. The results, Hebe said, exceeded the company's own expectations. Hebe said the company internally had decided it could make a strong case for its Advanced EGR solution if it could get to within 2% of the fuel economy achieved by its SCR rivals.

"The closer we got, the closer we came to realizing not only could we provide parity, we could beat their claims as well," Hebe said.

Navistar, of course, is the only Class 8 truck manufacturer in North America to tackle EPA2010 emissions standards without exhaust aftertreatment. Instead, International trucks will use increased levels of exhaust gas



FLUID WARS: Navistar International declared victory after its ProStar+ with MaxxForce engine outperformed competitive models in independent testing.

recirculation (EGR) combined with an enhanced fuel system and electronics to meet EPA2010 requirements. All other manufacturers, meanwhile, will use SCR, which requires the addition of diesel exhaust fluid yet allows the engine to operate more efficiently because NOx is not limited in-cylinder. At times, the debate over which solution works best has turned hostile.

"We've sat back the last couple of years and we've been shot at from about every direction you could be shot at with regards to our strategy for meeting 2010 emissions," Hebe said. "We've seen competitors walk in and show presentations to our customers that say they're 9% better (in terms of fuel economy) than we are. That clearly wasn't based on fact. One of the biggest disservices we've seen some competitors do to the industry, is they only talk about the one fluid, they only talk about fuel and forget there's this thing required in their system called diesel exhaust fluid or urea."

Indeed, fuel economy has become one of the strongest selling points for engine manufacturers using SCR. Generally, they claim a 3-5% improvement over EPA07 equivalent offerings.

Navistar, it should be noted, has been redeeming emissions credits as it continues to wind its way down to the EPA2010 limit of 0.2 grams/brake hp-hr of NOx. Yet the company says it will not require liquid urea-based SCR at any time and reiterated it has a 15-litre MaxxForce on schedule to be launched in early 2011.

The TMC Type IV testing protocol requires similarly-spec'd trucks to be operated over the same route. In this case, a 444-mile route in Indiana was chosen. Drivers and trailers were swapped at the midway point and the consumption of both fuel and DEF was measured carefully using the meter reading of a com-

mercial diesel pump. Navistar officials also said their ProStar+ with MaxxForce 13 is as much as 1,300 lbs lighter than competitive offerings with 15-litre engines using SCR.

Hebe said the test results were made sweeter by the fact the tests were conducted over long-haul, on-highway duty cycles, where SCR is said to be at its greatest advantage.

"The sweet spot for SCR was long-haul, on-highway and we beat them there," he said.

Navistar officials said further tests will be conducted, including direct comparisons to competitive 13-litre engines which it has now obtained.

Not surprisingly, Freightliner and Detroit Diesel parent company Daimler Trucks North America (DTNA) was quick to dispute the findings. The company has never backed down from a PR battle with its biggest rival.

Specifically, DTNA had a problem with how Navistar pitted its own 13-litre engine against a 15-litre Detroit Diesel.

"We run stringent fuel economy tests at DTNA which are both accurate and substantiated," the company said in a statement. "We test back-to-back componentry which is comparable from both a truck and an engine perspective. Ratings, displacements, truck configuration and more are matched to achieve valid results. The combination chosen by our competitor does not comply with these basic premises for proper engineering work and thus doesn't provide a trustworthy result."

Daimler also contended the 440-mile test run was not long enough to adequately reflect diesel particulate filter (DPF) regeneration cycles. The company said it looks forward to conducting its own test once the International MaxxForce fully complies with the EPA2010 NOx limits.

"We're eagerly anticipating acquiring an EPA2010-certified se-

ries production 12.4L MaxxForce engine in order to run our own comparison study," the company said. "It is neither appropriate nor credible to compare the 12.4L MaxxForce 'mystery' engine with proven technology available in the market."

As a parting shot, Daimler noted it had received more than 25,000 orders for EPA2010-compliant trucks and added "We are unaware of any announcements made by Navistar on their sales track record in this category to date."

Such announcements from Navistar may not be forthcoming either. During the media conference call, Hebe said after securing supply deals with mega-fleets J.B. Hunt, Heartland Express and Boyd Bros., that it would no longer be publicly announcing every deal it lands.

"We have captured several other medium, small and very large fleets, many of whom are using our product and our engine for the first time," Hebe said. "Suffice to say, interest around our product and where we're going with the ProStar+ and MaxxForce 13 is really gaining ground. Most of these fleet operators want us to be a success, they want a no-hassle solution to 2010 and they're not really sold on some of the things they're seeing out there with regards to SCR and DEF. They want us to be able to deliver on our promises."

With contradicting messages about fuel efficiency superiority, *Truck News* turned to the entirely uninvolved and unbiased FPIInnovations for reaction. FPIInnovations is a team of researchers that conducts the twice-annual Energotest to test the fuel-saving claims of equipment on behalf of its member fleets.

Researcher Marius-Dorin Surcel pointed out that fuel economy testing is tricky business.

"My opinion is that there are some aspects that should be considered when interpreting the results," Surcel said. "Indeed, engines sizes were different: 13 L (Navistar) with 15 L engines (competitors); the results were ±1% in fuel economy and 1-2.5% in 'overall fluid economy.' However, both are in or very close to the margin of error for a Type IV TMC RP 1109 Test, which is an in-service test, which means on the road, in this case 700-km length route and the consumed fuel is measured using the fill-up method" (rather than weighing the fuel, as FPIInnovations does).

Surcel speculated that the 1,300-lb weight savings offered by the International package might have helped its cause.

"Vehicle dynamic equations would (allow) for this type of vehicle near to a 1% fuel savings only from the weight difference," noted Surcel.

For its part, Kenworth declined to comment on the test results.

To view the test results, visit www.internationaltrucks.com/results. □

Hino gearing up for launch of 2011 medium-duty line-up

MISSISSAUGA, Ont. – Hino Motors Canada is slated to release its newly redesigned 2011 medium-duty truck (MDT) line-up in September.

The 2011 MDT line-up will feature new design and functional improvements designed to enhance the trucks' flexibility and driver comfort, efficiency and safety.

On the style side, the new design will include a new hood and front grille, while driver comfort is enhanced with the addition of a driver's seat armrest. Driver safety and efficiency improvements include the addition of a Bluetooth-enabled GPS stereo and a new driver information display which is designed to be easier to read.

Hino officials say the MDT's will also feature significant technological improvements to meet new emissions regulations. All 2011 Hino MDT's will use Selective Catalytic Reduction (SCR) to comply with EPA2010 emissions requirements and reduce fuel consumption by an estimated 3-5%.

The 2011 Hino 338 will receive a boost in power to 260 hp while the torque on the Hino 358 increases to 660 lb.-ft. Officials say the changes will improve the throttle response and driveability of both models. Front axle capac-



NEW ADDITION: Hino is introducing an all-new Class 5 Model 198.

ity on the Hino 358 increases to 14,000 lbs.

A "clean chassis" option will be available for the Hino 268, 338 and 358. By transferring parts previously mounted on the outside of the frame rails behind the

cab, Hino officials say the configuration will be ideal for beverage bodies, car carrier configurations and other applications.

"The launch of these new trucks is a milestone for Hino. The trucks have been redesigned

virtually from the ground up. Drivers will notice the bold new styling in addition to chassis and powertrain refinements. The environment will benefit from advanced SCR emissions controls that are fully EPA2010 emissions compliant. New chassis configurations and power improvements will open up new market opportunities for our products," said Eric Smith, national sales manager for Hino Motors Canada.

Being launched concurrently with the MDT line-up is the all-new Class 5 Hino 198 model for 2011. The 2011 Hino 198 is built on a 19,500-lbs GVWR truck chassis coupled to a 220 hp, 7.6 litre turbo charged Hino diesel engine. Officials say its styling features and use of SCR will mirror the MDT line-up.

Both the MDT line-up and the new Hino 198 will be assembled at Hino's Canadian assembly plant in Woodstock, Ont. □

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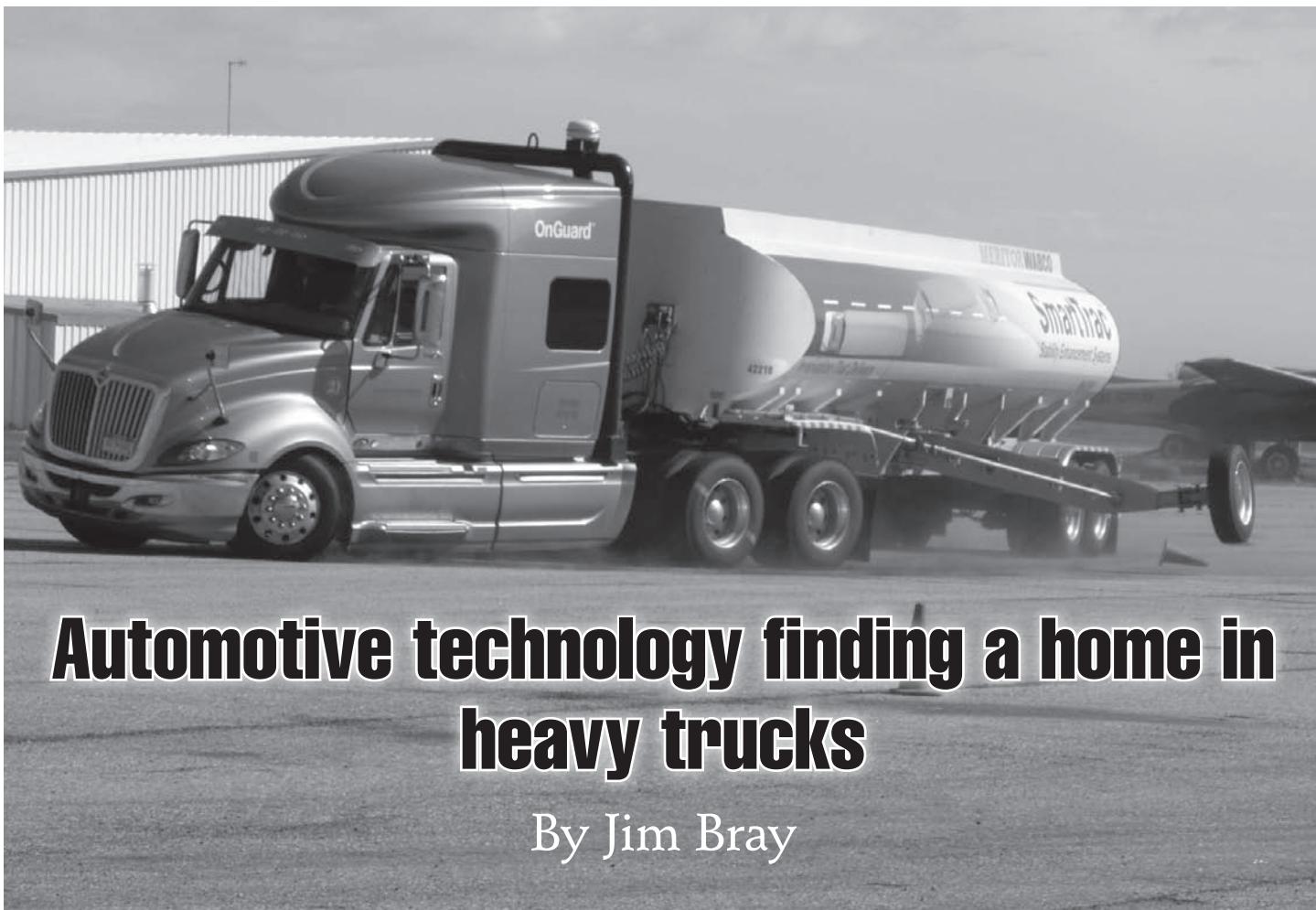
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Automotive technology finding a home in heavy trucks

By Jim Bray

RED DEER, Alta. – Computerized technologies such as anti-lock brakes have been helping keep pilots and drivers safe for years, and now one major supplier of commercial truck equipment is upping the ante by bringing even more sophisticated safety equipment to the transportation industry.

