

TRUCK NEWS

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

Wasted wind

Ontario driver wants to turn truck-generated wind into household energy

By James Menzies

TORONTO, Ont. – Who has seen the wind? Former owner/operator and part-time professional driver Larry Cater has, and he likes what he sees. Specifically, Cater has seen the potential in harnessing the draft generated by transport trucks and converting it to household electricity.

It may seem far-fetched, but Cater has patented his idea for a Traffic Driven Wind Energy Generator, or as he prefers to call it, 'Green Truck Lanes.'

"Being a victim of the road for a number of years, I've realized there's substantial wind out there that's unharnessed, so I went looking for a way to harness the energy from the road," Cater told *Truck News* in a recent interview. The former owner/operator sold his truck two years ago and invested the money into his invention while continuing to drive a company truck part-time. Cater comes from an inventive family; his father sold two patents in the 1960s, one of which was in use until recently.

Cater has developed three variations of a system that would take the wind created by transport trucks and other vehicles and then convert it to electricity. The first consists of a modified jersey barrier, which would line medians on existing highways such as the 401. In addition to preventing

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Professional drivers were promised "more convenient access" to Ontario's redeveloped service centres. This is what you got.

By James Menzies

TORONTO, Ont. – Professional drivers who were concerned that the service centres along Ontario's busiest corridors may not be redesigned with their interests in mind, appear to have been correct.

As construction continues on many of Ontario's 23 provincially owned service centres, professional drivers are finding truck parking at some sites is inadequate. At West Lorne, for instance, pull-through truck parking spots have been replaced with spaces that require a driver

to back in blindside, professional driver James Garvin told *Truck News*. Worse, the width of the spaces don't even account for a truck's mirrors. Garvin parked in one of the spaces recently and noted his mirrors overhung the white lines.

West Lorne does, however, have six drive-through RV spots and four LCV parking spaces.

The West Lorne service centre is still under construction, but Garvin worries the parking situation won't improve. When he asked a general contractor on-

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In freight we trust

Fears of double-dip recession overblown, trucking analysts say

By James Menzies

DALLAS, Texas – There's little chance of a double-dip recession, leading trucking industry forecasters assured attendees at the first annual Commercial Vehicle Outlook Conference here recently.

Eric Starks, president of FTR Associates, said while "there are substantial downside risks out there in the marketplace, a true double-dip recession is unlikely." He said a "growth recession" is more likely, which is described as positive growth but at such a slow pace that it may feel like a recession to trucking companies.

FTR keeps a Trucking Conditions Index, which considers many variables affecting the trucking industry and combines them into one metric to measure the overall health of the trucking industry. The index, which plummeted during the recession, is now near the zero mark, which means neutral.

"We're kind of back to normal," Starks said. "Some guys feel great, but in general, the industry is feeling okay. The industry is going to tread water for the next several months at least and by the middle of next year, things will accelerate."

Despite startling new housing figures that showed sales of

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Navistar launches assault on medium-duty market



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- **Executive view:** John Erik Albrechtsen of Paul's Hauling candidly discusses what issues are on his mind. Page 52
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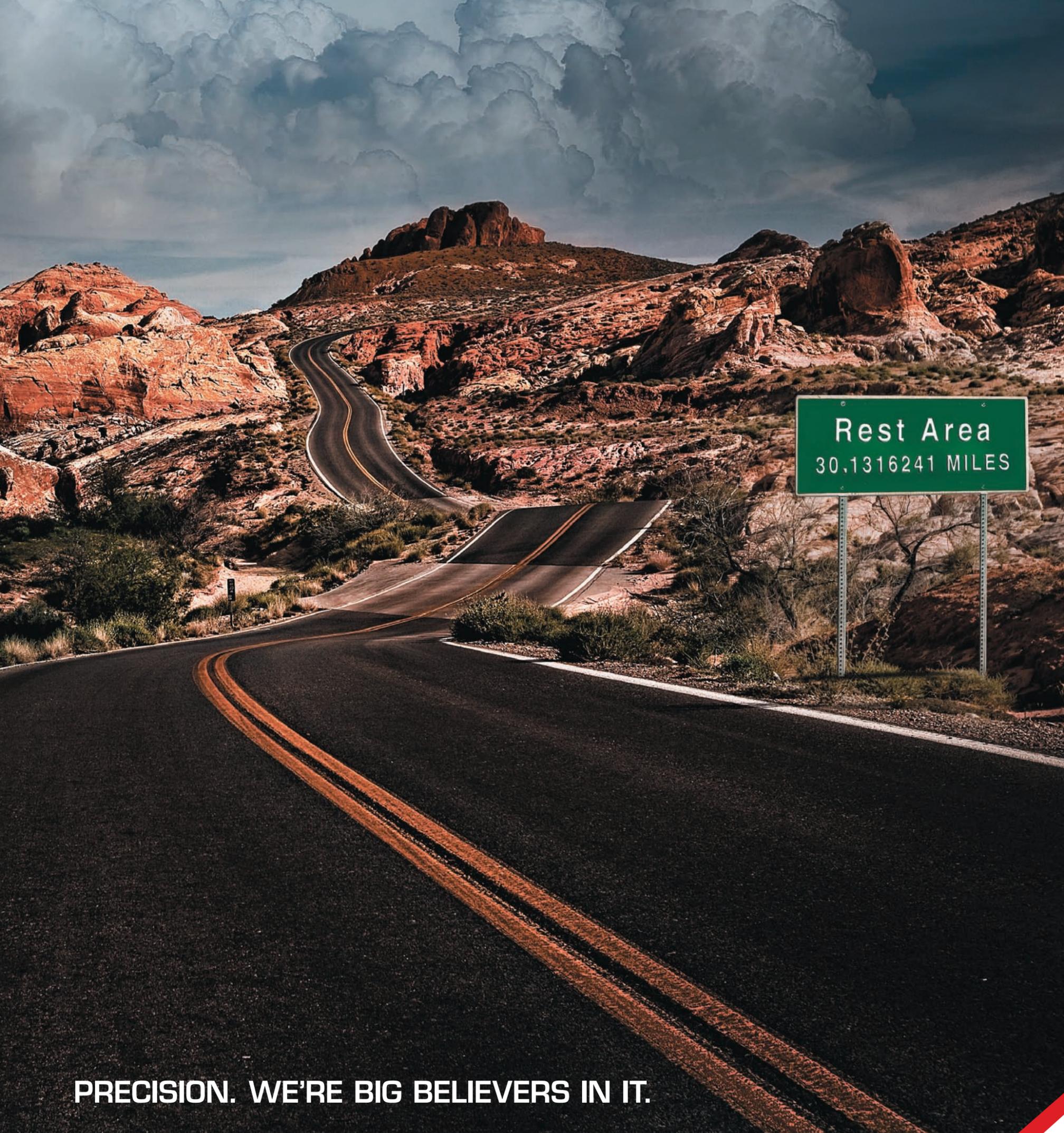
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Move along, no room at the service centre

Despite promises via the MTO Web site that Ontario's redeveloped service centres would provide "more convenient access" for commercial vehicles, early indications would suggest that in some cases at least, the opposite is true. As you can see on this month's cover, Ontario's already abysmal truck parking situation appears to be getting worse – not better – with the reconstruction of the province's 23 service centres.

At West Lorne, pull-through spots have been replaced with narrow spaces that require a driver to back in, blind-side. And the width between the white lines seems not to account for a truck's mirrors. Driver James Garvin submitted pictures that show his mirrors overhang the white line even when his tractor-trailer is shoehorned into its allotted space.

On-road editor and full-time professional driver Harry Rudolfs did a quick survey of the 401 rest areas on a recent run to Montreal and back. What he discovered wasn't much more promising.

Eastbound, Harry advised, "Don't even think of going into Newcastle." Concrete barriers will see to that. Wooler Hill currently only has emergency parking for LCVs and Harry said there appears to be police enforcement to ensure those spots aren't used by a single trailer-toting trucker.



The Odessa Esso/Tim Horton's complex near Kingston is next, but Harry also suggests staying away from there as it's easy to get blocked in and has very limited parking.

Next is Mallorytown, which is closed up and barricaded. No stopping there.

Finally, Morrisburg has a few acres of truck parking, earning "top ranking" according to our intrepid reporter. Commercial truck drivers may be best advised to cross into Quebec where there's a new Timmies and fuel bar, but only "minimally adequate" truck parking, Harry noted.

Heading westbound back to Toronto, you'll find one of the new OnRoute facilities just across the Ontario provincial boundary.

Harry reported there's no fast food there yet, but the bathrooms are open. You won't likely find a parking spot though, as the trucks have been staying out front since there's virtually no space out back.

"I suspect that there's no room out back because of piles of contaminated soil and french fries and oil drippings from when this was a Wendy's/Shell/

KFC," Harry noted in his recent blog at Trucknews.com.

Next up is Morrisburg westbound – completely closed. No stopping or parking. Mallorytown westbound, near Brockville, has some "ad hoc parking and washrooms in portapotties," Harry observed. There's little space on the lot, however, so better move along if there are already trucks there.

Westbound Odessa is a no-go as well. "It's barricaded and haunted," Harry insisted. "Only cops are brave enough to go in there."

Finally, a place to stop: Wooler Hill westbound is open but most parking spaces remain fenced off. Truckers are parking on the shoulders of both ramps to access the washroom facilities.

Just prior to Bowmanville, you'll come across the 445, which is one of the only old-school sites to remain open all along. But don't get too excited, "Parking is not adequate," Harry said. "Not overnight."

So there you have it. Between Toronto and Montreal, your parking options are indeed limit-

ed. Anecdotally, the Toronto-Windsor corridor seems to be just as bad. Most professional drivers are learning to live without these facilities – exactly where they're stopping, I have no idea.

However, it seems the only trucks welcome at these revamped service centres are those that are delivering the food, fuel and supplies required by the retailers that do business there. □

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Take time to know your real estate options

For two years now we've concentrated on shrinking – our fleets, our staff, our real estate holdings, our expectations. It's time now to concentrate on growing.

Even if the fragile economic recovery takes an unfortunate detour for a while, the time is now to put in place the strategies for future prosperity. This is particularly the case when it comes to real estate decisions.

Trucking businesses relocate for a variety of reasons. Understanding the available options can be critical to business success as a great deal of money will be tied up in the decision.

Mark Cascagnette, vice-president, industrial, global supply chain solutions for Cushman and Wakefield, walked motor carrier executives through the available options at our recent Carrier Workshop, conducted in partner-



ship with Dan Goodwill and Associates.

The first thing to remember is that real estate decisions often don't get the attention they deserve, considering the costs involved. And when they do, not enough time is spent analyzing all the options available.

Giving yourself the luxury of time to make a decision by thinking about it far enough in advance (at least a year and a half) and arming yourself with information will make it easier to manage these costs.

There are also a few tricks of the trade it doesn't hurt to know.

If you are looking to purchase a facility, you're going to need anywhere from 10-40% cash down depending on the financial institution.

Choose this option in good times and you gain a competitive advantage with an efficient facility at a good price; go this route in bad times and the property becomes an anchor, limiting your options.

Prefer to buy land and build your own facility? It's a very expensive and time-consuming option that can take the focus off your core competencies.

But it may be the only choice for specific asset classes such as cross-docks and transport terminals.

If you're opting for a renewal on your facility, there are usually three, six or nine months' written notice required and you

will need to negotiate a new rate. Don't neglect to complete an operating cost audit and ask for part of your deposit back.

When subtle options and/or market conditions are poor, a lease buyout may be ideal.

And remember you have help; landlords will buy out your lease to get you into their building for 10 years. Finding it more difficult to gain access to necessary credit? Consider the sell and lease-back option, a process whereby the owner and tenant sell a portion or all of the property to an investor and lease it back for five, 10, or 15 years.

It's a great way for companies to extract cash out of real estate and redeploy it to other areas of the business, according to Cascagnette. □

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Did you know?

What motor carriers rate against other modal competitors

We have been conducting our annual Shipper's Choice Awards Survey for one year short of a decade yet this may have been the hardest year to date for scoring the performance of the many carriers serving Canadian shippers. The worst recession of the post-war era left both shippers and carriers scrambling to survive but moving in different directions in doing so. For shippers, the focus was on cutting costs and tak-

Mode	On-time performance	Equipment and operations	Information technology	Competitive pricing	Customer service	Problem solving	Value-added services	Sustainable practices	Total satisfaction Score
LTL Trucking	20.010	17.366	15.274	19.180	19.378	16.640	13.124	16.126	137.099
TL Trucking	21.288	19.111	15.713	19.881	19.688	17.360	14.282	17.087	144.411
Ocean Carriers	18.695	17.770	16.924	19.155	18.658	16.683	13.869	15.855	137.611
Couriers	20.411	17.848	18.530	18.635	17.763	15.558	13.159	15.926	137.831
Air Carriers	20.735	18.809	17.834	18.546	18.767	16.839	13.767	16.583	141.880
Rail	15.614	15.849	15.336	16.760	14.513	12.751	11.326	14.996	117.145

ing advantage of the downward pressure on rates offered by the significant capacity overhang among most modes.

For carriers the focus was on shedding equipment to balance capacity with the new and much lower demand for their services and to maintain some sort of price stability. The chart above shows how ship-

pers scored the performance of their core LTL and TL carriers, as well as carriers in other modes, in eight key performance indicators. Note that TL carriers were given the highest shipper satisfaction scores. That's a double-edged sword, of course, since that also indicates that service expectations are highest in the TL sector.

In fact TL carriers scored ahead of all modes in on-time performance, quality of equipment and operations, customer service, problem solving, value-added services and employing sustainable practices. Just as impressive is the fact they accomplished all that while being graded highest for providing competitive pricing. □

CLASS 8 TRUCK SALES TRENDS

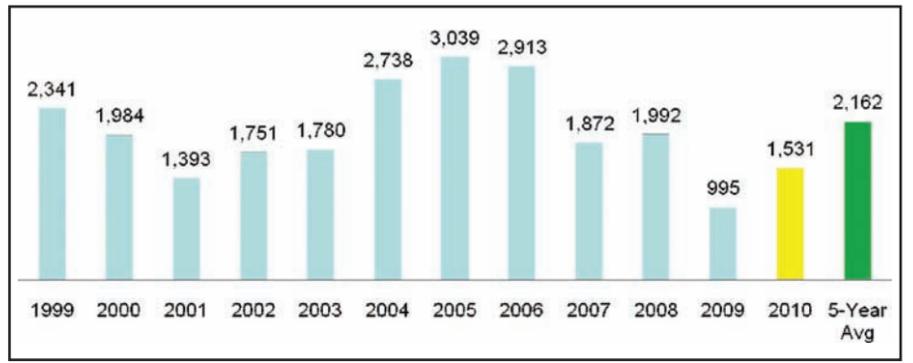
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There were 1,531 Class 8 trucks sold in July this year, continuing the pattern of considerable sales increases over the previous year. The sales total was also higher than the July total back in 2001. All truck manufacturers still producing trucks showed considerable improvements in their sales figures. However, when put into context over a 10-year history of Canadian truck sales, it's becoming clear that the Class 8 market is rebounding slowly. This July's numbers were only better than those posted in 2009 and 2001. They also showed a decrease from the previous month.

Monthly Class 8 Sales - July 10

OEM	This Month	Last Year
Freightliner	303	107
International	364	290
Kenworth	338	186
Mack	119	80
Peterbilt	197	113
Sterling	0	88
Volvo	108	91
Western Star	102	40
TOTALS	1531	995

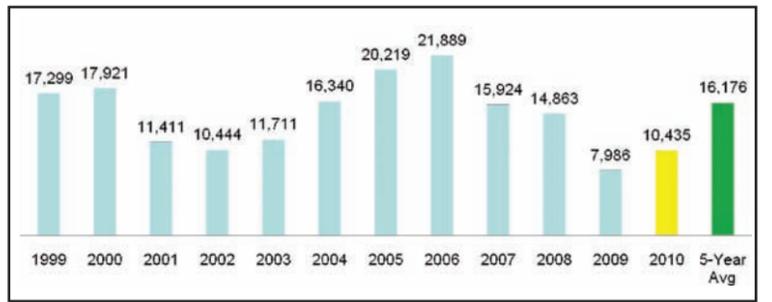
Historical Comparison - July 10 Sales



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

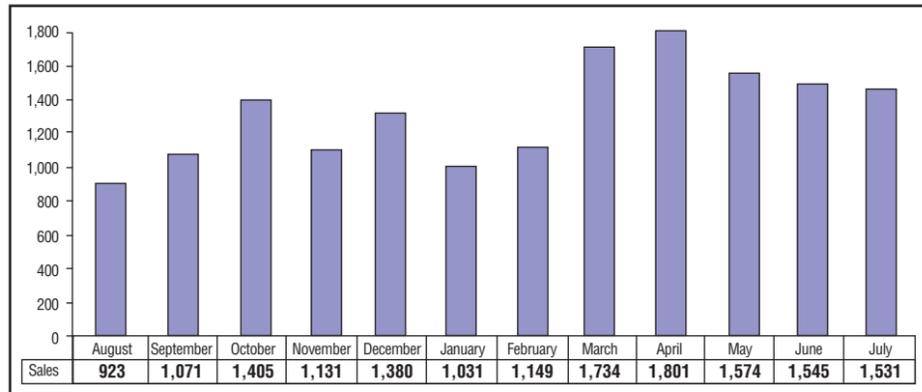
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	147	218	119	91	829	359	151	96	0	9	2,019
Kenworth	181	539	104	139	430	620	79	0	0	0	2,092
Mack	32	43	43	43	287	101	38	16	0	0	603
International	140	282	41	146	1,238	691	111	81	9	47	2,786
Peterbilt	92	272	84	123	167	350	67	36	0	0	1,191
Sterling	23	42	15	2	8	41	0	0	0	0	131
Volvo	40	51	36	51	462	183	52	37	0	7	919
Western Star	105	157	34	17	150	115	44	65	0	7	694
TOTALS	760	1,604	476	612	3,571	2,460	542	331	9	70	10,435

Historical Comparison - YTD July 10



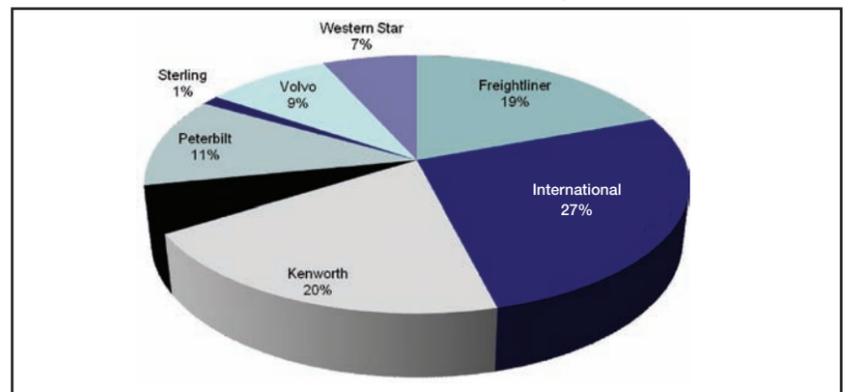
During the first seven months of 2010, there were 10,435 trucks sold in the Canadian market. That's a considerable improvement over last year and higher than the 26% increase in production forecast by ACT Research for this year. Growing freight volumes and improved rates in the TL sector are being cited as the main reason for motor carriers' resumed interest in buying new trucks. Yet, to place things in perspective once again, current sales remain more than 5,000 units below the five-year average and are only better than last year's totals, having now slipped just below the YTD totals in 2002.

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 three 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 - July 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, climbing into second place past Freightliner for the first time.

Source: Canadian Motor Vehicle Manufacturers Association

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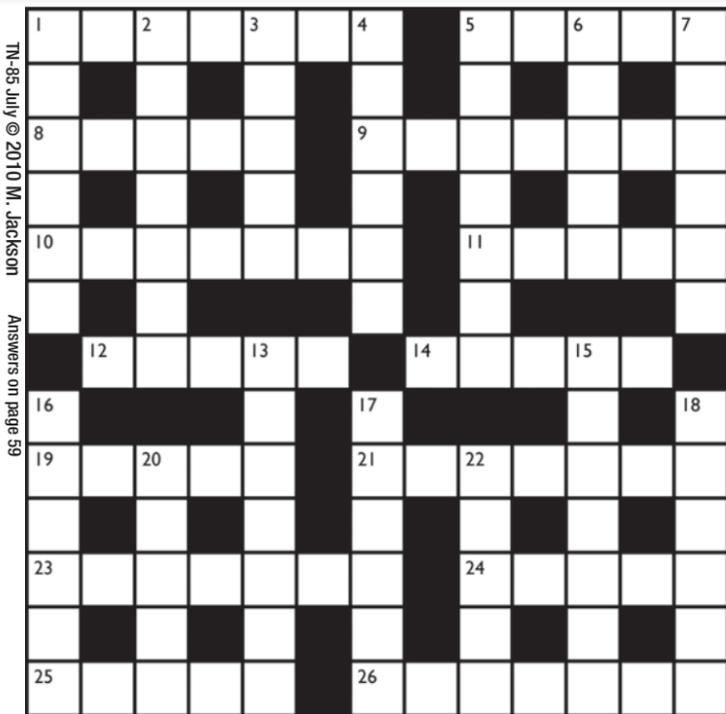
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Across

1. Pneumatic-suspension components
5. Radiator-hose fastener
8. Cartage company's delivery range
9. Upscale Mack Pinnacle variant
10. Truck-tranny brand
11. Registration-document name
12. Maker of Airtronic bunk heaters
14. Shift-lever toppers
19. Write off a truck
21. Border crossing south of Montreal
23. Unit of measure for VIA Rail freight
24. Pistons' jewelry
25. Brand on Rotella T engine oil
26. Frozen-fries trailers

Down

1. Truck-stop breakfast hours, perhaps (3,3)
2. Truckmakers' defect notices
3. Road-map compendium
4. Suspension-system item
5. CB slang for Calgary (3,4)
6. UFO driver
7. Fifteenth Prime Minister's given name
13. Shell Spirax or Petro-Can Traxon (4,3)
15. Add weights to a wheel
16. Big-rig exhaust pipes
17. Fifth-wheel or tandem-axle type
18. Long-term truck rentals
20. Tridem axle count
22. Road bend

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IN BRIEF

Private fleets: How do you compare?