Meritor Wabco, the Troy, Mich.-based maker of commercial vehicle braking systems, controls and the like, is parading its latest active safety system products – SmartTrac and OnGuard – across the continent to show prospective buyers and users the potential of the technologies.

The company describes such active safety systems as ones that can be activated (or which activate themselves) in response to “a safety problem or abnormal event.” The systems jump into the fray automatically, thanks to an electronic control unit (ECU), to provide “improved performance and handling and to assist the driver in maintaining control of the vehicle and avoiding accidents.”

The systems looked very impressive when the company’s road show touched down at the Red Deer, Alta. airport in late June.

There, representatives from private and public fleets were not only given a compelling background presentation about the technology but also had the opportunity to ride in the cabs of OnGuard and Smart-Trac-equipped trucks as they were run through simulated situations in which they’d come in very handy in the real world.

SmartTrac is a stability control system that’s similar in spirit to the ones available on increasing numbers of cars today. Likewise, the OnGuard Collision Safety System combines technologies – such as adaptive cruise control – that are also becoming available on more and more passenger vehicles. All that’s missing, it seems, is a gadget that would let your rig parallel park itself, like some Ford, Lincoln and Lexus vehicles can.

And wouldn’t that be quite a sight?

“Technologies on the light vehicle side certainly let us do this,” admits

Matthew Williams, Meritor Wabco’s manager, fleet sales, training and customer service. “But it’s also a matter of caring for the industry and the motoring public as well as the drivers in our industry. To provide that level of safety to them and the public, I think, is more of our vision than just being spurred by other technologies.”

The professional applications are more heavy-duty than you’d find in an Infiniti, Mercedes Benz or Lincoln, of course, but the basic premise is the same: keep the wheels on the road, keep them from sliding and keep the whole vehicle from either flipping over or ramming into something.

The SmartTrac “family” includes ABS, Automatic Traction Control (ATC), Electronic Stability Control (ESC), Roll Stability Control (RSC) and Roll Stability Support (RSSplus). The systems use an array of computer devices, sensors and assorted other high-tech gewgaws to monitor the truck’s systems as well as the world outside the vehicle and, if necessary, to be ready to act in the driver’s stead if a situation develops that warrants it.

A lateral accelerometer in the StartTrac system monitors sideways motion and, if the truck exceeds a set threshold, it will decelerate the engine, take over the throttle and even Jake brake – and if that isn’t enough it’ll grab control of the drive axle brakes and modulate the trailer brakes as well, to simulate ABS. All of this happens within milliseconds.

It doesn’t just chuck the driver aside and take over, however. Meritor Wabco says that if the driver reacts quickly enough and uses more braking pressure than the system is applying, the driver’s input will take over, effectively elbowing the robot out of the way.

It’s really just a safety override; if you aren’t paying attention or are incapable of taking the correct motions, the system will give you a hand – but if you take control again it defers to you – as it should.

The system can also help in emergency lane change maneuvers, for ex-

ample if another driver pulls in front of you, forcing you to swerve around him or her.

The idea is to get around the obstacle and have the trailer follow, without it swinging out. With the system activated, if a driver cuts hard to get around the object the trailer is pulled right behind the tractor, following it right through the turn. The system maintains control of the entire combination, as opposed to the tractor going one way and the trailer going another.

In the live demos, which featured a tricked out International whose trailer is equipped with wheeled outriggers to keep it from flipping onto its side like a beached whale, the company puts the truck through a couple of serious maneuvers with the system disengaged (at which point the purpose of the outriggers becomes crystal clear), and then with the system activated. The difference is very noticeable.

Standing OnGuard

OnGuard is being promoted as the first commercial vehicle Collision Safety System with Active Braking, and it can help drivers maintain a safe following distance to avoid or reduce the impact of rear-end collisions. Similar to the adaptive cruise control systems found on some higher end cars, it uses radar sensors to monitor the distance to the vehicle (or whatever) ahead.

When its virtual brain detects a potential collision developing, it first sends audible and visual warnings to the driver, through an in-cab dash display, and if that doesn’t work to get the driver’s attention it’s ready to take over and decelerate the vehicle automatically, using the truck’s throttle, engine and foundation brakes.

It also makes for an interesting demo, with a tractor and an “obstacle vehicle” (driven by a brave soul) going through a prearranged ballet, with the big rig coming to a safe stop without rear ending the other vehicle – much to the relief of both vehicles’ drivers.

Why is this a big deal? According to figures cited by Meritor Wabco,

rear-end collisions account for approximately 20% of all heavy-truck crashes, with the truck being the striking vehicle in 60% of those accidents. Inattention or poor decisions (driving too fast for the conditions or following too closely, for example) are the primary factors in two-thirds of collisions whose fault is assigned to the truck driver.

On the upside, Meritor Wabco estimates that 90% of all rear-end collisions could be eliminated if the driver were to have one additional second of reaction time.

Hence OnGuard, an “always on” technology that’s active whenever the vehicle is being driven. And like SmartTrac, it disengages automatically if the driver takes the appropriate actions in time.

Williams says the system, which will also accelerate the vehicle again once its path is clear, is smart enough to differentiate between road kill on the shoulder and a deer meandering across the asphalt.

The concept behind such devices is actually pretty straightforward, and the reasons why fleet owners would want to check off the boxes that add such systems to their purchases are obvious: increased safety means increased efficiency and decreased downtime and liability.

John Nelligan, Canadian regional director for Meritor Heavy Vehicle Systems, says they brought the demonstrations to Canada to show Canadian fleets not only what’s available but where the industry can go with safety technologies like these.

“I think the roll stability is huge,” he says, “because in major cities there’s always a rollover somewhere, with loads dumped and roads shut down.”

Nelligan thinks this type of technology will be mandated in the next few years, noting that it’s already being pushed “big time” in the States by groups like the National Highway Traffic Safety Administration. “It’s going to be mandated on cars first, it looks like,” he says, and it’s inevitable that the industry will follow.

“It’s good technology,” he says, “and it’s good for our industry. Any time we can save a life or prevent an accident or keep ourselves cleaner it’s better for the industry.” Nelligan points to the obvious fact that a car doesn’t do as much damage as a big truck when it rolls over or rear ends something, “so maybe we should be leaders in this area.”

SmartTrac systems are being used right now in commercial, construction, fire and emergency, bus, coach and military applications, Williams says, and the technology is being received well. “Stability control is a very common specification on vehicles now because of its ability and its integration into the OEMs,” he says. “The collision safety system is gaining momentum in the industry, particularly with safety-conscious fleets that want to address rear end-type incidents.”

Some retrofitting options are available, Williams says, but it’s more practical to have the systems fitted while the vehicles are being assembled.

SmartTrac and OnGuard are both available in Canada now, through Freightliner and Navistar, and Williams says more manufacturers should be coming on-board in the future. □

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OPINION

CSA 2010 – shape up or ship out

I've been suggesting for some time that drivers could use CSA 2010 to their advantage, by pinning down – perhaps in their contract – the carrier's responsibility in running a safe and compliant operation. Take that "iffy" tire on a trailer in the drop yard, for example; no more "don't worry, we'll fix it when you get back" attitude that leaves the driver feeling

forced to take the trailer or suffer the consequences. Under CSA 2010, the consequences could be serious for the carrier too, as points rack up for damaged or defective equipment.

It seems some carriers have already figured it out – and are making sure the contract speaks to the driver's responsibility – if not their own. One of our members recently received a let-

Voice of the O/O

JOANNE RITCHIE



ter from the safety and compliance department of his carrier that laid it out in spades.

I've taken the liberty of paraphrasing some of the original letter-writer's comments and exaggerating certain aspects of the memo for comic effect, but don't be surprised if you get a similar missive reminding you of your obligation to run safe and compliant so the carrier maintains a healthy safety profile.

The memo, addressed to all owner/operators, reads as follows:

"CSA 2010 comes into effect in November 2010, and in order to protect our interests as a motor carrier operating in the US, we will forthwith require nothing short of total compliance with all FMCSA regulations as outlined in Chapter 49 of the Code of Federal Regulations.

"Upon reviewing our past performance and record of violations in the context of CSA 2010, we note we are over-exposed in several of the Behaviour Analysis Safety Improvement Categories (BASICs). We'll be taking steps to improve compliance and your cooperation is expected. Since certain of the BASICs, such as Unsafe Driving, are clearly and solely the responsibility of the driver, we'll be amending the owner/operator contract, adding financial penalties and fines for non-compliance. Continued disregard for the rules will result in termination.

"Owner/operators and drivers will be responsible as well for compliance with other BASICs such as Driver Fatigue, Vehicle Maintenance, and Cargo Related.

"Hours-of-service violations will not be tolerated, no matter what scheduling demands customers might place on the fleet. Timely delivery is our only product, and service failures are out of the question. Overweight and axle-weight violations are the driver's responsibility. You are expected to take appropriate steps to ensure compliance with applicable

weight regulations before leaving the customer's premises. Cargo securement compliance, as well, is your responsibility.