TORONTO, Ont. – *Motortruck Fleet Executive* and the Private Motor Truck Council of Canada are conducting groundbreaking research that will establish fleet management benchmarks for private fleets.

Private fleet managers are being asked to participate in the study by completing a short survey.

The survey was developed in consultation with senior private fleet managers, with topics including: fuel purchasing practices; evolving technology; driver wages and benefits; and safety programs.

The results will allow Canadian private fleet managers to compare their own operational practices with those of other private fleets in the industry.

It's a 'first of its kind' project that will benefit all private fleet operators across the country.

To take the survey, visit www.surveymonkey.com/s/RHP7Q7G. □

MTI welcomes 100th batch of Earning Your Wheels students

CASTLEGAR, B.C. – Mountain Transport Institute of Castlegar, B.C. is gearing up to welcome its 100th consecutive graduating class of Earning Your Wheels students this fall.

The 12-week training program, developed by the CTHRC, exposes students to a minimum of 120 hours in the classroom and 85 hours behind the wheel of an articulated tractor-trailer, followed by a minimum of 100 hours behind the wheel during four weeks of supervised workplace experience with a partnering carrier.

The program is delivered exclusively through accredited schools such as MTI, and by certified coaches and instructors.

Earning Your Wheels has made a difference in the employment opportunities for graduates, says Andy Roberts, president of MTI. "They have not just found work. They have found work with good, high-quality, mainstream carriers. These graduates are not just getting jobs. They're beginning careers."

MTI's 100th class of Earning Your Wheels students will complete in-class training on Oct. 1. □

BORDER

Freight is up across every mode, analysts point out

Continued from page 1

previously-owned US homes were down 27% in July and housing starts down 12% compared to June, Starks said there's little reason to fear a double-dip recession and pegged the likelihood of such a scenario at just 10%.

"We believe that it will take some external shot for us to go into a double-dip and it would have to be a global issue," he said. "Something would have to happen abroad as well as domestically and it would have to be something completely unexpected to push us back into a double-dip."

Those sentiments were echoed by Donald Broughton, managing director and senior analyst with Avondale Partners and a frequent guest on TV news and business programs. Broughton blamed those very programs for creating some unnecessary anxiety.

"People are way more worried than they should be," he said. "(Freight) demand is going up. It's going up across the board, in every single freight mode."

He urged attendees not to be discouraged by mainstream media reports or stock market selloffs.

"Markets are a reflection of us; we are full of greed and full of fear. It takes a long time to instill confidence in us and it takes no time at all to instill panic," he said of the markets. "Often, in the news media especially, they say sex sells. But panic sells and fear sells. That's what they sell – they sell fear and it sells newspapers and it sells air time."

The optimist went on to say that news programs place too much emphasis on consumer sentiment and other indices, which are less important than freight volumes. Referring to consumer confidence as "one of the lousiest, over-reported, useless indicators there is," Broughton said he places his confidence in freight volumes. He rolled out chart after chart that showed positive growth in areas such as: truck tonnage; US domestic air cargo; international air cargo; intermodal volumes; and rail carloads of commodities including chemicals, metal/ore, equipment, and forest products.

"In each freight flow I see, there is no sign of a double-dip recession," he said. As for the poor housing stats, Broughton said "trends are not built in one month."

Broughton also said there are some fundamental differences between the most recent economic meltdown and the previous cycle.

In the last economic downturn, Broughton, who has carved out a niche as the pre-eminent source of information on US trucking bankruptcies pointed out: trucking failures removed 11% of gross capacity off the road, but the remaining players added trucks bringing the net capacity reduction to just 7%. At its worst, freight demand dropped 9%, Broughton noted.

This time around, trucking company owners seemed to have learned their lesson. This cycle:

"Markets are a reflection of us; we are full of greed and full of fear. It takes a long time to instill confidence in us and it takes no time at all to instill panic,"

Donald Broughton, Avondale Partners

trucking failures removed 12% of gross capacity but at the same time remaining players shrunk their fleets bringing the total capacity reduction to 15% of total trucks in the market.

At its worse, freight demand shrunk 13% during the most recent recession, Broughton noted, but the road to recovery is more manageable because fleets had the wherewithal to avoid adding trucks during the downturn.

Both Starks and Broughton said

fleets should be more concerned about a major impending driver shortage than freight volumes. Starks said a driver shortage of "unprecedented" proportions is going to hit in 2011, exacerbated by CSA 2010, which may effectively remove 200,000 current drivers from the pool.

"The most important factor for truckers is going to be the ability to attract, train and retain an adequate number of drivers and owner/operators," agreed Broughton.

Big changes on the way, ATA chairman warns

By James Menzies

DALLAS, Texas – The demise of some 5,823 US trucking companies and the voluntary parking of equipment by surviving fleets has created an opportunity for the industry going forward.

But it's far from clear sailing, as there are more issues facing the industry than ever before, according to Tommy Hodges, chairman of the American Trucking Associations and trucking company Titan Transfer, who was speaking at the first annual Commercial Vehicle Outlook Conference.

Hodges said trucking bankruptcies removed more than 200,000 trucks from the system during the recession and fleets with more than 100 trucks parked, on average, 9.1% of their power units. That means about a million loads every week must find a new way to market.

"In one week's time, there are more than one million loads across the land that have to be redistributed to the rest of the carriers," Hodges said.

"We took so much capacity out of the marketplace that one million loads a week have to find a new way to get where they're going."

Hodges lauded the owners of surviving trucking companies for parking equipment during the downturn rather than hauling at a loss.

"One thing (the recession) did do is, if you are a trucker and haven't changed your mindset about the value of an empty truck, then you're behind the curve," he said. "The value of an empty truck is going up exponentially. Shippers understand capacity and they understand freight on their dock that's not moving."

"This will be more difficult this cycle than it has ever been."

Broughton also left delegates with some other predictions: truckload pricing will continue to improve; nobody wants to buy EPA2010 engines but they'll get the math to work by comprising their fleets of a mix of EPA2010 and older generation engine technology; bankers who may have sworn off trucking will realize they got burnt worse by other sectors and will once again finance trucking companies sooner than you'd think; domestic manufacturing – not consumer spending – will continue to drive the economic recovery; and that the next great American consumer spending boom will come from consumers outside the US, in emerging economies such as China, driven by people who want to emulate the American lifestyle. □

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BORDER

Likelihood of a US HoS rewrite seems to be increasing

Continued from page 7

ductivity gains must be achieved. “We have got to be broad-minded enough to understand that we’re going to have to address productivity issues or the American way of life is going to change,” he said. “We will have markets that will be underserved and when I say underserved, I mean they won’t have the things they’re accustomed to having on shelves when they go shopping.”

As for electronic on-board recorders, Hodges said “Get ready for them, they’re coming.” He said that once required, EOBRs may add about \$1,750 to the cost of a new truck.

On CSA 2010, Hodges said drivers will hold all the cards. “I have another name for this, I call it the Free Agency for Drivers Bill,” said Hodges. “It’s going to play out in two major arenas. First is a driver who knows he’s got a good record, knows how to abide by the rules and knows his value to my company, he’ll say ‘look at my score, you’re going to pay me 50 cents/mile or I’ll go over to XYZ and they will.’ And the insurance company is going to have access to this information through you and if you have drivers in your system that don’t meet their standards, they’re not

going to buy your risk.”

Hodges pointed out CSA 2010 is already effectively underway, because carriers operating in the US are already being scored.

“If you’re not working on your seven BASICS today, then get ready for an intervention tomorrow,” he warned.

Hodges also warned of political changes in Washington, referring to US President Barack Obama as an “urban president” who may not be in tune with transportation needs beyond public transit.

Hodges also seemed resigned to the fact US hours-of-service rules will change in the coming months.

“The hours-of-service rewrite is a political football and it will have nothing to do with good science,” he predicted. “It’s a political football that is going to get passed over our heads. There’s a good possibility we will lose one to two hours of driving time and there’s a strong possibility we’ll lose the 34-hour restart.” (Lobby groups are pushing for a 48-hour restart, Hodges said).

That could hammer truck productivity by 18-19%, Hodges pointed out.

“We’re going to have to buy 18-19% more trucks if they were to take two hours off, it’s a huge deal.” □



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BORDER

Major freight hub planned for Windsor airport; Landstar says it's not involved

WINDSOR, Ont. – Landstar System released a statement clarifying early media reports that indicated it was involved in the construction of a major multi-modal transportation and logistics facility at the Windsor Airport.

While Landstar itself is not directly involved, it has been confirmed that up to 10 freight services and logistics companies are committing to the project, which is being spearheaded by an independent Landstar agency, Carlin Enterprises. It was first reported by local media that Landstar itself was behind the major development.

“Neither Landstar System, Inc. nor any of its subsidiary companies, including Landstar Canada, Inc., are involved in the proposed project,” the company said on its Web site in response to media reports. “Landstar understands that discussions regarding this project have involved representatives of the City of Windsor and Carlin Enterprises, a Hamilton, Ontario-based business. Carlin Enterprises is an independently owned and operated agency for Landstar but is not acting as Landstar’s agent or representative in this project.”

Regardless, the project was formally confirmed by local officials last month, who described the project as a “state-of-the-art multi-mod-

al cargo facility.”

Rail, ocean container and road shipments will flow through the hub, avoiding the congestion associated with major cities like Toronto and Montreal.

Up to 10 different freight services and logistics companies will be involved in the project, officials said. Dock and office space at the facility will be available for lease and it’s expected stakeholders will include companies involved in: container operations; container yard supplies; transportation freight handling services for ocean, road and rail containers; air freight service providers for consolidation and de-consolidation; customs brokerage and freight-forwarding; yard services, heavy haul transportation and storage and courier and expedited services.

“This milestone for Windsor-Essex leverages this region’s existing strengths and is the future model for developments and consolidation in the transportation and logistics sector,” said airport president and CEO Federica Nazzani.

The new facility will include 80 doors, a 30,000 sq.-ft. loading dock operation and 12,000 sq.-ft. of office space.

It will directly employ about 360 people with another 100 spin-off jobs. □

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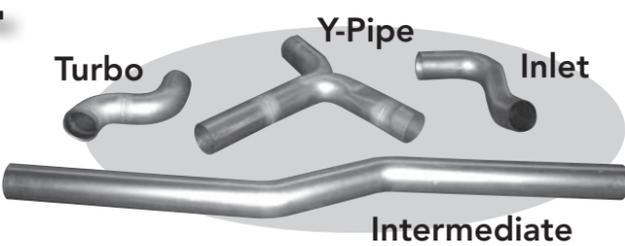
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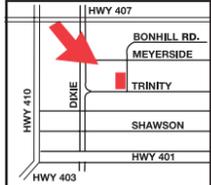
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Political, legal issues put drag on DRIC project over summer

By Ron Stang

WINDSOR, Ont. – Summer can be a slow time for news. But not when it comes to the controversial Detroit River International Crossing (DRIC) project for a new border access road and bridge linking Windsor and Detroit.