"Operators are expected to maintain their equipment properly. Equipment violations will be costly under this new regimen, so proper vehicle inspections are mandatory. Damaged and/or inoperative company equipment is the responsibility of the driver. You are expected to notify fleet maintenance of any required repairs so we can schedule the work upon arrival at a company maintenance facility." The letter was signed by the safety manager.

The need for compliance may seem greater today than in the past because of the potential consequences of this new US legislation, but I wonder why is hasn't always been so?

Any motor carrier genuinely concerned about safety would be no more anxious today than it was yesterday about not breaking anything or hurting anyone.

Adding clauses to contracts that speak of termination or financial penalties for non-compliance suggest to me that certain carriers are embracing CSA 2010 now because the cost of *not* doing so would be too great. Dare I say many were willing, in the past, to occasionally turn a blind eye to certain transgressions in the name of expediency?

In the original memo, there was not a single mention of what the carrier is prepared to do in order to improve compliance, such as ensuring company-owned equipment would be properly maintained and free of defects, or dealing with shippers who waste drivers' time at loading docks or overload trucks by understating the weight of the load on the bills.

The underlying message in the memo was "comply or else." No talk of remedial training or of dispute resolution (we know that violations no longer require the burden of proof from an actual conviction before being registered in a carrier's safety profile), and no mention of fuzzy stuff like teamwork and combined effort to improve.

Clearly the issuing carrier is still under the mistaken belief that owner/operators are a dime-a-dozen, and that there are 10 more waiting outside the gate ready to jump into an open position.

I can't overemphasize the importance of running compliant under CSA 2010. Drivers and carriers will accumulate bad records pretty quickly if they're operating without due regard for the law, and could find themselves targets for roadside inspection. Once a safety profile starts to sour, the carrier – and all its drivers and contractors – will come under even more scrutiny. It'll be like having a target painted on the side of the truck.

That's why it's important for drivers to check out potential carrier partners before signing on. You can do this now at www.safersys.org (and watch for a new Web site as CSA 2010 rolls out officially at year's end). Get a head start and check out your carrier now, then decide if you want to stay there, or find one with a less adversarial approach to safety. □

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

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TAX TALK

Properly recording your GST and HST

Back in May, I offered a heads-up on changes resulting from Ontario and British Columbia combining their provincial sales tax with the federal GST into one Harmonized Sales Tax (HST) starting July 1. How are these GST/HST changes treating you so far? Have your carrier, fuel station and repair shop been handling the new tax correctly?

We're obviously through the transition stage so any arguments about what it does or doesn't apply to should be behind you. Now you have to focus on properly recording your July and August income and expenses in your accounting system.

Variety of tax rates

It should be simple. The basic principle is that any GST or HST

Tax Talk

SCOTT TAYLOR

that you pay on your business expenses is refundable.

If the wrong rate was charged to you, just claim what you actually paid.

What's hard is that there are so many different GST/HST tax rates in Canada: 5% GST in Alberta, Manitoba, N.W.T., Nunavut, P.E.I., Saskatchewan, Quebec, Yukon; 12% HST in B.C.; and 13% HST in Ontario, New Brunswick, and Newfoundland. If you made purchases from several different provinces, you'd better be paying attention to your receipts when you record

them.

Fortunately, there is no change to the "place of supply" rule for freight transportation services. The supply of a freight transportation service within Canada is based on the destination of the load. So you charge the GST or HST rate to the customer based on the province where the load is delivered.

Here's an easy example: A manufacturer in Manitoba hires you to transport products to a wholesaler in Ontario.

The supply of the freight transportation service is made in Ontario because the destination of the freight is in Ontario.

HST will apply to the freight transportation service at Ontario's rate of 13%.

Where a freight transportation

service has destinations in more than one province, the service of transporting the goods destined for each province is considered to be a separate supply.

That means you must break down the charge of each part of the delivery and charge GST or HST for each.

It's complicated but those of you doing this already are accustomed to it.

Nothing has changed. You just need to double-check that you are using the correct rates shown above.

Mandatory electronic filing

Mandatory electronic filing of GST/HST returns using CRA's Netfile service is coming. Some of you have received GST/HST returns already where the traditional pink form is not included.

This is the new norm for returns with a period end-date after June 30. That means no working copy for your records.

From what I've read, almost everyone will have an Internet access code on their form.

The Netfile site is easy to use and you'll get your refund faster than if you were to paper-file.

You can print a copy of your return and the confirmation number once it is filed.

There are other advantages to Netfile.

In the past, returns with refunds over certain amounts were restricted from using electronic filing, meaning that owner/operators due a big refund because of a new truck purchase had to wait a long time to get paid. New businesses were not allowed to file electronically, either.

Now anyone new to the business or newly incorporated will be able to use Netfile.

When you file your GST/HST return using Netfile and have an amount owing, you can: pay electronically using CRA's My Payment option; pay electronically using your bank's Internet or telephone banking service; mail a cheque or money order (payable to the Receiver General) to your tax centre along with form RC158, GST/HST Netfile/Telefile Remittance Voucher; or pay in person at your financial institution using form RC158.

If you mail your payment, remember that CRA must receive it by the due date.

A postmark by the due date is not good enough.

Trucking is one of a handful of industries where the "place of supply" rule can complicate GST/HST compliance.

If you're not dealing with an accountant who specializes in trucking, you may need to point out that you've paid GST/HST at various rates so he can make sure you're getting the refund you're entitled to. □

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

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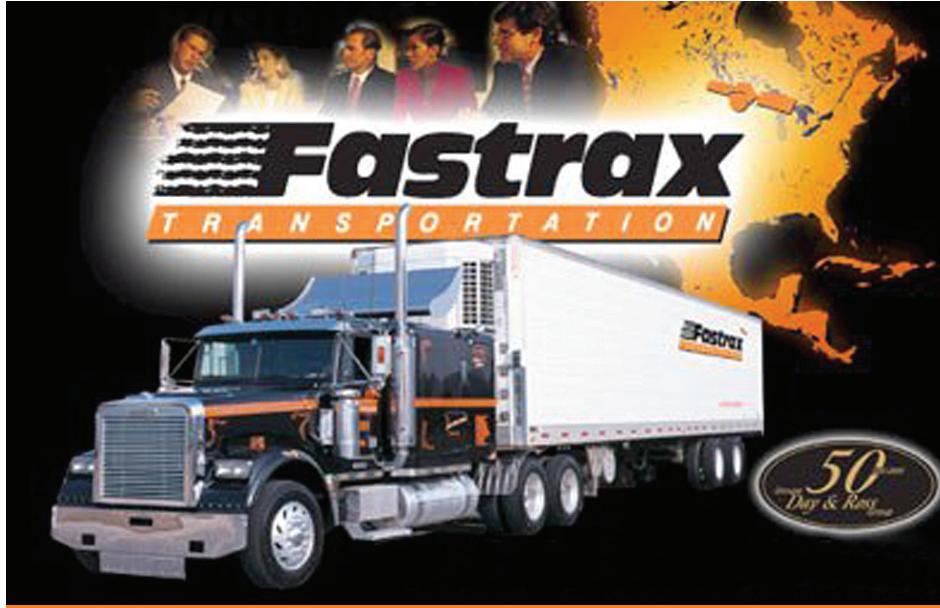
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HEALTH

The facts about psoriasis

Psoriasis is a disease that causes skin cells to build up too quickly on the surface of the skin. Often, this causes the skin to appear like thick silvery scales.

These patches of dry skin can become very itchy and painful. The size of psoriasis patches can range from a few small spots to major eruptions that cover large areas of the body. In most cases, psoriasis will go through cycles in which it flares up for a few weeks or months then calms down for a time.

The cause of psoriasis is due to an autoimmune disorder that affects the skin cells. This simply means that the body's immune system cannot recognize the skin cells and attacks them by mistake. As a result, the body increases the production of healthy skin cells, which in turn leads to the characteristic scaly patches of skin.

Although anyone can develop psoriasis, several risk factors, such as family history, immune system disorders such as HIV, stress, obesity and smoking can increase your chances.

The treatment of psoriasis can be broken down into three main categories. The first line of therapy is usually the use of topical creams such as corticosteroids. These anti-inflammatory creams are the most commonly prescribed medications for the treatment of mild to moderate cases.

The second category of treatment is phototherapy or light therapy. The simplest form of phototherapy involves exposing your skin to controlled amounts of natural sunlight. Other

Back behind the wheel

DR. CHRIS SINGH

forms of phototherapy include using an artificial ultraviolet light.

The last category of treatment is oral or injected medications. This type of treatment is reserved for severe cases or cases that are resistant to the other forms of treatment. Due to the harsh side effects of these medications, your doctor will likely prescribe them for only short periods of time.

In addition to medical treatments, there are a few home remedies that you can apply yourself. First of all, take daily baths. Bathing helps to remove the dead scaly skin and reduces the inflammation in the skin. You can also add bath oils, oatmeal or Epsom salts to the water and soak for 15-20 minutes. It is important to avoid hot water and harsh chemical soaps, which can worsen the symptoms. After your bath, apply a mild moisturizer to the affected area. Lastly, cover the affected area of skin when you sleep at night to avoid rubbing and irritation. Alternative medicines like aloe vera, capsaicin cream and fish oils have also shown some benefits if treating psoriasis. □

— 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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Congratulations, it's a grill!

What a summer! We've had unbelievable holiday weather across most of Canada – hot and humid. No wonder many people are keeping the heat out of the kitchen by turning up the burners on their barbecues.

Having a BBQ is nice; yet, may involve some health concerns.

The next time you are off the road and get a chance to put your feet up on the lounger in your backyard, follow these pointers to protect yourself from catching a food-borne illness:

First of all, pay attention to how clean your tools, trays and hands are when handling food.

Even though no-one plans to touch food with anything dirty, it happens.

Make it your habit to wash your hands with soap and warm water for at least 20 seconds (or, use sanitizing wipes or gels) before you start cooking and/or after you do other tasks while cooking.

Then your meal won't get polluted by germs picked up when touching unclean items you forgot about, like raw meat, garbage, the bathroom, a pet, other foods, etc.

Next, be sure your food stays cold until you are ready to begin grilling because bacteria grow very quickly in temperatures between four and 60 C (40 F to 140 F).

Keep your raw meat separated from other foods; it won't transfer germs to them.

Items like cutting boards, plates, and utensils which came into contact with raw meat should be thoroughly washed before using them again for cooked food.

If you're marinating, marinade in the fridge so the meat temperature stays constant.

After, if you decide to reuse some marinade on the meat as it's cooking, boil the marinade before brushing it on the meat.

If you're getting a head start on your BBQ by partially pre-cooking meat in the oven, transfer it to the grill immediately, before it cools down.

When cooking, leave your meat on the grill until it reaches the recommended temperatures below.

Check with a food thermometer. If you're cooking a variety of meats, be sure to clean the thermometer before poking it into the next piece.

This will make sure germs don't get carried from meat to meat. Proper cooking will kill any harmful bacteria.

As you probably know, different types of meat have different 'safe' cooking temperatures.

Ground beef should reach 71 C (160 F); leftovers 74 C (165 F); and whole birds (chicken or turkey) should reach a core temperature of 85 C (185 F). Stuffed poultry should get up to at least 74 C (165 F).

Beef, lamb, or veal should reach 63 C (145 F) for medium rare; 71 C (160 F) for medium; and 77 C (170 F) for well done.

Pork should be cooked a little hotter: 71 C (160 F) for medium and 77 C (170 F) for well done.

Preventive Maintenance

KAREN BOWEN

Raw ham should be cooked to 71 C (160 F), but pre-cooked ham, only needs to reach 60 C (140 F). Fish with fins such as salmon and tuna should reach 63 C (145 F).

Judging how well done a meat is using traditional methods (like looking for clear juices, or crispy outside surfaces) may be misleading.

Use a thermometer to be sure your meat doesn't just *look* done, but *is* done.

While finishing up your meal preparation, keep cooked foods warm on the side of the grill for just a short time.

Later, when the meal's done,

put the meat in the fridge right away. Bacteria grow quickly when meat cools down slowly. Never let cooked food sit out for over two hours. Certainly, if it's a scorch-er, over 32 C (90 F) outside, all food should get put away after just one hour.

So, that takes care of the meat. Now, what other foods will round out your summer BBQ?

Typically, salads: potato salad, coleslaw, macaroni salad, and green salad.

Because the salad dressing used in these foods also spoils quickly, salads should be kept at or below 4 C (40 F) until being served. However, an alternative is: fresh veggies or fruit with a dip on the side. They are more convenient, healthier and less likely to spoil quickly.

But, since the grill's hot, why not experiment with grilled vegetables? They are low-calorie and full of vitamins, minerals, phyto-nutrients and fiber.

They are also easy to prepare. Just lightly coat them with a few shots of non-stick cooking spray. Then, dust them with kosher salt or a salt substitute and whatever other seasonings you like.

Some popular choices are: ground black pepper, garlic, onion powder, Cajun powder, or curry. Your imagination is your only limitation.

Some favourite choices are: eggplant, peppers, portabella mushrooms, onions, and zucchini. A couple of items that are a bit higher in calories, yet still a nutritious treat are corn on the cob, and white and sweet potatoes. Once you've spiced the veggies up, just toss them on the grill until they soften.

You'll see – having a grill is worth the labour. □

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

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Focus on fatigue management and wellness can pay dividends

The trucking industry is no stranger to tickets for drivers who exceed their allowable hours of service, but the recent note on one carrier's CSA 2010 profile demonstrates a new kind of focus on driver fatigue.

A Minnesota Department of Transportation officer had pulled over one of the fleet's trucks after watching the vehicle weave within its lane, and cited the driver for operating a commercial vehicle while ill or fatigued – even though the truck never crossed the dotted line and the logbook itself was in order.

Those who designed the CSA 2010 system have placed an obvious emphasis on making sure that drivers are alert whenever they sit behind a wheel. The new rating system for cross-border truckers assigns the maximum number of points to fatigue-related issues, so violations will quickly reach allowable thresholds. And US regula-

Ask the Expert

EVELYN CARTMILL

tors are even thinking about mandating tests to identify commercial drivers who have Obstructive Sleep Apnea (OSA), which leads to the irregular breathing that can wreak havoc with sleep patterns.

It is easy to understand why this focus has emerged.

Research has shown a direct link between highway safety and this sleep-depriving medical condition. Drivers with severe sleep apnea are even believed to be 460% more likely to be involved in a crash than their rested co-workers.

The potential savings are not limited to collision-related costs, either,

according to a recent study led by Dr. Benjamin Hoffman, the chief medical officer of Waste Management. This research found that drivers who were treated for OSA averaged a \$5,800 drop in health plan costs over two years, lost fewer days at work, and represented lower short-term disability costs.

The savings may not end there. US lawyers have already been raising the spectre of sleep apnea when trying to establish the grounds for negligence after a collision, and they will be happy to strengthen a court case against a fleet by pointing out the lack of a written fatigue management program in a driver's manual.

This makes a fleet's efforts to support driver wellness a matter of demonstrating due diligence, and a key component of any high-risk driver strategy.

There is no denying the fact that a

driver's overall wellness can have an impact on fleet safety. Healthy and fit drivers are simply more alert at the wheel and less prone to workplace-related injuries. Luckily, there are steps that fleets can take to help improve the overall health of their drivers.

Driver manuals and orientation material can help to convey lessons about the causes and signs of sleep apnea along with other information about healthy lifestyles. And the same Employee Assistance Program used to support drivers who have challenges with substance abuse can offer help to those who struggle with chronic obesity.

Even the fittest drivers in a fleet will face an increase in weight-related challenges over time. Bodies begin to store more fat with age, so a diet of fatty food or other less-than-wholesome options will have a bigger impact with each passing year. Once someone reaches the age of 40, they will tend to gain about three to five pounds annually, and that could bring them closer to a Body Mass Index of 30 or more. This is when people face a greater risk of developing issues like sleep apnea.

Sure, healthy eating can be a challenge when looking at some of the options on a truck stop's menu, but there are better choices to be found. A bottle of water obviously contains less sugar than a can of pop, and those who drink coffee can decide against the extra cream and sugar. Breads made of whole grains will be healthier than a piece of white toast, and sliced tomatoes can replace the hash browns alongside a breakfast of bacon and eggs.

Canada's Guide to Healthy Eating shows that adults should consume five to 12 servings of grains, five to 10 servings of vegetables and fruit, two to four milk products and two to three servings of meat or alternatives per day. And employees need to understand that while coffees, teas and colas can offer a short-term buzz, they also act as diuretics that can lead to dehydration.

Since exercise can make a difference of its own, one carrier has even developed a DVD demonstrating the different stretches and breathing exercises that can help to revive drivers who are on the road, and equipped fleet facilities with an elliptical bike, rowing machine and showers.

Once drivers know about healthier options like these, they have the chance to maintain and improve their overall wellness.

That will lead to a healthier fleet in every respect. □

– This month's expert is Evelyn Cartmill, STS senior advisor, CHRP, CRM. Evelyn has served the trucking industry for over 15 years in the areas of Human Resources, Safety and Compliance. Markel Safety and Training Services, a division of Markel Insurance Company of Canada, offers specialized courses, seminars and consulting to fleet owners, safety managers, trainers and drivers. Markel is the country's largest trucking insurer providing more than 50 years of continuous service to the transportation industry. Send your questions, feedback and comments about this column to info@markel.ca. To read about more industry hot topics, visit Markel's website at www.markel.ca and click on the Articles & Essays section.

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OPINION

Blame Elvis for another soggy Fergus Truck Show

I'm not sure why, but every year during the Fergus Truck Show the skies open up and southern Ontario gets dumped on. Rain and more rain was the scene yet again for this year's edition of the show. I felt sorry for the hundreds of show'n'shine participants. Most had spent hours washing and waxing their rigs only to have Ma Nature ruin their hard work.

As the rain teemed down and people flocked for cover, I asked myself what the big guy upstairs had against this show? Year-in, year-out, it's always the same.

Finally it occurred to me, it wasn't Mother Nature taking her frustrations out on our industry, nor was it some sort of truckers' curse cast upon us from one of the other modes of transportation. I believe it was...wait for it, wait for it, wait a little longer. Bam, it's Elvis!

Yes, that's correct, Elvis. He's not working at a 7-Eleven in northern Michigan or a car wash in southern Florida. He's actually looking down from above and Fergus just happens to be a shade too close to another small town called Collingwood.

As it turns out, every year Collingwood holds one of the largest Elvis impersonator events in North America during the same weekend! Although I'm sure Elvis is impressed that 30-odd years after his death, thousands of people gather to watch dozens of people impersonate his gyrating

Publisher's Comment

ROB WILKINS

hips and deep rich voice, he's just not too impressed with the talent. I'm sure he's in tight with Mother Nature (figures) and she's just as upset as he is.

I say call Vegas and bring in some ringers. Not that I'm criticizing (I'm sure these people practice long and hard at what they do) it's just that Fergus is getting the raw undeserving end of the deal and it's not fair.

I know the feeling I get after I have just wheeled my car through the local car wash and it rains. Can you imagine what those O/Os feel like after they have detailed their rigs for hours by hand? Terrible stuff.

Anyway, for all of you who did participate in the show'n'shine, thank-you. Even if you didn't pick up any of the awards, there were many people (me included) who appreciated the effort you went through in making the event a success.

As for next year, I say move the Elvis weekend back a week. Fergus may get better weather and I'll have more time to work on my act! □

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

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OVER THE ROAD

It's all about attitude

Driving for a company that shares your values is key to a rewarding career

It's tough to remain positive and upbeat all of the time. If I can maintain a positive outlook 80% the time, well, that's a result I'm very happy with.

This past year or two has been a struggle for everyone, not just those of us in the transportation industry. The economy has hammered all of us. The best thing I have going for me though is the fact I work for a family-owned organization that puts its family values front and center. It's nice to have that positive attitude trickling down from the top. Not all of us have that going for us.

Before I started trucking for

Over the Road

AL GOODHALL

a living, my wife and I were the owners of an office products retail franchise. It is a business I had been in for over 20 years.

When I first started in the business, the company was owned by a family and operated in a similar way to the company I work for now.

The family sold the business to corporate interests in the ear-

ly 90s. Changes occurred rapidly and the similarities between how the retail environment changed in the 90s to how the trucking industry has changed over the past decade are haunting.

Take a look at any city in North America as you drive through it and from the retail landscape, it is difficult to tell them apart. Whether it is fast food, clothing, or building supplies, the same names on the buildings repeat themselves over and over again. Independents have been sucked up by the big boxes for the most part.

Now take a look at the trucks and trailers as you roll down the road. More and more independent operators are owner/operators or lease operators wrapped in the cloak of a large trucking operation, much like the franchise operator of a retail location. For all of the owner/operators out there, I can certainly empathize with the challenges you face as business

owners as well as drivers.

So how does all of that relate to my attitude? For me it's the difference between a constant focus on the bottom line as an objective and a motivator as opposed to simply doing the job to the best of your ability and having the pennies look after themselves.