There have been new developments virtually every week over July and August, as events continue to play out in the political and legal arenas over the \$5-billion plan, slated to become Canada's largest infrastructure build and which would have a dramatic impact on border traffic and especially truck movement at this congested commercial crossing.

On the political front, hopes were dashed in June that the Michigan State Senate would approve a public-private partnership allowing construction of the bridge. The Senate deferred the matter as a result of questions regarding taxpayer responsibility should the partnership fail (for example, if toll revenues were not high enough). They also worried about P3 availability applied to other state highway projects.

While the senate put the matter on hold, there have been charges the Republican-dominated body has been severely influenced by Manny Maroun, the owner of the existing Ambassador Bridge, who has been a financial contributor to various legislative members' campaigns, both Republican and Democrat, and a strong opponent of DRIC. Maroun wants to build a competing six-lane span to replace his current bridge, which opened in 1929.

A new version of the P3 bill could come forward in September.

Republican Senator Jud Gilbert, who chairs the state senate's transportation committee, is seeking a compromise. His new bill would sever legislation for P3 availability from other projects.

"What it's going to be is DRIC-specific," he said.

Meanwhile, on the Canadian front, a federal cabinet shuffle has not lessened Ottawa's commitment to DRIC.

Former Transportation Minister John Baird was a forceful proponent of the crossing, and travelled to Michigan's capital a couple of times to lobby lawmakers to pass the P3 bill. In May the government offered \$550 million to the cash-strapped state to pay for infrastructure leading to the bridge.

The new minister in charge of the portfolio is Chuck Strahl, who was quick off the mark to reaffirm support.

"Canada's position remains unchanged," he said. "Anything I can do – as Minister Baird did before me – we'll be there to make sure they know of our absolute support."

September, however, is just two months ahead of US mid-term elections, which could see another delay if politicians put off the matter until after the electorate approves new office holders.

Currently in the lead among polls for state governor is Republican Rick Snyder, who supports DRIC so long as the legislature backs it and it won't have taxpayers hold-

ing the bag for unforeseen costs.

His Democratic opponent, Virg Bernero, recently changed his tune on the new crossing. His spokeswoman said he "will evaluate proposals to build that second bridge" based on which proposal creates the most jobs, costs taxpayers the least, and has the most local support and the least environmental impact.

Then there are the legal issues.

The latest was a decision by a Michigan judge to deny the bridge company an appeal to federal court after the company lost at the state appeals level. US District Court Judge Patrick Duggan likened the bridge's attempt to be heard in federal court to an improper "second bite at the apple."

The decision means the company could soon be forced to enact an order to demolish structures such as a new Customs duty-free store

and truck and car refuelling depot on its Detroit plaza, because they were illegally constructed on city property.

A day later came news that the Sierra Club of Canada was taking legal action to halt the entire project.

The organization takes issue with a permit issued to allow the highway and bridge to go forward. The group says the construction violates the provincial Endangered Species Act because it would cause "permanent degradation of a sensitive ecosystem" as well as the "destruction" of various species, "at great public expense, all to provide additional infrastructure to meet a declining demand."

The Sierra Club points to statistics showing a declining volume in truck traffic. It advocates that cargo be moved by an improved rail infrastructure system which pol-

lutes less.

The six-lane sunken freeway would run adjacent to the provincially-designated Ojibway Prairie Complex – an area of "natural and scientific interest" – but not through it. The Club calls the complex "an ecological relic, containing Canada's largest remaining tall grass prairie ecosystem" and provides habitat for several "threatened or endangered species" including the Eastern Fox Snake and Kentucky Coffee-Tree.

But the Environmental Assessment permit calls for removal or transplantation of virtually all these species to nearby habitats where they may thrive and propagate.

Interestingly, the same day, the Ambassador Bridge also launched a judicial review, though the Sierra Club has said its action is independent of that of the bridge. □



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BORDER

Driver shortage, HoS reduction keeping US fleet execs up at night

By James Menzies

DALLAS, Texas – There are several issues weighing heavily on the minds of US fleet executives who were speaking at the Commercial Vehicle Outlook last month in Dallas, and they may not be what you'd expect.

Trucking industry leaders at the event seemed satisfied that freight volumes, and even trucking rates, were rebounding. What really concerned them was a growing sense that US hours-of-service will soon be reduced and that a driver shortage of unprecedented proportions will soon arrive.

US hours-of-service rules have been under review since late last year, when a coalition of special interest groups convinced the Federal Motor Carrier Safety Administration they were unsafe, even though highway safety has improved under the existing rules.

Fleet managers in attendance seemed resigned to the fact that allowable daily driving hours will be reduced by one or two hours as early as this fall and the 34-hour restart provision could even be stretched to 48

hours if lobbyists have their way. "The hours-of-service rewrite is a political football and it will have nothing to do with good science," said ATA chairman Tommy Hodges. "It's a political football that is going to get passed over our heads. There's a good possibility we will lose one to two hours of driving time and there's a strong possibility we'll lose the 34-hour restart."

Losing two hours of driving time per day would effectively reduce truck productivity by 18-19%, Hodges pointed out.

Truckers cannot afford a productivity loss, especially when it's likely to coincide with a massive shortage of drivers. Consider that capacity is already tight and that CSA 2010 could make as many as 200,000 current drivers unemployable and you have a perfect storm brewing – a capacity crunch so severe that it could mean freight sits undelivered on shippers' docks.

"CSA 2010 is going to be a catastrophic event," said Leo Suggs, chairman and CEO of Greatwide Logistics Services, which has an ambitious plan to hire 800-1,000 owner/operators by the end of the year. "If you couple the reduction in hours-of-service to the driver shortage today and then to CSA, then I think we have a crisis situation shaping up from a capacity standpoint. I think the magnitude of that will depend on how quickly the federal government recognizes we have a problem and figures out some way to delay or mitigate the impact (of the regulatory changes)."

Other fleet executives speaking on the same panel were less apocalyptic about CSA 2010, howev-

er they agreed a driver shortage combined with a loss of productivity should hours-of-service be reduced could be a devastating one-two punch.

"The availability of drivers is going to be extremely tough and we're going to hear about freight that doesn't move," said Max Fuller, co-chairman of US Xpress. He predicted a shortage of drivers in the hundreds of thousands and says "freight will be left on the dock and it's going to be a big game-changer for the shipper."

It will also be a game-changer for carriers, the panelists agreed, and will require trucking company managers to change their traditional ways of thinking.

"This industry historically thinks in terms of miles," said Tom Kretsinger, president and CEO of American Central Transport. "I think one of the key measures will have to be time. What percentage of this limited time

can we put to good revenue use for us and the driver."

Kretsinger said when his fleet deployed electronic on-board record-

ers, it was surprised to learn just how much of its drivers' on-duty hours were not spent productively. Trucking companies will have to better manage their drivers' on-duty time and that may mean fines for shippers who hold up drivers and equipment.

"As shippers compete for scarce trucks, I think this will add a new dimension to rates," Kretsinger said.

US Xpress's Fuller agreed.

"In the past, we used to think about miles and productivity based on miles," he said. "We're going to have to really think about time – the driver's time and the utilization of that equipment – and factor in a cost to a customer that is tying that truck up."

Greatwide's Suggs agreed fleets will have to strive towards better equipment utilization and that could mean a heavier reliance on intermodal or finding creative ways to eliminate empty miles.

"We won't be able to afford to have the truck sitting in the rest area with the driver in the sleeper for 10-12 hours," he said.

A reduction in legal working hours for truckers will also impact the average length of haul, Kretsinger noted.

"Between CSA 2010 and EOBRs and probably hours-of-service changes, the definition of a one-day haul is going to change," he said. American Central Transport's average length of haul is 600 miles and all its pricing and driver pay rates are based on the assumption that delivery can be completed in one day.

"I think people really need to keep an eye on that and work with it as this thing progresses," he warned. □

'CSA 2010 is going to be a catastrophic event.'

Leo Suggs, Greatwide Logistics

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Used truck registrations surge in US

SOUTHFIELD, Mich. – Used commercial vehicles are being registered in the US at a record pace, according to data released by Polk.

There were 354,400 used commercial vehicles (Classes 3-8) registered in the US during the first two quarters of 2010, Polk announced. That's a new re-

cord for used commercial vehicle registrations over a six-month period and it represents nearly 68% of the entire commercial vehicle market. It's also a 28.8% increase over the same timeframe in 2009.

"The significant increase in used vehicle registrations so far this year is

indicative of an uptick in the industry with the changeover of the commercial fleet," said Gary Meteer, director, sales and client services, at Polk. "Large fleet owners and operators are upgrading to new vehicles, and therefore the smaller fleet companies and independent owner/operators have great opportunities to find available clean used equipment."

Collectively, there were 524,700 new

and used commercial vehicles registered in the US over the first half of 2010, marking an 18.9% increase over the same period last year. Registrations of new commercial vehicles were up just 3.1% over that timeframe.

Polk points out the uptick in the used truck market represents a significant opportunity for aftermarket parts manufacturers and suppliers as well as commercial repair businesses. □

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BORDER

Waiver renewal fees skyrocket for sex offenders

Department of Homeland Security asking offenders to prove they're low-risk

By Ingrid Phaneuf
OTTAWA, Ont. – It's hard to feel sorry for people convicted of sexual offences, especially those who've committed offences against minors, defined as persons aged under 18 years old under US federal law.

But do you feel sorry for the family man who was charged after consensual sex with a 14-year-old when he was 18, more than 20 years ago, and who has had a clean record ever since? That man, who has held several US waivers already, now has to shell out up to \$6,000, if not more, just to renew his waiver for a year or two, thanks to new requirements.

"It's just not fair," says one waivers consultant, who asked not to be named for fear their clients could suffer repercussions come waiver renewal time. The individual mentioned above is one of those clients. "This guy has a family and he's already had waivers. He can't afford to do this and it may cost him his job."

Truck News confirmed with several waivers experts that clients of waiver consultants across Canada began receiving letters this spring about new waiver requirements for anyone charged and convicted of sex offences.

Basically, anyone convicted of any sexual or child-related offence is being asked to get classified as

high- or low-risk as part of their waiver application, even if they've already received waivers in the past. The requirement is the upshot of recent US federal legislation that aims to protect minors and increase registration and classification of sex offenders in the US. Canadians who have one or more sexual offences on their criminal records must now undergo medical reviews and provide psychiatric assessments proving their low-risk status as part of their application process.

According to waiver consultants, that can be complicated and costly. First an applicant must obtain a medical review checklist from a Canadian physician designated by US Homeland Security for \$500.

Then their own physician must fill out the checklist and send it back to the designated physician. If the designated physician deems the applicant must be referred on for further assessment, the applicant must pay another \$500 to be referred and have their checklist forwarded to a forensic psychiatrist, also designated by US Homeland Security.

According to waiver consultants, designated physicians are few and far between (waiver experts identified a Dr. Howard Seiden located in Toronto as one of two designated physicians in Ontario) and there is

only one forensic psychiatrist designated by US Homeland Security in all of Canada – a Dr. Michael Applebaum, located in Hamilton, Ont.

Waivers experts say the wait time for an assessment by Dr. Applebaum can be up to four months and cost between \$2,500 and \$4,000. The costs incurred by the new requirements are not covered by medical insurance, they say.

Calls to both doctors went unanswered. Indeed, it appears designated Canadian physicians are prohibited from commenting on the matter. According to a text message received from the telephone number of Dr. Applebaum, "...unfortunately I am not authorized to talk to the media in any form. You may get the answers to your questions from the American consulate."

Canadian trucking lobbyists aren't keen to comment either. And of course, truckers are loathe to identify themselves as "victims" of the new waiver requirements, for fear they'll lose their jobs and be stigmatized.

But waiver consultants are concerned the new requirements will have a significant impact on their clients, many of whom are truck drivers and many of whom committed offences, which they deem to be minor, long ago.

"Not everybody who's ever had a sexual offence charge laid against

them is high-risk or a serious offender. There's a gray area," points out Andrew Tanenbaum, program director for Pardons Canada. "But the Department of Homeland Security is making a black or white distinction."

A distinction that truck drivers and their employers may not be able to afford, adds Michael Ashby, communications director for the National Pardon Centre: "Not everyone can afford to take the exam as costs can go beyond \$5,000."

So do only the rich perverts get in? That's one way of looking at it, according to waiver consultants. Still, others argue that complying with US law is just the price of doing business in the US.

"In the States right now, there's a more heightened awareness about the impact of sexual crimes, especially on children," says Margaret Irwin, American Trucking Associations director of Customs, immigration and cross-border operations. "Cases involving children are popping up more and more, and we're hearing a lot more from victims about what they went through. So the US government is just tightening the noose."

Irwin also points out that US drivers convicted of certain crimes have long faced high costs when requesting permission to drive into Canada.

"Getting a 'rehabilitated' from the Canadian government so you could drive into Canada was costing US truckers \$1,500-\$2,000 four or five years ago," points out Irwin.

So who do you feel sorry for? □



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Will fickle feds fund ferry's future?



VITAL LINK: Many aggregate haulers and other transport companies prefer the ferry service to the Confederation Bridge. Photo by Carroll McCormick

By Carroll McCormick

WOOD ISLAND, P.E.I. – Ottawa is, once again, playing water polo with the Caribou, N.S. to Wood Islands, P.E.I. ferry service. This summer it extended the expired five-year contract with operator Northumberland Ferries to March 31, 2011, but Ottawa has not said yet whether it will renew the contract again.

The provinces and users suffered this death row crisis five years ago, but pressured the federal government to delay its plan to cut service to just one ship in 2008. Now Ottawa is retrawling the waters for reasons why it should extend the service, or perhaps for clues to whether it dares to torpedo the thing.

The shiny new Confederation Bridge, opened in 2007, might seem reason enough to deep six the ferry service as another quaint Maritime anachronism, like manned lighthous-

es. The reality, however, proves such thinking to be a bit fishy. In 2009, 347,618 people and their 147,160 vehicles, including 13,166 commercial vehicles, voted with their wallets that the *Confederation* or *Holiday Island* ferries were more practical and 10 times more fun than the bridge.

Round trip ferry fares start at \$65, compared to \$42.50 for the bridge. A truck between 51- and 70-foot long pays \$113 for a ferry crossing, and a five-axle rig pays \$63.50 for the bridge.

So, if bridge equals ferry, who in their right mind would pay 50-78% more for the ferry?

“The understanding that most don’t get is that the bridge is great if you are going in that direction, but if you go to N.S. or Cape Breton, the ferry is vital,” says John MacLean, owner, MacLean’s Ready Mix in Victoria Cross, P.E.I. His company has been hauling construction materials regionally since 1953. An average of four or five MacLean’s trucks make two round trips on the ferries every day.

MacLean’s also does long hauls to and from, for example, Ontario and Quebec. Outbound trips to Upper Canada take MacLean’s rigs over the bridge, but the home stretch, after deliveries to Halifax, etc., is via Caribou and the ferries. Hanging a right at Truro instead of backtracking west to New Brunswick, across the bridge and then east home, saves about two hours driving.

Trucks heading from eastern P.E.I. to Cape Breton via the ferries, or vice-versa, save about three hours road time. There is a little matter of aggregate, not to mention the mountain of other produce and manufactured goods that flow in and out of P.E.I. This province, this land of red mud, does not have anything resembling rock. It all comes from off-island, and lots of it from quarries near Pictou and New Glasgow – a hop, skip and a jump from Caribou.

Bob Gordon, a driver with Greenfield Enterprises in Montague, P.E.I., crosses over to Nova Scotia every day to pick up gravel, without which the province’s Department of Transportation and Infrastructure Renewal would be unable to make a single steaming pound of asphalt.

Gordon, who was polishing his wheel hubs while waiting with a half-dozen other rigs to catch the 11:15 sailing of the *Confederation* on the gorgeous August day I crossed the Northumberland Strait, gripes about having to take turns with cars and RVs on the ferries.

“We are ahead of all the tourists but the ferries (only have to take) four trucks at 1115h and four at 1330h. It can be 1115h and a camper can roll into the toll booth and the ferry makes sure it gets on.” He speaks with innocent bravado about the value of the service to Islanders. “One of these days they’ll shut’er down. And it really won’t hurt our feelings that much.”

MacLean has a more practical and, according to the numbers, widely-held point of view. After a winter taking the bridge, since the ferries do not run from late December to May 1, he says, “We can’t wait for the ferry to get started again to have that option.”

The *Confederation* can hold a mix of 18-20 commercial vehicles, and the *Holiday Island* 14-16, but they have to share the space. Northumberland Ferries holds an annual consultation group meeting with trucking companies.

Continued on page 18

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Ferry's future once again up in the air

Continued from page 16

"We discuss service levels and departure schedules. We guarantee a certain amount of space. It can be viewed as a cap, but it can also be viewed as a guaranteed minimum on a certain designated sailing. The minimum is four, but the carriers have preferred this block system," explains Don Cormier, vice-president operations and safety management, Northumberland Ferries. "We have had a lot of scenarios where campers and RVs have missed a previous sailing but a truck arriving 15 minutes prior to sailing will go ahead of (them). Commercial traffic understands that the 0630h sailing is primarily there for them. We schedule crossings so trucks can do two round trips a day. They know that in the big picture a lot of effort is made to support commercial needs."

Should a ferry service be subsidi-

zied? Well, that is the wrong question. The service, which Northumberland Ferries has run on a cost-recovery basis since it was launched in 1941, was never a corporate welfare bum greased by government charity. It is part of Canada's transportation network and is no more "subsidized" than are Toronto's 18-lane freeways, the Lion's Gate Bridge, Roger's Pass or any other single kilometre of Canada's public road network.

"I believe these ferries have a positive impact on the environment, are a cost-effective means of travel, a tourist attraction and a really important cultural and heritage experience. It would be a big loss if they did not exist," Cormier says.

MacLean adds, "The bottom line of benefits is that the ferry system is a vital link to P.E.I. We would never want to be down to just one way to get on and off the Island." □



GIVING BACK: The Truckers Association of Nova Scotia (TANS) continued its tradition of giving back to charities. Here, vice-chair Gerry Van Dyk, presented the Halifax IWK Hospital with a cheque for \$3,852.

TANS gives back

HALIFAX, N.S. – The Truckers Association of Nova Scotia (TANS) continued its long history in support of local charities at its 42nd annual general meeting and convention. Fundraising efforts from TANS members, Associate Trades members, and association contacts and friends resulted in more than \$7,700 being raised for two charities: Halifax IWK Hospital and Early Intervention Nova Scotia.

Methods of fundraising included 50/50 ticket sales, a live charity auction and other donations. Gerry van Dyk, vice-chair of TANS, presented the cheque to the Halifax IWK Hospital at the June IWK Telethon in Halifax. Wayne Onda, TANS executive director, made a cheque presentation to Early Intervention Nova Scotia. □

Nova Scotia rebate program extended, cap lifted

HALIFAX, N.S. – Conserve Nova Scotia has extended the deadline and removed the funding cap for a Class 8 fuel efficiency rebate program. Nova Scotia fleets and owner/ops now have until Sept. 30 to file for their share of the funding.

They can secure a rebate covering 20-40% of the cost of qualifying fuel-saving equipment, such as anti-idling devices, aerodynamic fairings, low rolling resistance tires and tire pressure monitoring and inflation systems. To be eligible, the equipment must be EPA SmartWay-verified.

Participants can apply for funding pre-approval by Sept. 30 and then must install the equipment by Nov. 30. The program's organizers have also removed the cap that was initially applied to the number of rebates a fleet could apply for.

Companies that already applied for rebates can now re-apply for further funding and those who already installed eligible equipment on additional tractors or trailers after receiving their rebate approval letter may also go back to the well now that the cap has been lifted.

For more info, contact the APTA at 866-866-1679 or e-mail France Gagnon at fgagnon@apta.ca. □



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SmartDriver training is a one-day course and sessions are available across Canada throughout the year.

Current sessions are

Partner	Session Dates	Location	To register
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	January 14 '11	Halifax	
	January 21 '11	Cape Breton	
	January 28 '11	Woodstock	
Partners in Project Green	February 8 '11	Toronto (Airport)	Visit www.partnersinprojectgreen.com
Humber College – Woodbine Campus	September 25 '10	Toronto	Call 416-675-5005 or email truck.info@humber.ca
	October 9 '10		
	October 23 '10		
Ontario Trucking Association	October 2 '10	London	Email Yvonne.macauley@ontruck.org
	October 16 '10	Kemptville	
	October 23 '10	North Bay	
Manitoba Trucking Association	October 15 '10	Winnipeg	Call 204 632-6600 or visit www.trucking.mb.ca
Alberta Motor Transport Association	September 28 '10	Edmonton	Visit www.amta.ca or call 1-800-267-1003
	October 5 '10	Calgary	
	October 14 '10	Edmonton	
	October 28 '10	Calgary	
British Columbia Trucking Association	November 3 '10	Langley	Email BCTA@BCTrucking.com
	January 19 '10	Kamloops	
	March 23 '10	Langley	

SmartDriver trainers are also available to provide in-house training for groups of ten or more professional drivers. Now's a great time to put **SmartDrivers** on your team and get your fuel costs down. And it's good for the environment too. Please visit www.fleetsmart.gc.ca for more information and an up to date training schedule. Email us at SmartDriver@Bronson.ca or call 613-253-1086 for questions or to reserve your in-house session.