That's the beauty of driving for a family-owned company as opposed to a company focused on keeping the shareholders happy. When the prime intention of your day is to operate with honesty and integrity while meeting your customer service obligations and commitments, then coping with the trucking industry issues of the day becomes much easier.

We all have to deal with hours-of-service, speed limiters, dock delays, roadside inspections, log audits, home time, and so on. My experience has shown me that productivity, efficiency, and a positive outlook all thrive in an open and honest atmosphere that is supportive even when we drop the ball and screw up. When you work under conditions that use mainly punitive measures as a source of motivation and productivity, morale and your personal attitude usually end up in the toilet.

But even when you feel you are working for some of the best people in the business, it's still difficult as a truck driver to have a bright and sunny outlook 100% of the time. After all, we are separated from friends and family for extended periods, we work long hours, daily routines are often in flux, we may have issues with the equipment we operate, we suffer road delays for a myriad of reasons, and all of that before we even get into loading and unloading. And we keep coming back for more. But for how long?

I keep reading about the trucking industry facing a driver shortage of qualified personnel. I look at driver recruitment ads that trumpet the benefits of working for this or that company but when I talk to many drivers I hear stories about those same companies that are anything but conducive to developing a positive work atmosphere.

It is said that we find happiness within ourselves. That happiness starts with a positive and upbeat outlook on life in general. But you need to surround yourself with others that are of a like mind and approach to life. In this business it starts by aligning yourself with a company that brings the same values to its business operations that you practice in your personal life.

Those shared values become the basis of a long and happy relationship despite the ups and downs of the industry in general or the economy. So look for the companies that walk the walk as well as talk the talk. The result is often a positive attitude and a happier outlook on life. □

— 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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INDUSTRY

Bread and butter issues still a staple

To be sure, there are a host of massive policy and regulatory initiatives underway that could have a massive impact on how business is conducted in trucking for decades to come.

I have written in this column on most of them: Electronic On-Board Recorders (EOBRs), national fuel economy standards, sleep apnea, etc. However, most carriers operate in the here and now, and while they are very supportive of their association's efforts on these mega-issues, there are a host of bread and butter issues and concerns that are constant irritants for carriers requiring ongoing attention from their associations.

Ask any carrier today and they will tell you that the provincial workers' compensation system is out of control. Sure, as employers the carriers understand that the workers' compensation system protects them from lawsuits and the vast majority put the safety of their employees at the top of the priority list.

However, that does not mean that the system shouldn't be administered properly and run like a true insurance program. It's not so much the premiums that the carriers object to, although to a great extent they are a reflection of the soundness or lack thereof of the system, but the ballooning unfunded liability (currently \$12 billion and growing), the level of fraudulent claims and the seeming lack of effective effort in making sure that all com-

Industry Issues

DAVID BRADLEY

panies are registered for WSIB and paying their fair share, that drives carriers crazy.

There are too many companies in our industry that have no employees. I am not talking about legitimate relationships between carriers and owner/operators; I'm referring to the so-called "contract drivers" for whom no taxes are withheld or paid, who have no workers' compensation coverage, etc.

When a claim from one of these drivers needs to be paid, there are no matching premiums. Guess who pays? All the companies that are properly registered in the system and paying premiums. While the system is entirely funded by the employers, there seems to be less and less balance in the way the board deals with employers. When I joined the industry 25 years ago, one of the first files I was given was workers' compensation. It was a mess then and I would say it is a worse mess today. Programs that worked, where employers were able to turn investment in prevention into a profit centre (ie. the New Experimental Experience Rating system or NEER) have been gutted. The Transpor-

tation Health and Safety Association has been trashed. As far as I am concerned, the day is looming and it is unavoidable that government, industry and labour are going to have to give real consideration to some mix of private and public insurance.

As long as there are trucks and inspection stations, there will be a certain level of friction between carriers, drivers and the inspection officers. It is also true that roadside inspections are trying to serve two competing goals: 1) To get bad carriers (trucks) off the road; and 2) To gather data that is truly random and produces a baseline for each carrier.

The carriers I talk to understand the role of the enforcement program and accept that it is needed. They as much as anyone, want the unsafe equipment off the highways. They also know it takes two to tango and sometimes a frustrated driver can talk himself into a ticket. On the other side of the coin, on any given day you will find an inspector who got up on the wrong side of the bed and feels the best way to get over it is to flex his or her muscles a bit. That is human nature.

But, where I think the carriers believe the problems are more systemic are: a) Good equipment from responsible carriers is more likely to be inspected because it's just easier and takes far less time and effort; and b) No credit is given for a "triage" (quick look) inspection

where no defects were visible (ie. no inspection record created, no CVSA inspection decal given, no reflection on the carrier's CVOR record). The truck is simply sent on its way. At the heart of the issue, is that "triage" is not clearly defined.

Carriers are finding that trucks may be subjected to what would normally be classified as a Level 3 inspection (check driver records) or Level 2 inspection (check driver records and inspect tractor and trailer), yet in the absence of defects, basically it's as if no inspection has taken place. Some carriers are able to measure the time their truck is in inspection and claim that a triage can take more time than a Level 2 inspection. These things undermine the credibility of the program in many carriers' eyes.

We can complain and criticize (usually with good reason) about these programs, but it is highly unlikely that workers' compensation or roadside inspections will ever become a thing of the past. They are both an important part of our economy and of our industry. So, we need to find a way to make our point and seek positive change to the problems outlined above. I am under no illusion that this is an easy process, but by compiling the facts, by bringing forward thoughtful remedies, we can and we will make things better. We have to. □

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

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INDUSTRY

It's an honour to honour the best

The trucking community is, to some degree, a little bit insular, maybe even a little bit shy when it comes to talking about the things that we do well and that make it a terrific industry in which to work.

A few weeks ago, Toronto's largest circulation daily newspaper ran a half-page piece on the recent truck driving championships. The writer lauded the skills that the drivers had demonstrated during the competition. That article was almost a first for me, since I couldn't recall having seen a positive article on trucking in the popular press in many years.

But those engaged with the industry know that it has a lot to be proud of in its people and its companies, and we at the PMTC are pleased to have the opportunity to recognize some of those that stand out from the crowd. We do it during our annual conference, and this past June we were proud to induct three individuals in to the Hall of Fame for Professional Drivers sponsored by Huron Service Group and present two fleets with the Zurich Private Fleet Safety Awards.

Entry in to the Hall of Fame is an honour reserved for the very best in class, and although there are many worthy nominations each year, those admitted to the Hall of Fame are indeed a cut above.



Private Links

BRUCE RICHARDS

Collectively this year's inductees, Vince Russo of Summit Food Distributors, Jim Hagen of Maple Leaf Consumer Foods, and Bill Youden of the TDL Group, have accumulated an astounding 102 years of safe driving!

Given that the nature of their work involves maneuvering tractor-trailers into and out of very tight spots that were not built with big rigs in mind, the safety records of these three professionals are beyond admirable, and we at the PMTC are pleased to acknowledge that through their induction into the Hall of Fame.

In conversation with each of these inductees it was immediately apparent that they take what they do seriously, and that the manner in which they do their jobs and teach others is important. Each is well-spoken and proud of their profession and the companies that they work for.

And yet despite their obvious superior abilities and their admirable safety records, they were still humbled by the attention they received during the induction ceremonies. There was no sense from

any of Bill, Vince, or Jim that they were in any way special. And yet they certainly are. You can visit the Hall of Fame at www.pmtc.ca and see all of the worthy inductees since its inception.

The Zurich Private Fleet Safety awards were given out in two categories this year, with Pro Distribution winning in the small fleet category, and Home Hardware Stores in the large fleet category. Neither fleet is a stranger to these awards, as Pro Distribution is six-time winner and Home Hardware have now won three times in their category.

And when the judges consider the behind-the-scenes efforts that allow these fleets to consistently maintain superb safety and compliance records over many years, there is no doubt that the honours are well earned.

All of the fleets that entered this competition exhibit a similar trait: that being a single-minded focus on doing it right. This is demonstrated in the time and, yes money, that they put in to developing and monitoring fleet safety policies.

Those policies usually begin with strict hiring practices and mentoring for new drivers, and include such things as training programs for everyone involved with the fleet, incentive programs where the goal is to pay out 100%,

and significant recognition programs for doing the job well. Of course they also include discipline and re-training as required.

If there is a common theme running through these safety management practices it is the initial effort put in to develop fair policies, and the ongoing effort to monitor everyone's results.

Anyone who thinks it sounds like too much work should speak with these fleet managers and they will quickly discover that the returns make it all worthwhile.

While not strictly safety related, another feature of our conference is the distribution of awards for originality in fleet graphics. We have partnered with 3M Canada for 25 years to present these Vehicle Graphics Design awards, which make their own statement for the value of visually promoting companies and products in a safe manner. The number of entries for this competition grows every year, and every year there are some that give the judges fits trying to decide a winner. You can view a video of all entries at www.pmtc.ca, and winners are featured in industry magazines every year.

So, as I indicated earlier, the private trucking sector has a lot to be proud of and we are pleased to be part of the celebrations. □

– 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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Goodyear's Truckwise Challenge is back and you won't want to miss it. From September 13th to October 17th go online to play for your shot at great prizes ranging from 10 grand prize 42" Panasonic LCD TVs to Canon digital cameras, iPod Touches and much more. Register at truckwise.goodyearchallenge.com today. With prizes awarded daily, this is the one time of year you can afford a little downtime.

To enter, and for a complete list of contest rules and regulations go to: www.truckwise.goodyearchallenge.com There will be a skill-testing question

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HATS OFF TO HOWARD BROUWER, 2010'S TRUCK NEWS' OWNER/OPERATOR OF THE YEAR.

"Above and beyond" doesn't begin to describe Howard Brouwer's contribution to trucking. As the owner of H&G Enterprises of Welland, Ontario, and contracted to Schneider National for the past 17 years, Howard has personally logged over a million safe and accident free miles, raising the industry bar and setting a shining example for us all. Known for his professionalism, passion and kind heart, this prestigious award couldn't be more deserved.

A DRIVER AND HERO.

Several years back, Howard noticed a truck on the road ahead with a wobbly tire. Unable to get the driver's attention via CB, he alerted the police and helped them locate the driver. He later found out that nine of the ten nuts holding the wobbly tire in place were missing. As a result of his actions, the truck driver's life and the lives of those around him on the road that night may have been saved. To Howard, it was all in a night's work.

BEYOND THE OPEN ROAD.

Howard has been an active supporter of the World's Largest Truck Convoy for Special Olympics for the past five years. He has also taken part in the Cancer Society's Relay for Life for three years running, despite knee and hip injuries, and has no plans of stopping there.