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Green Truck Lanes could power thousands of homes, inventor claims

Continued from page 1

vehicles from crossing into oncoming traffic, Cater's barriers would house thousands of turbines, each capable of carving a half-metre swath and producing two kilowatt hours (kW-h) of power. Each metre of modified jersey barrier would produce 16 kW-h of electricity based on current traffic volumes, meaning a one-kilometre stretch would produce enough energy to power 160,000 homes, Cater said.

What really has him excited though, are two larger versions of his system called Green Truck Lanes, which have been designed specifically to take advantage of the extra wind generated by transport trucks.

One is a right-hand lane system that would be retrofit on the existing highway with turbines above and to the right of the right-hand lane of the highway, where trucks spend most of their time. The other would be a stand-alone system, one kilometre in length, which would require trucks to pull off the current highway and travel through a tunnel-like Green Truck Lane with turbines located above and on both sides of the trucks. This maximizes the capture of wind and provides trucks with a dedicated travel lane.

Cater's stand-alone Green Truck Lanes would house 48 turbines per metre, each able to generate 5 kW-h of electricity. Every one-kilometre stretch of Green Truck Lane, Cater calculates, could produce enough electricity to power 300,000 homes.

"I need three trucks a minute to fuel that (projection)," Cater said.

He has already found sites along the 401, which he feels are perfectly situated to house the Green Truck Lanes. They would run parallel to the existing highway, making it simple for trucks to leave and rejoin the highway.

For validation, Cater took his idea to the University of Toronto and was pleased that "they have not laughed me off the face of the earth."

In fact, Cater has since partnered with a UofT professor who helped him file the patent. The challenge, of course, is raising enough capital to create a computer simulation and then to develop a prototype.

That won't come cheap, and neither will building the Green Truck Lanes once the concept is validated. Cater estimates it will cost about \$30 million to build every one-kilometre of Green Truck Lanes while the modified jersey barriers could be deployed for as little as \$12-\$14 million per kilometre. However, when compared to a conventional wind farm, those prices seem like a bargain. Cater said a 450-tower wind farm (which would generate about as much electricity as one kilometre of Green Truck Lane) would cost \$1.5 billion – with a B – to construct.

And unlike conventional wind farms, which require cooperation from the weather to function effectively, the Green Truck Lanes will produce electricity around the clock.

"My wind farms can run 24/7," Cater said. "Present wind farms are only running at about 22% capacity because they're only working when it's really windy and that's not very often."

In fact, Cater said he got the idea for his invention when passing a wind farm in New York State on a regular run and noticing, "all the windmills on the top of the mountain were sitting



MODIFIED JERSEY BARRIER

idle," he recalled. "Every time I went by there, they were sitting, not turning, not making any energy."

As for which of his systems Cater like to see adopted first, he'd lean towards the stand-alone Green Truck Lanes as the most viable.

But finding sources of funding to further develop the project has proved



GREEN TRUCK LANE

en difficult, he admits. The money he received when he sold that truck two years ago is just a drop in the bucket in terms of the cost of developing the system, and so he's on the hunt for government funding.

"It's like pulling teeth with new projects," he lamented. Still, Cater's not giving up. He's currently participating



RIGHT-HAND LANE

in a contest run by Pepsi that will reward start-up funding to the winning green technology-based business plan and he's continuing to apply for grants. In the meantime, he keeps his expectations in check.

"I would love to see this built within my lifetime," he says. "I don't know if it will happen or not." □



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ONTARIO

Professional driver not feeling welcome at West Lorne

Continued from page 1

site about the lack of truck parking, he said he was told truckers shouldn't be stopping there anyway since there's no diesel available. He also said contamination at the old fueling site forced them to push the buildings back into the parking area.

Garvin said the westbound Tilbury North service centre has somewhat better truck parking.

"Truckers with bunks don't have to blindside it in, even though they are back-in spots and not pull-through," he said.

The province inked a deal with Canadian Tire to operate the fueling stations at the service centres. Harry Rudolfs, on-road editor for *Truck News* and a full-time driver said he recently stopped at the Wooler Hill service centre to



WHAT ABOUT THE MIRRORS?: When parked in his space, driver James Garvin said his mirrors overhung the line.

check out the selection of goodies at the Canadian Tire gas bar. While he was disappointed with the selection, he said that service

centre had "almost adequate" truck parking. But that location was expanded several years ago. "You can usually find a spot

somewhere in the back row at least," he said.

Rudolfs tries to avoid the service centres along the 401 whenever possible.

"These highway rest stops are almost an anathema to me," he said. "I take my breaks mostly off-highway because you never know what you're going to get in them: stuck behind someone for 10-15 minutes, or blocked in by sleepers, or not able to find a spot and having to drive right out again."

Garvin, however, was hopeful that the reconstruction of the service centres would result in more parking for professional drivers – not less.

In fact, the MTO Web site published assurance that: "Commercial truck drivers will have more convenient access to these new service centres. The redeveloped service centres will feature larger spaces for parking."

"I was excited when they started building, that we would get more parking," he said. "This has been a disappointment."

The service centres remain at various stages of construction. Dutton, West Lorne and Tilbury in both directions offer washroom facilities and vending machine food as well as parking. Some sites should be fully operational by the end of this month, complete with restaurants and other services, according to the OnRoute Web site www.onroute.ca. □

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

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

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

* Modern Tire Dealer, 2008

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

Fact : Hankook Tires provide tremendous value to the consumer.

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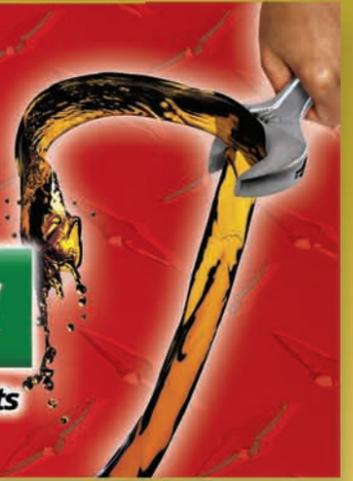

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QUEBEC

The truth about hybrids

Studies are underway that compare hybrid and diesel costs and seek best driving techniques

By Carroll McCormick
MONTREAL, Que. – This Sept. 7, Transports Quebec revealed in a little show-and-tell at FPIInnovation's Montreal facility that it is sponsoring two year-long studies of hybrid trucks. The first will compare the fuel consumption of a hybrid delivery truck with its diesel equivalent. The second will look for the most effective driver techniques, to be able to take full advantage of this new technology.

The trucks in the studies have been rolling since early August.

The first study is designed to ferret out return on investment numbers for operating a Kenworth Class 7 T370 hybrid truck compared to Kenworth's Class 7 T370 diesel version. The Societe des alcools du Quebec (SAQ), Quebec's state-run liquor store empire, has one T370 hybrid, which it bought this year. The two trucks will deliver products to Montreal-area restaurants.

"With the SAQ we will compare two trucks to see what the difference is between a hybrid and diesel truck. We have put the trucks on similar routes and are monitoring their speed and fuel consumption for one year," explains Yves Provencher, manager, business development, FPIInnovations. Anthony Proust, from FPIInnovations' PIT program, is in charge of the studies.

After basic training on the vehicles, the drivers were let loose. The goal, Provencher explains, is straightforward: "We want to see if it is justified using hybrid technology for trucking. Most fleets want to know what the value of hybrid technology is. Is it worth paying a \$40,000 premium for a hybrid truck? Will I recoup that in the lifetime of the vehicle? This is why we are working with SAQ, to see if buying more is justified."

PIT, the subsidiary of FPIInnovations that organizes and runs the Energotest energy efficiency trials, tested the SAQ T370 in its Energotest 2010 (urban) trials this July. PIT compared SAQ's electric battery/diesel hybrid with a pure diesel truck.

"This test will get more precise fuel consumption figures so the ROI can be more accurately calculated," explained Bertrand Fontaine, safety manager, SAQ at the July trials. He notes, "In our operations the savings in fuel do not pay for the technology, now."

When those results are released, sometime next year, it will be, incidentally, interesting to compare the closed track findings with the results of this 12-month "real life" study.

The second study is designed to collect a year's worth of data on how 12 different drivers for the Quebec dairy giant Agropur use a T370 hybrid as they deliver milk in the Montreal area. Each driver will get the truck for a month.

Provencher explains: "For Agropur, we gave the drivers basic train-

ing and told them to use the trucks the best way they can. Each driver will use the truck five days a week for a month. We will compare their techniques in various driving conditions to see which ones give the best performance.

"For example, which driver has the battery charged the most? How do they leave traffic lights? How do they drive up a hill? Approaching a stop, we will see which individual uses the engine brake and keeps the battery charged the most. If you use the same driving technique as you do with a diesel, you will not get much benefit. You want to maxi-



GREEN, BUT HOW GREEN?: This hybrid belonging to SAQ will take part in a new study by FPIInnovations to measure how 'green' hybrids are and how to best operate them.
 Photo by Carroll McCormick

mize the use of the battery and the way you recharge the battery. If you brake with the service brake instead of the engine brake, you will not recharge the batteries. If you can max-

imize the use of the engine brake before using the service brake, you will recharge the battery more. We will analyze their techniques and

Continued on page 26



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QUEBEC

FPIinnovations putting hybrids to the test

Continued from page 25
assemble composite of the best techniques to form a training manual.”
For the Agropur study, FPIinnovation is tracking the truck with

GPS overlaid on a map, collecting vehicle performance data and transmitting it wirelessly back to FPIinnovations.
Almost everything about these

studies draws on Quebec expertise: FPIinnovations has vast experience in this sort of data collection and analysis, mainly from its studies in the forestry sector. The T370s are assembled in Kenworth’s Sainte-Therese plant north of Montreal. Laval-based Transit Fourgon built

the truck boxes. The SAQ truck is equipped with a computer sold by Sherbrooke-based CDWare. Chambly-based Isaac Instruments, which specializes in the tools used to study vehicles in use, built the on-board computer that FPIinnovations installed in the Agropur truck. □



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OVER THE ROAD

'Old school' values should be retained and passed down

'Old School.' That's an expression you hear quite a lot in the trucking industry.

It refers to the drivers that have been trucking for their whole career. Driving is a heritage for these folks. They started by washing trucks, then loading trucks, then driving delivery vans, then a single-axle straight job, then a tandem straight job before graduating to a day cab and then a highway unit.

They bumped a thousand docks or more before they ever saw an open stretch of highway let alone a mountain grade in the dead of winter. Many things grew from that experience: skill, confidence, camaraderie, teamwork, pride in their profession, and a deep cultural connection to the trucking lifestyle. In return, truck drivers received something we all want: Respect.

The knights of the road. Some folks in this business are of the opinion that old school drivers are a dying breed.

It was their work ethic and pride in their vocation that built this industry. Those are the two qualities that define 'old school' in my mind. Those are also the two most important attributes new drivers require that will shield the trucking industry from the impending driver shortage and allow the industry to adapt to the rapid technological change currently underway.



Over the Road

AL GOODHALL

If we think of old school drivers as a dying breed, I think our profession is in serious trouble. I think the industry needs to find a way to bring the mentorship that existed in the past back into the loop. Skills training alone isn't enough. Forty hours in the cab learning how to maneuver, jam some gears, and back up between some barrels does not a truck driver make. I know. I am a product of that approach with only 12 years experience under my belt. It was the year following my initial driver training that developed my sense of pride in my new craft. I teamed with an owner/operator for that year. I often think of that period as my apprenticeship. It started me off on the right foot. I have never looked back and I have never stopped learning.

I think this is the best argument that can be made for recognizing truck driving as a profession, for an advanced apprenticeship program, and a progressive graduated licensing system for commercial drivers. I know many of you may balk after reading that, but ask yourself where those old

school truck drivers came from? They were attracted to a career they saw as a profession and a desirable lifestyle.

They were mentored, for a number of years, by experienced drivers. They were taught to crawl before they could walk and to walk before they could run. Training was thorough and gradual and possessed a depth far beyond anything that is practiced today. It fostered loyalty, commitment, skills, and a deep sense of responsibility in all aspects of the job. That's old school. That's professional training. That's apprenticeship.

So 'old school' actually describes a way of life and a set of values – not an individual. It really is a shame when we think of drivers that possess these qualities as a dying breed. That is a sad commentary on the trucking industry in general. We should be building on those values and passing them down along with the skills training to the next generation of drivers just as has been done in the past. I believe this is the issue that lies at the core of driver recruitment, driver productivity, driver morale, safety and compliance.

I have said a number of times that I believe technological growth is exponential and will continue to bring rapid change to how we do things. I've also said that adapting to those changes is difficult for us to

do at the same rapid pace. When we find a comfort zone, we like to stay within it. We especially don't adapt well when we are forced to change against our will. Our immediate reaction is to fight that change.

I have found it interesting that it is the drivers that possess those old school values that are able to adapt best. They may complain about it and express an opinion that is against the changes, often for good reason. But in the end they always suck it up and get the job done.

Communication in the trucking industry today is dominated by a top-down approach. Leaders and shakers need to foster a bottom-up approach so that drivers can share their experience and put those old school values front and center where they belong.

Perhaps drivers will then find the camaraderie, teamwork, and respect back in their daily lives. As it should be. Never pass up an opportunity to share some time with an old school driver. You always come away richer for the experience. □

– 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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OPINION

And we thought we had traffic problems

Publisher's Comment

ROB WILKINS



Wow, has anybody been following the traffic jam mess that China is currently dealing with?

According to the *Toronto Star* (you'll have to forgive me for not covering this event in person – the travel budget just wouldn't allow for a trip halfway across the planet), motorists and truckers were caught in an 18-hour traffic jam recently.

Can you imagine?

At one point, approximately 10,000 trucks were at a standstill stretching close to 100 kilometres in length.

It wasn't caused by a tragic accident, and nobody jumped off a bridge (thank God). The cause was a combination of a few things.

First, the road was in dire need of repair. I guess the powers that be scheduled a tad too many upgrades all at the same time.

As if that wasn't bad enough, it's also the main artery into Beijing for the Inner Mongolia coal producers and most all those 10,000 trucks were hauling coal.

If all this wasn't enough, it happened on a Sunday.

I wonder how many people were caught off-guard thinking it would be enjoyable to go for a "nice" Sunday drive.

I can't imagine leaving at 1 p.m. and getting back home at 7 a.m. the next day! (Okay, it may have happened to me a few times in my younger years but that was by choice). Some poor kid I'm sure was lunch meat for keeping his girlfriend out overnight.

Also, what did these people do about facilities?

No-one I know can hold back mother nature for 18 hours. Where did these people go? It's not such an issue with men but the ladies? Ouch.

I will say this. I tip my hat to all of those caught in this mess.

Remaining cool must have been a difficult feat. Just after 9/11, I had to go south to see my in-laws in up-state New York.

The wait time at the border was close to three hours and that was bad enough.

I know Toronto has been recognized as having one of the longest commutes in North America.

Sure, it's a pain in the neck, but a long commute isn't the end of the world.

The next time it happens to you, do what I do: Close your eyes (make sure you aren't moving) click your heels three times and whisper "There's no place like home, there's no place like home."

It won't do you an ounce of good but hey, it was a good movie. □

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

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INDUSTRY

Rethinking approaches to health care

There are early indications that a change in thinking, although not much more than a tremor at this point, may be running through the trucking community these days on the subject of health care. Some in our industry are considering redefining an employer's level of responsibility for the health of its employees.

All but the most out-of-touch with reality employers provide health care benefits for their employees. These programs vary in content and coverage according to what an individual employer is prepared to offer, or can afford to offer. Comprehensive health care benefits can be a significant inducement for attracting potential employees, and are used for just that purpose.

And while benefit programs that pay for prescription drugs, eye care, dental, etc. are valuable parts of anyone's compensation package, they follow more or less a pretty standard approach: that is addressing health issues once they have occurred.

What is often missing from these programs is a proactive approach to health care with a concentration on preventive measures that can help keep employees healthy and productive. They could also have the longer-term effect of lessening the burden on our health care system and the insurance premiums paid by the employer. It is this forward-looking type of approach to employee health care that is gaining interest within some segments of the trucking community.



Private Links

BRUCE RICHARDS

Fair to say, some companies have programs that attempt to proactively address employee health. The most common example is the company gym. Many employers set aside space and spend a considerable amount of money on exercise equipment, all of which they have made available to employees in an effort to promote healthy living.

The downside to these in-house gyms however, is that the people you will find working up a sweat on the treadmill or stairmaster are usually the fittest people in the company – those who already have a keen interest in physical fitness.

For the rest of us, it can be more than a little intimidating, even embarrassing, to huff and puff on the bike while the guy beside us is doing 20 kms at top speed without so much as breathing deeply. It is even more intimidating if that individual is your boss, or even a fellow employee with whom you work closely.

Some companies also offer programs such as smoking cessation or weight loss, but again, attending the on-site 'clinic' can cause a good deal of mental discomfort for individuals who are faced with their workplace peers being aware that they are seeking help.

And there is yet another factor

at play that diminishes the value of these in-house programs: some may consider them to be paternalistic. Despite their good intentions, not everyone wants their employer to look after them, to decide what is good for them and to, even in the subtlest manner, steer them in to participation. Some people just want to do a good job at work and make their own decisions about lifestyle, independent of pressure (real or imagined) from their employer or their peers.

Guiding employees to better health is obviously a fine line for employers, but with the right approach it is possible to be seen as helping without intruding.

At the recent annual conference of the Private Motor Truck Council of Canada, two seminars were devoted to the subject of driver well-being. One dealt with the subject of obstructive sleep apnea (OSA), one of the most talked about health issues for drivers in recent times.

The PMTC seminar explained OSA for the layman and delved in to the approach of one member fleet to helping its drivers by working with volunteers to identify those affected by OSA, and then providing the treatment and equipment to deal with it. The results were a dramatic reduction in accidents and more volunteers for testing from among the drivers.

A second conference seminar dealt with the facts about diet – not the losing weight diet, but the ingredients for a healthy lifestyle diet. Drivers are par-

ticularly prone to poor eating habits, which can lead to even bigger health problems.

It is, of course, any individual's choice as to their diet, but an employer can make information about healthy eating broadly available to all employees leaving them the choice of whether to alter their eating habits. It might be surprising to learn how small changes in diet can have a positive effect on long-term health.

These two seminars demonstrated how progressive employers can offer health care information and encourage participation without being intrusive or applying subtle pressure on employees.

We recently spoke with a doctor who is providing assistance on smoking cessation and weight loss to employees in a fully confidential manner. The employer makes the assistance available off-site and after hours, and is not made aware of the names of participants. This again is a progressive, non-threatening way to help employees to better health.

The immediate benefits of healthy employees are tangible and visible, including reductions in lost time through illness or accident and a happier and more productive workforce. Longer term there could be financial benefits to employers with health benefit premiums reflecting a reduced dependence on prescription drugs and other health issues. □

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Perception matters

Public perceptions of large truck safety appear more neutral than in the past, but there are still challenges

Still to this day, one of the great preoccupations for the trucking industry is its relationship with the motoring public and public perceptions of the industry.

That is the burden we must bear for being one of the few industries that shares its workplace directly with the public.

For those of us who have been around for awhile, just think back to the mid-1990s, and the wheel-off incidents that touched off a firestorm of public antipathy (in some cases rage) against the entire industry.

These perceptions, whether you feel they are fair or not, reflect themselves in just about every aspect of the business – from the regulatory system that the industry operates under, to the degree to which economic policy considers the opinion of the industry, to its ability to attract the next generation of workers.

Recently, the well-regarded Traffic Injury Research Foundation conducted a survey of public opinion on large truck safety in Canada.

Interesting results

Twelve hundred Canadians were polled; 67 of which were truck drivers. Sponsors of the survey were Transport Canada, the Brewers Association of Canada and CTA.

The results are very interesting, and on balance I think positive.

The public appears to understand that in most fatal crashes involving a truck, the driver of the passenger vehicle is more often at fault. In fact, 73.4% thought this was the case.

In terms of safely sharing the road with a truck, 64.2% said they know the minimum distance they should leave when merging in front of a truck; 77.2% said they know where a truck driver's blind spots are – or at least they think they do.

The positive thing is that despite these results, 62.4% said they don't believe that passenger car training is adequate in terms of sharing the road with trucks – something CTA and the provincial associations have been saying for years.

According to TIRF, there is no evidence suggesting that drivers of large trucks generally engage in a variety of dangerous behaviours although the survey of the 67 truck drivers (while limited) provides evidence that a small minority does.

(Ten per cent said they drive when the truck is overweight, 9.4% said they drive well over the speed limit, 8.2% said they falsify their log books, 8% said they drive when tired or fatigued, 6.7% said they drive when they are distracted, 5.3% said they drive a truck that does not meet



Industry Issues

DAVID BRADLEY

safety standards, 4.2% said they tamper with their speed limiter, 3.4% said they drive in excess of the hours-of-service, 2.4% said they drink and drive, and 2.4% said they use illegal drugs and drive).

But, despite these low numbers the industry still has its challenges. While concerns over drinking and driving continue to be Canadians' major highway safety concern (83.4%), a large number also rank certain trucking concerns quite high.

Canadians are not particularly concerned about the number of trucks on the road, but overall, about two-thirds are very or extremely concerned about some aspect of truck safety.

Seventy per cent said they are concerned about truck drivers who are tired from driving long hours; 67.1% said they were concerned about trucks not meeting safety standards; and 63.8% said they were concerned about truck drivers driving too fast above the speed limit.

So, it's not surprising that there is a relatively high level of support amongst Canadians for a variety of safety measures.

Public supports EOBRs

Greatest support (64.8%) came for EOBRs. Sixty-four per cent advocate the mandatory activation of speed limiters in all trucks.

Sixty per cent said truck drivers should be re-tested every five years, but interestingly only 27.6% felt that all drivers should undergo such re-testing.

In summation, the results I think are a fair reflection of public perceptions of our industry. (They are considered accurate within plus or minus 2.9%, 19 times out of 20).