FROM ALL OF US AT GOODYEAR, THANKS FOR RAISING THE BAR, HOWARD.

LAST YEAR'S BIG WINNERS.

Brian Sharpe – Calgary, AB

Harvey McClelland – Martensville, SK

Alan Richards – Drayton Valley, AB

Reina Chevalier – Tecumseh, ON

John Gunter – Princeton, ON

Jack Kerr – Calgary, AB

Gordon McKibben – Didsbury, AB

Kent Mullen – Didsbury, AB

Brad Buchanan – Chatham, ON

Dale Kromm – Clive, AB

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TAKE THE CHALLENGE

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Visit www.truckwise.goodyearchallenge.com today to register for this year's Truckwise Challenge.

PEOPLE

Kinedyne has named **Robert Mitchell Hynes** its new sales representative for eastern Canada.

Hynes will cover the Ontario, Quebec and Maritime Provinces, providing leadership and coordination of company sales, pricing and marketing functions, the company announced.

He will work alongside Robert J. Spooner, Kinedyne's director of sales for Canada. Before joining Kinedyne, Hynes held sales positions with companies including Tenaquip Canada, Bell Nexxia and Atlantic Braids.

"With his extensive professional background, I'm confident Robert will be a major asset for our sales team," said Spooner. "I've been particularly impressed by his insights related to developing new sales strategies in his territory."

Peterson Manufacturing has announced **Kristen Goodson** has been promoted from product manager to director of product management.

Goodson has been a Peterson associate for 15 years, the company announced, joining the company as a customer service rep in 1995.

"My new position is actually an expansion of my previous duties as product manager," Goodson said. "I report to Steve Meagher, vice-president sales, and will be working closely with our design, engineering and sales departments to prioritize and develop new products for all the markets Peterson serves. A major part of my position will be filtering information from those markets to support our engineers in designing the right

products, and also coordinating the planning of inventory levels with our production control staff."

"Kristen has been a great asset to our company," added Mark Assenmacher, Peterson's director of marketing. "Her contributions are even more important as we work through these tough economic times. And in addition to her company responsibilities, she also represents Peterson within several industry organizations – one of which she'll lead as president in 2012."

Bryan Thorne has been named general manager of GW Driver Training in Riverview, N.B. He will manage the day-to-day operations of the truck training division as well as the car division and a new safety services division in Nova Scotia and New Brunswick, the company announced. Previously, Thorne worked as general manager of Foundation Career College and he has also worked with Commercial Safety College where he led the truck training division. He can be reached at 800-363-1194 or bthorne@gwdriver.com.

Henry Bell has been named the new global president of Fontaine Fifth Wheel. He has been with the company since 2007. Bell will now head all global OEM relations, strategic sourcing and product development.

He will also set the overall direction for Fontaine Fifth Wheel and lead the team that works with OEM customers around the world, the company announced. Bell will also retain responsibility for Fontaine Fifth Wheel – North America. □

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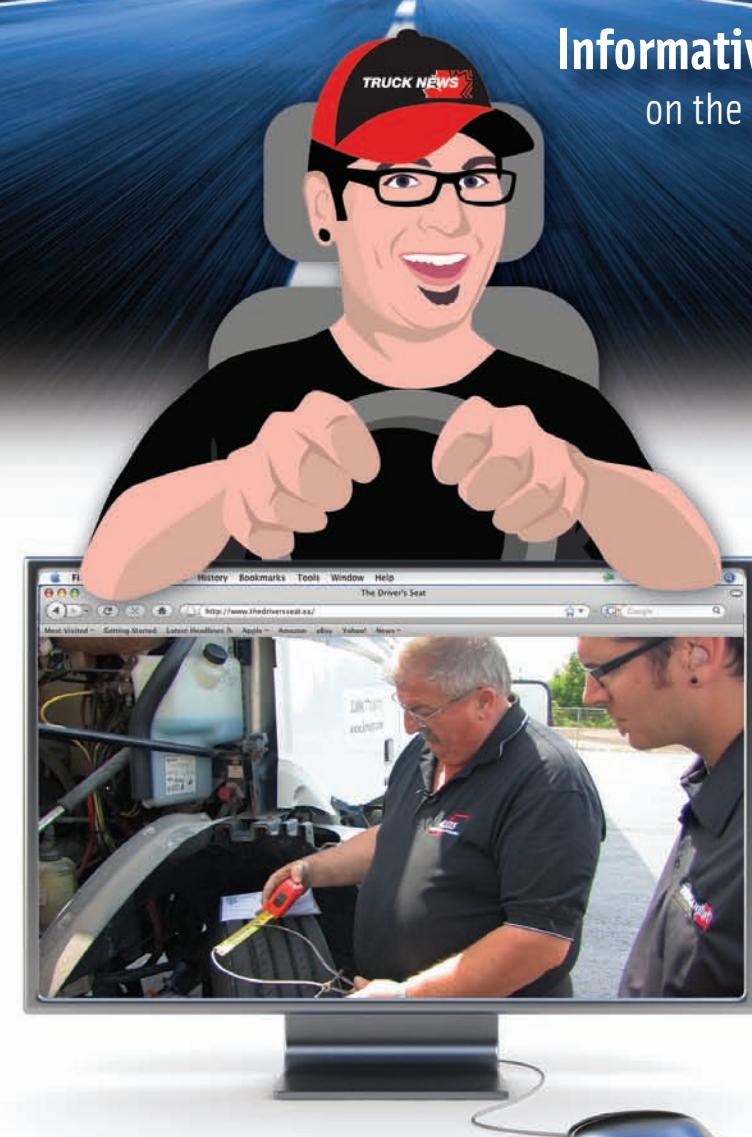
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NEW PRODUCTS

Tires & Wheels

Yokohama Tire Corporation has created an interactive, online tool to help fleet managers calculate their fuel savings. The Yokohama **Fuel Savings Calculator** can be found by visiting www.yokohamatire.com and entering the commercial tire section of the Web site. The calculator offers direct comparisons to competitive tires, the company says. It also displays how much emissions can be saved by switching to environmentally-friendly tires.

Bridgestone Bandag Tire Solutions has introduced a new Bandag-brand B197 **trailer tread**, patterned after the Bridgestone R197 trailer radial. It marks the first time the company has launched a new Bridgestone tire along with a Bandag companion retread, offering fleets a seamless transition from new tire to retread. The



B197 is built for long life and low cost-per-mile, the company says. It's available now from Bandag dealers in sizes that fit most trailer tire casings. For more info, speak with a Bandag dealer or visit www.bandag.com.

Lighting

J.W. Speaker Corporation has introduced a new line of **LED headlamps**. The lamps, ideal for retrofit



applications, offer improved visibility and better nighttime safety and have passed all photometric testing required for use on-road in North America, the company says. They are available in round and rectangular designs. For more information, visit www.jwspeaker.com.

Components

Haldex has introduced a new family of **pressure protection valves**, standardizing three of its most popular pressure settings for both a base pressure protection valve and a pressure protection valve with one-



way check. The new valves feature: an e-coated zinc diecast body for corrosion resistance; a premium nitrile diaphragm for long life and reliability; a durable design for increased product life and lower replacement costs; and compatibility with air suspensions, air seats and cab isolation systems. For more information, call 800-643-2374 or visit www.haldex.com.

Trailers

Carrier Transicold has a new Vector 5100 **all-electric refrigeration unit** that's ideal for stationary applications. The reefer is well suited for grocery, supermarket and other operations that use refrigerated trailers for on-site cold storage, around holidays for instance, when retailers are moving a substantial amount of seasonal items. The all-electric reefer eliminates the noise and emissions as well as the fuel consumption required by diesel-powered trailer refrigeration units. Carrier Transicold also says operators can reduce their costs by up to 70% by using electricity rather than fuel. The stationary unit is based on the company's Vector 6500 single-temperature TRU. It requires a 460-volt power supply and operates nearly soundlessly, Carrier Transicold says. For more info, visit www.trucktrailer.carrier.com.

Silver Eagle has introduced a new lightweight Hawk **converter dolly** for fleets pulling double and triple trailer combinations. The Hawk dolly weighs just 2,680 lbs and has a gross vehicle weight rating of 20,000 lbs. For more info, visit www.silvereaglemgf.com.

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8,846-11,793 kg. (19,501-26,000 lbs.)... YES NO
4,536-8,845 kg. (10,000-19,500 lbs.).... YES NO
Under 4,536 kg. (10,000 lbs.)..... YES NO

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Diesel powered vehicles..... YES NO
Refrigerated vehicles..... YES NO
Pickups or Utility Vans..... YES NO
Propane powered vehicles..... YES NO

5) Do you operate maintenance facilities at this location?

IF YES, do you employ mechanics?..... YES NO
 YES NO

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 - h) Petroleum / Dry Bulk / Chemicals / Tank
 - i) Manufacturing / Processing
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TODAY!

Accessories

Judy Malpass and Linda Varey were at the Fergus Truck Show to promote a new healthy **energy drink** they say is ideal for truck drivers because it doesn't cause an energy crash and doesn't contain harmful ingredients like excessive refined sugars or caffeine. Xe Healthy Energy is an energy drink centered around Xocai's cacao, a blend of "antioxidant superfruits and all-natural energy mobi-

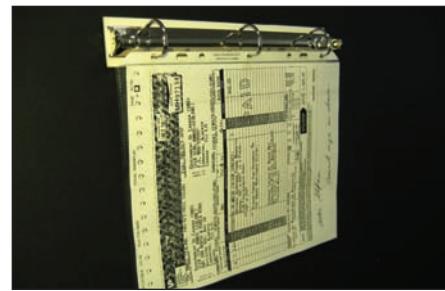
lizers." The duo also sells and promotes 'healthy' chocolate snacks, which don't contain the preservatives found in most commercial chocolate sold in stores. For more, visit www.myxocai.com/judyandlinda.

Boot maker Rocky has introduced a TrailBlade **work shoe** designed specifically for truck drivers. The shoe features modern styling and long-wear comfort, according to the company, and combines the traditional features of a work boot with the comfort of a shoe. It also comes with optional toe protection making it a lightweight alternative to a steel toe boot. The shoe ranges in price from US\$100 to \$105. For info and dealer locations, visit www.rockyboots.com.

CB manufacturer Cobra Electronics is releasing a **50th anniversary CB Radio**, which will make its debut at the Great American Trucking Show in Dallas Aug. 26-28. The new 29 LX LE CB radio features a new design with a selectable four-colour LCD display and ergonomic microphone, the company says. It will be showcased at the Cobra booth (#16074) at GATS. The radio will come with what Cobra dubs the industry's first and only Radio Check Diagnostic system which allows drivers to continuously monitor their radio's RF output, SWR setting and battery voltage. The radio will also be available through dealers for US\$149.95 beginning in September.

The Ontario Trucking Association is now offering **toolkits** designed to help fleets deal with workplace violence and harassment issues as well as the abuse of drugs and alcohol in the workplace. The toolkit was designed in partnership with Corridor Interactive and is user-friendly while meeting all government requirements, the OTA announced. Ontario employers are required to have a comprehensive violence prevention program in place that includes a corporate policy on violence/harassment prevention, an organizational risk assessment, reporting and investigation protocols,

etc. For information on the toolkit, contact Joanne Benac at 416-249-7401, ext. 230.



Visual Planning is now offering one-inch and 1.5-inch **D-ring magnetic binder rings** that can hold four pounds (or 100+ pages) of three-hole punch documents. The documents can then be attached to steel walls or machinery. They're ideal for work orders or instructions, according to the company. For more information on the magnetic document holders, visit www.visualplanning.com or call 514-739-3116.

The American Transportation Re-

search Institute has updated its listing of **state and local idling restrictions** in the US. The guide can be found at www.atri-online.org and is available in a cab card format or an online compendium with links to individual regulations. Updates include a new five-minute idling limit in North Carolina, a 15-minute limit in West Virginia and a new five-minute limit in Detroit. Carrying the cab card can save drivers money by avoiding fines.

Fleet Engineers has announced it has become the exclusive distributor of the V-Flap **mud flap** that's designed to deliver fuel savings by allowing air to pass through vertical perforations while stopping water and spray. Allowing the wind to pass through the flap can improve fuel economy by as much as 1%, the company claims. For more information, call 800-333-7890.

Gilbarco Veeder-Root has added a new Atlas **DEF dispenser** to its Gasboy dispenser product line. The unit

is aimed at commercial and fleet operators with vehicles requiring DEF. Fleet operators are able to integrate control and management of DEF into their existing reporting and management infrastructure, the company says. For more info, visit www.gasboy.com.



Tracking

Shaw Tracking has partnered with **SpeedGauge** to allow customers to identify speed limit violations and create reports that rate and rank drivers based on their speed limit adherence. SpeedGauge is described as a simple, straightforward driver behaviour safety training tool that uses street-level speed limit analysis to identify high-risk driving behaviour. It uses GPS data to identify risky driving behaviour and informs fleet managers which drivers are habitually speeding on different types of roads. For more information, visit www.shawtracking.ca. □

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FLEET NEWS

TransForce buys oilfield services provider

MONTREAL, Que. – TransForce recently announced the acquisition of an energy services company and its trucking operations. TransForce entered into a deal to acquire an equity interest in EnQuest Energy Services of Calgary, Alta., including the oilfield transportation assets such as Speedy Heavy Hauling.

EnQuest provides energy services, primarily in the US, including the transportation of rigs, cranes, other oilfield equipment and oversize loads.

The assets acquired by TransForce generate annual revenues of about US\$50 million, the company reports. TransForce's US subsidiary Hemphill Trucking will be integrated with the new companies, operating as Hemphill-Speedy, headquartered in Grand Junction, Col. The deal is worth about US\$32 million.

"The acquisition of the EnQuest assets substantially enhances TransForce's competitive position in the US energy services industry where our coverage will now include Arkansas, Colorado, Montana, North Dakota, Pennsylvania and Wyoming and where we will be well poised to benefit from the impending recovery in the industry" said Alain Bedard, chairman, president and CEO of TransForce. □



REASON TO CELEBRATE: Manitoulin Transport is celebrating its 50th anniversary this year. The company was formed in 1960 by Doug Smith.

Manitoulin Transport turns 50

GORE BAY, Ont. – From its humble beginnings as a local delivery company on Manitoulin Island to its current role as a global transportation provider, Manitoulin Transport has reason to celebrate this year as it turns 50.

The company was founded in 1960 by Doug Smith, who is now chairman of the Manitoulin Group of Companies and a member of the Order of Canada. The company was founded in Gore Bay, Manitoulin Island with just a couple vehicles making local deliveries on the island.

"This year we're celebrating a true Canadian success story," said Gord Smith, president, Manitoulin Transport. "A story created from the ground up, driven by customer commitment and achieved through

the dedication of our people."

Through the years, Manitoulin has made strategic acquisitions to expand its scope of services in Canada, the US and beyond. Today, the company runs more than 60 Canadian terminals and through partnerships in the US has access to 250 service centres south of the border. Manitoulin has a fleet of more than 2,700 pieces of equipment, providing truckload, LTL, transborder, rail intermodal, private fleet, guaranteed delivery and specialized services.

"This is a time for reflection on where we've been and where we plan to go," said Gord Smith. "We're always looking for ways to do better and do more, and that's something we hope to do for another 50 years." □



SO FAR, SO GOOD: Stotesbury is one of the first Canadian fleets to run the MX.

Southern Ontario fleet takes new Paccar MX engine on a milk run

KITCHENER, Ont. – Ontario-based bulk liquid food and milk hauler Stotesbury Transfer has become one of the first Canadian carriers to run the new Paccar MX engine in its fleet of Kenworth T800s, Kenworth has announced.

Driver Rob Pettigrew is one of the first Canadians to put the new Paccar engine through its paces, and he says he's impressed.

"When I get it up to speed on the highway between Kitchener and Toronto, I don't have to touch the gear again until I get close to Toronto – not even when I am going up two mile-long Keele Street Hill with its 4% grade," he said.

The 12.9-litre Paccar MX is rated at 485 hp with 1,650 lb.-ft. of torque and is matched with an 18-speed transmission. Pettigrew generally grosses about 139,000 lbs.

Stotesbury runs 23 Class 8 trac-

tors and tanker trucks, eight of which run locally picking up fresh milk while 15 power units are deployed as far away as the Midwestern and Southeastern US. The fleet consists of a mix of extended day cabs and trucks with 62- and 72-inch AeroCab sleepers.

"Ever since we first started running Kenworth trucks years ago, we've been pleased with their reliability and durability," owner Bruce Stotesbury said. "Even though we keep our trucks for 10 years, we have people coming to us wanting to buy our Kenworth trucks when we're done. It's partly because we take good care of our trucks, but it's also because Kenworth makes durable trucks that people want."

He credits local dealer Kenworth of Kitchener and its parent company Kenworth of Toronto for backing the trucks with solid support. □

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Mark Dalton: Owner/Operator

Show, shine'n... shrug

By Edo van Belkom

The story so far...

After several weeks on the road, Mark decides to give Mother Load a thorough cleaning, inside and out, top to bottom. He's so pleased with the outcome, he decides to enter the truck in the Fergus show'n'shine that weekend.

Mark arrived at the grounds where the show was being held around three in the afternoon. There was a decent-sized lineup of trucks waiting to get in and it took a while before Mark was able to get inside. On the grounds, he was directed along a route that eventually had him parked in a line of some two dozen trucks, all entrants into the show'n'shine.

After securing Mother Load and making sure his front wheels were straight, Mark gathered his collection of rags and cleaners and got out of the truck. He grabbed a vinyl cover from one of the compartments on the outside of the cab and placed it over the fifth wheel so the greasy black pivot wouldn't bring down his overall score.

Then, as he began wiping down spots on the fenders that had gotten dirty during the drive to the show, a multi-coloured Freightliner pulled into the spot next to him in line. It had chrome wheels, an oversized chrome bumper, eyebrows over the headlights and a chrome sun visor that made the truck look like it was perpetually saluting a flag. 'Nice truck,' Mark thought, watching the Freightliner roll to a stop. 'Real clean.'

He also wondered if the time he spent polishing Mother Load had been worth it since it was obvious he'd have little chance winning a category with such slick trucks in the competition. Still, there were plenty of categories and surely he could be competitive in one of them, say...best truck driven by a guy who lives in his truck.

He got back to work on Mother Load, cleaning specks of road tar off the leading edge of the fender. Behind him, the doors of the Freightliner opened and the driver climbed down from his rig. Mark looked over. "Afternoon," he said.

"Howdy," replied the driver. He was dressed in shorts and sandals and a wife-beater T-shirt that barely covered

his expansive belly.

Mark was about to say something about it being a nice day or asking where the man was from, but his words got caught in his throat as he watched a woman and four children climb out of the man's truck, each with a bottle of cleaner in one hand and a jumble of rags in the other.

"You missed a spot," said the man, suddenly holding a can of cola in his hand.

"Huh?" Mark said.

"I said, you missed a spot." He pointed at Mother Load's fender. "Right there – oh, there's another...and another. You missed a lot of spots."

Mark looked where the man was pointing and saw that he was right. The trip to Fergus had left Mother Load speckled with bits of tar and dirt that would take him the rest of the day to wipe clean.

"Thanks," Mark said, forcing a smile.

"No problem," the man said.

Mark stared, not at the man but at his family behind him. They were like some NASCAR pit crew zipping around the truck with spray bottles and rags, making what was already clean, dazzling. And all the while the man stood there staring at Mark's truck, only now there was a hot dog in his other hand, causing Mark to wonder where on earth it had come from.

Mark sighed. This guy was taking all the fun out of the show'n'shine. It was supposed to be about drivers taking pride in their rigs, cleaning them up so they reflected how they felt about their vehicles and the respect they had for the job they did. But this guy was taking it to a whole new level, standing there criticizing Mark while his family slaved to make the man's rig spotless.

"Don't forget to clean underneath," he said.

Mark turned around. "Eh?"

"Underneath," the man said around a mouthful of hot dog. "The judges will be looking under there. You can lose points for grease smudges or stone chips. I've even seen them take points away because all the parts of the undercarriage weren't the same colour."

'That's crazy,' thought Mark. His truck was a daily driver. A working truck. He didn't have the time or the

inclination to crawl under his rig just to wipe down his drive train. If they were going to take points away for things like that, then let them.

"Thanks for the tip," Mark said.

"No problem," the man said. Behind him, the smallest of his kids was crawling over the engine cowl and windshield like a spider inspecting its web. Every once in a while the kid would stop, spray and wipe.

Mark looked over Mother Load and realized she was just too big for him to inspect inch by inch. Besides, he was too old to be crawling all over a Peterbilt, and it didn't make sense for him to get his truck that clean when he could be hauling gravel, or pigs, or garbage in a few days time. He resumed his cleaning, but it seemed more like work than ever before.

Later that day, after he'd made a quick tour of the grounds and had grabbed a bite to eat from one of the booths, Mark returned to Mother Load. He stood a few meters away admiring the three-quarter view of his rig. She was cleaner now than she'd been in months, maybe even years and he was proud of the way she gleamed. For all the miles and adventures Mother Load had been through she still looked pretty good and he was proud to have taken such good care of her over the years.

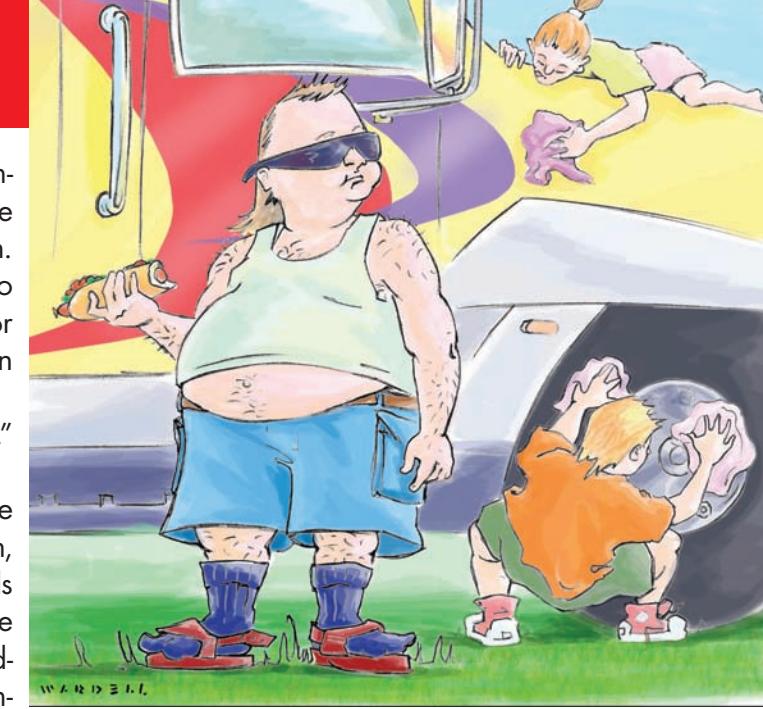
"Nice truck," a voice said behind him.

Mark looked over his shoulder and saw a thin man in a Jays ball cap and blue jeans standing behind him with his arms across his chest. "Thanks," Mark said. "I cleaned her up as best I could."

"It's a daily driver, like mine," he said.

Mark had noticed the man's Volvo earlier and had judged by the shape it was in that it was a working truck, just like Mother Load. But the Freightliner on the other side of him was entered in the daily driver class as well and there was no way these two trucks could compete. Mark pointed to the Freightliner, "That one's a daily driver too."

The man in the ball cap laughed under his breath. "Yeah, it's a daily driver, but the guy's route is between



a factory and a warehouse. He probably only drives 10 clicks a day, all in the city." He shook his head. "And I've heard that if it rains or snows, he parks his rig and uses a company truck instead."

"How can we compete with that?" As he asked the question, Mark saw that the Freightliner was now up on a jack and the kids were spraying Armor-All on every part of the tires, even the bottoms.

"We're not," said the Volvo driver, "and we can't. That guy's a show'n'shine pro. He enters shows all across North America and wins multiple classes at each one."

"That's not very sporting," Mark said.

"No it's not. That's why it's so nice to have a lot more things to enjoy at the show than just the show'n'shine."

Mark nodded, looking forward to some music and maybe a few brews later in the evening. He took another look at the Freightliner and saw its driver was now sitting in a lawn chair watching his wife lower the truck off the jack. And that's when he decided something had to be done about this guy to bring him back down to earth.

Just then, three young boys were coming down the laneway between the trucks, two running and the other on a bicycle. They looked scruffy and mischievous with dark T-shirts, torn cut-offs and dirty runners.

"Hey boys," he said, stopping them in their tracks. "How'd you like to make some money?" □

– *Mark Dalton returns next month in Part 3 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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PROFITABILITY

DASHBOARD

Canadian truckload rates improving: Canadian General Freight Index

OTTAWA, Ont. – The cost of ground transportation for Canadian shippers continued to increase in May, according to reports published recently by the Canadian General Freight Index.

Overall freight costs increased by

3% in May when compared to April. Base rates, which exclude the impact of fuel surcharges assessed by carriers, also increased by 2.7% with average fuel surcharges increasing by 2.9% from the prior month.

"Akin to April's results, we are

seeing increases in the truckload sector which is likely more sensitive to changes in capacity demand," said Dr. Alan Saipe, president of Supply Chain Surveys. "This could be an indication of what may come in the future for LTL rates."

"With the continuous volatility in the rates, those in the transportation industry will need to be careful when planning ahead for 2011 and must consider a multitude of factors before doing so," adds Doug Payne, president of Nulogx. □

TransCore's Canadian Freight Index records highest volume of loads since mid-2008

TORONTO, Ont. – TransCore's Canadian Freight Index climbed for the sixth straight month in June, showing significant improvement year-over-year with a 59% increase in spot market freight availability when compared to the same period last year.

The June 2010 index rose by 11 points over the previous month, also marking the sixth straight month of double-digit growth. June is historically a peak month and has the highest load volume year-to-date, according to TransCore.

Spot market freight availability for the second quarter was 39% higher than the first quarter volumes and 70% higher than the second quarter of 2009.

Intermediaries and carriers across Canada list more than 12 million loads and trucks per year on Loadlink, Canada's largest logistics freight matching database and network. As a result of this high volume, TransCore says its Canadian Freight Index is representative of the ups and downs in spot market freight movement as well as providing a historical account of the domestic and cross border spot market freight movement.

The first four columns in Table 1 include monthly index values for years 2006 through 2009. The last column indicates the percentage change from January through June 2009 to 2010. For the purpose of establishing a baseline for the index, January 2002 (index value of 100) has been used. □

TransCore Canadian Spot Market Freight Index 2006-2010						
	2006	2007	2008	2009	2010	Percent Change Y-O-Y
Jan	204	173	214	140	171	22%
Feb	179	174	217	117	182	56%
Mar	211	228	264	131	249	90%
Apr	200	212	296	142	261	84%
May	275	280	316	164	283	73%
Jun	271	288	307	185	294	59%
Jul	197	219	264	156		
Aug	210	235	219	160		
Sep	190	206	203	180		
Oct	188	238	186	168		
Nov	182	227	143	157		
Dec	159	214	139	168		

Table 1: TransCore Canadian Spot Market Freight Index (January 2002 = 100)

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- 13.ST. CATHARINES



TSQ

MISSISSAUGA, Ont. – In response to the growing number of teenager deaths in the US from accidents with commercial vehicles, the Commercial Vehicle Safety Alliance has partnered to create a new training program called “Teens and Trucks.”

Working in collaboration with the Arizona Trucking Association, the Arizona Department of Public Safety, the American Trucking Associations and related industry organizations, the program aims to educate teens about safe driving practices around commercial vehicles (for more on the program, visit www.teensandtrucks.com).

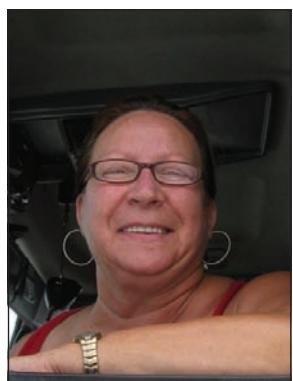
While it's no secret that truck drivers have long lobbied for the public to be better educated about big rigs, we dropped by the Husky Truck Stop in Mississauga, Ont. to find out what truckers think the most important message for teenage drivers should be.

Wilma Katerberg, a driver with



Truck Stop Question

ADAM LEDLOW



Wilma Katerberg

TransX out of Winnipeg, Man., says the most important lesson for young drivers to learn is that if they can't see the truck's mirrors, the truck driver cannot see them. However,

What advice would you give to teenage drivers about operating around trucks?

Katerberg says truckers being cut off by cars is a major issue as well, so instilling patience in new drivers is key.

“What happens so regularly out there is that the vehicles are cutting right in front of you. You are allowing a little bit of space, and they are just pulling in there,” she says. “You just have to give trucks their room...You are taking your life into your hands making such crazy moves. Drivers are impatient. So be patient.”

Kent, an owner/operator with Trucking Hallways out of Ridgetown, Ont., says that poor driving habits



Kent

from teenage drivers can be a big problem for tractor-trailers.

“There are a lot of people cutting us off or tailgating; this is obviously because of the poor knowledge about trucks,” said the trucker of 15 years. “They do not get trained properly and they do not really care. The important thing is to get proper training and then following the safety rules.”



Kenneth Bickham

Kenneth Bickham, a driver with Andrews Transport in Louisiana, says that teenage drivers often think they're invincible and don't realize how dangerous large trucks really are.

“You should not take anything for granted; you have to check everything, and you have to be as cautious as possible and drive for you and the next man,” he told *Truck News*. “Just be cautious. Take no chances with a big truck. Pulling out in front of one – he cannot stop or maneuver or as fast as you can. A big truck cannot stop as fast as a car or pick-up; it will not take off as fast. It is heavy and it is deadly dangerous; you cannot take a chance with them.”



Larry Lacroix

Larry Lacroix, an owner/operator with Motrucks in Moonbeam, Ont., says that just as important as teaching young car drivers the safe way to operate around big rigs is to ensure that young truckers are aware of the dangers of the profession.

“For teenagers coming off the street and jumping into these things, they've got a lot to learn. You have got to know the safety rules first. My son comes with me for 23 weeks, takes a week off and comes back with me again. He is learning the ropes and being trained,” he said. “The course with Fifth Wheel teaches him defensive driving, and that is the most important thing – defensive driving – with these big rigs. A lot of companies do not see that.” □

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	January 21	Cape Breton	
	January 28	Woodstock, NB	
Saskatchewan Trucking Association	September 17 September 18	Saskatoon Regina	visit www.sasktrucking.com
Partners in Project Green	February 8	Toronto (Airport)	Visit www.partnersinprojectgreen.com
Alberta Motor Transport Association	September 28	Edmonton	Visit www.amta.ca
	October 5	Calgary	
	October 14	Edmonton	
	October 28	Calgary	
British Columbia Trucking Association	November 3 January 19 March 23	Langley Kamloops Langley	Email BCTA@BCTrucking.com
Manitoba Trucking Association	October 15	Winnipeg	Call 204 632-6600 or visit www.trucking.mb.ca
Humber College – Woodbine Campus	September 25 October 9 October 23	Toronto	Call 416-675-5005

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