While as I said above, we still have our challenges in winning the hearts and minds of the public, or at least neutralizing their opinions of the industry, most do seem to recognize that the drivers of passenger vehicles play a major role in truck safety.

And, in the areas that they are most concerned about the policies of CTA and the provincial associations in terms of what to do, are consistent with the measures the public would like to see introduced. □

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

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SAFETY

Understand sleep apnea before the regulations arrive

Roadside inspectors have traditionally been limited to examining the lines of a logbook when trying to measure the threat of driver fatigue, but a recent push in the US could see truckers screened for one sleep-depriving condition before they are even recruited for the job.

If supporters of the plan are successful, tests for sleep apnea could be linked to the driver recruiting and dispatching process as closely as tests for the presence of illegal drugs. And Canadian fleets might want to wake up and take notice before the rules actually become a reality.

The US Federal Motor Carrier Safety Administration believes that about one in four commercial drivers would fail such tests and require treatment before being allowed to take a seat behind the wheel.

The regulators are also considering whether to introduce such screening programs during pre-employment testing, after a crash and before drivers are cleared to return to work.

That would certainly play a role in any future recruiting efforts.

The condition appears to deserve some added attention in the name of highway safety as well. Researchers at Stanford University discovered in 1994 that drivers who had sleep apnea were seven times more likely to be involved in a crash. That is obviously a cause of concern.

The general label of "sleep apnea" actually includes three different conditions. Obstructive Sleep Apnea (OSA), which is caused when the upper airway is blocked by relaxed soft tissue, accounts for about 85% of the cases. Another 1% of those with the condition have Central Sleep Apnea, which is caused by a problem in the respiratory centre of the brain. The remaining cases involve Complex Sleep Apnea, which includes a combination of both conditions.

A sleeping driver who has any one of these conditions will regularly stop breathing for anywhere from 10 to 120 seconds, wake up, gasp for air, and then fall back into a fitful sleep.

The hope of a restful, restorative period of rest becomes little more than a dream.

The end results are drivers who can feel irritable, depressed and wake up with headaches. They are tired all the time, less alert at the wheel, and struggle to remember things.

Every one of those factors will affect performance on the job.

The problem can also have a lasting impact on a driver's health. In addition to identifying the higher crash rates, studies have indicated that those with sleep apnea are more likely to suffer from high blood pressure, diabetes, heart attacks and strokes.

But fleets can use this information to improve their safety records and driver health alike. When Schneider National began to study the

Ask the Expert



EVELYN CARTMILL

issue between 2004 and 2006, it identified 339 drivers with Obstructive Sleep Apnea. The fleet's screening process helped it to reduce preventable crashes by 30%. The cost of the crashes which did occur dropped 48%, while health care costs were cut in half. Driver retention also increased 60%. Maybe it was a sign that rested drivers are happier drivers.

Sleep clinics may have the final say on any diagnoses, but there are ways to spot drivers who are more at risk of sleep apnea, giving fleets an opportunity to recommend a closer look by qualified medical professionals. Factors such as obesity, age, smoking, drinking and the use of sedatives will all play a role in the condition.

Carriers can also turn to their insurance providers – and resources such as Markel's STS advisors – to identify the signs of sleep apnea, find out how to arrange for screening and treatment, and learn ways to integrate this knowledge into an overall fatigue management program.

Of course, there are still plenty of questions to be addressed as regulators discuss the potential of any testing program.

There are a limited number of testing facilities that can identify cases of sleep apnea, which could lead to long waits for tests and treatment alike.

Besides that, there is the question of who will pay for the treatment, and whether Canadian regulators will follow the lead of their counterparts in the US or develop rules of their own.

Will the two systems mesh? Who knows?

But in the time leading up to any specific mandates, proactive fleets can still use an awareness of sleep apnea to improve safety records and protect the drivers who are on the road today.

Safety managers must dream about benefits like that before any day on the job. □

– 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.

PEOPLE

Fifty-three roadside inspectors from across North America went head-to-head in the CVSA's annual North American Inspectors Championship and at the end of the day it was an Ontario inspector that was crowned the winner.

Richard Robinson, a CVSA-certified North American Standard Level I inspector from Ontario won the Jimmy K. Ammons Grand Champion Award at the competition, which was held in conjunction with the US National Truck Driving Championships.

Robinson also won the Canadian division after accumulating the most points of all Canadian inspectors.

Another Canadian to place well was **John Jackson** from Alberta, who won the North American Standard Level V Passenger Vehicle (Motorcoach) Inspection category.

Former Freightliner marketing v.p. **Mike Delaney** has been named president and CEO of the WheelTime commercial vehicle service network. WheelTime is a network of about 200 service centres in the US and Canada and Delaney plans to expand its scope and capabilities in his new role.

His priorities will include: expanding the breadth of the network's services and capabilities; driving quality across the system; and employing innovation across all systems and customer services, the company has announced. Previous to his most recent role with Daimler Trucks North America, Delaney has served as v.p. of marketing at Volvo Trucks North America and also for the Transport International Pool (TIP) unit of GE Capital.

Angus Barry Armour, son of Wes Armour, president and CEO of Armour Transportation Systems, passed away Sept. 8.

"Angus had a great spirit for life and he will be sadly missed by everyone who knew him," the company said in a statement.

Online condolences can be sent via www.fergusonknowlesfh.com.

Yokohama Tire Canada has named **Eric Dedoyard** its new president. Dedoyard replaces Alec Pigulevsky who retired earlier this year.

With 17 years experience working at Yokohama, most recently as vice-president and chief operating officer, Dedoyard will be responsible for all of Yokohama Tire's Canadian operations.

Dedoyard will divide his time between Yokohama's Canadian offices in Montreal, Toronto and Langley.

Grant's Transport has awarded a scholarship to a northern Ontario student who plans to pursue an education in mathematics.

Samantha Schmidt of New Liskeard, Ont. earned the scholarship by achieving the highest overall average in mathematics courses of all candidates. Grant's Transport has been awarding the scholarship for four years. The scholarship is administered by the Ontario Trucking Association Education Foundation.

Schmidt recently graduated from Timiskiming District Secondary School and plans to attend the University of Waterloo, where she'll study mathematical physics. □

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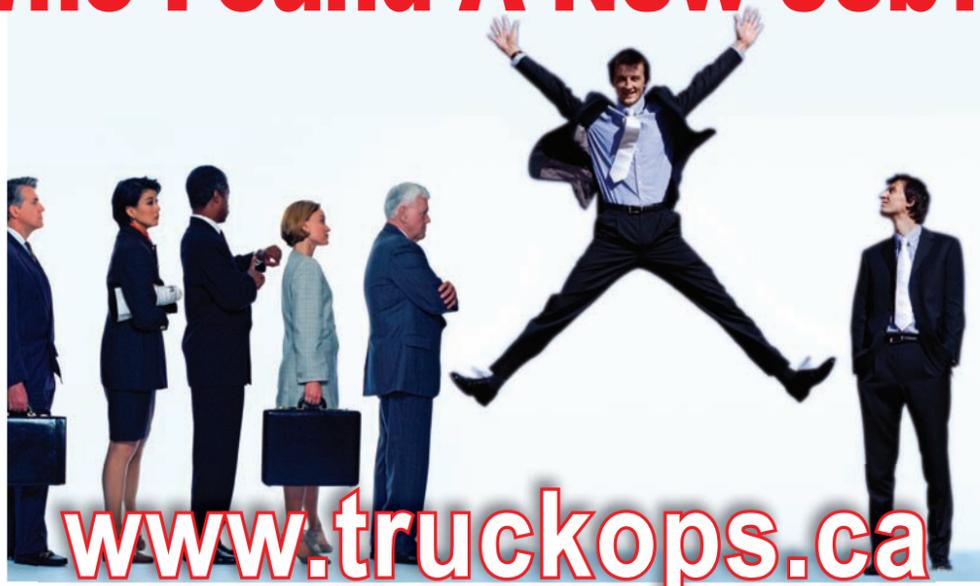
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HEALTH

You go, grill!

Barbecuing can be a healthy choice, if you watch what you grill

As the good weather hangs on, it looks like BBQ season is going to last a while longer. Why not? Barbecuing keeps the heat out of the kitchen and barbecued foods taste so good!

Certainly, people often choose to BBQ to lower the fat content in their diet. Because fat cooks out of the food on the grill, barbecued foods must be low in fat, right? Perhaps. It just depends on the type of food you're cooking. Continuing with last month's BBQ theme, let's compare some

popular BBQ choices to see which are the healthiest.

Consider a typical BBQ picnic meal: a cheeseburger, a beef or pork sausage on a bun with macaroni salad, a handful of potato chips and a glass of ice-cold lemonade on the side.

Top it off with a slice of fruit pie with ice cream and you've basically got almost all your daily calories in just one meal.

At around 2,260 calories, this meal contains over 125 grams of fat (46 of which are saturated fat)

Preventive Maintenance

KAREN BOWEN



and 100 grams of sugar – not exactly healthy diet fare.

No problem. You could just work it off by: walking on a treadmill for over six hours at 3.5 mph; running on an elliptical machine for over 4.5 hours; swimming the breast stroke for over 4.5 hours; gardening for over six hours; or cleaning your house for over nine hours.

But, is it worth it? Probably not. Maybe it's time to rethink the menu and include better choices.

First of all, what could replace the high fat/calorie ground beef patties in a cheeseburger?

Try turkey, bison or veggie burgers. They're lower in fat and are available in most grocery stores. (Their flavours and textures have improved over the years; they don't taste like cardboard anymore).

If you're making your own patties instead of buying frozen ones, you can keep the flavour and cut down on fat by mixing regular ground beef equally with either lean beef or ground turkey.

To make this mixture a little juicier, try adding some apple sauce or egg white while forming the patties.

Now, what about those high-fat sausages? Did you know that hot dogs and sausages are typically 70% fat? (Certainly, not that much fat can drip away when grilling).

Instead, you could pick up lean poultry sausages at most grocery stores. They can be just as tasty, but have a much better protein to fat ratio (70%:30%).

If you like a jumbo hot dog (larger than a foot long), it has about half a pound of meat!

That's 750 calories and 68 grams of fat without considering the bun! Add chili and cheese and this quick meal is way out of the ballpark!

Instead, choose a steak instead of a jumbo hot dog or burger. It's a better choice, unless the steak is highly marbled with fat.

To keep a lower fat steak – like an inside round steak – tender,

just marinate it for a few hours in the fridge to keep it nice and tender when grilled. (I use a low-fat Italian salad dressing with some extra spices as a marinade).

Or, switch to skinless poultry, fish or seafood.

There is a legitimate health concern with eating grilled meat that has been flame-blackened through excess heat.

Eating a lot of blackened meat has been linked to bowel cancer. Be sure to trim these areas off before eating if your flame got a little out of hand while cooking.

Then, for your vegetables, avoid salads that are heavy with mayonnaise (macaroni salad, potato salad, coleslaw).

Instead, grill fresh vegetables alongside your meat.

Grilling corn in the husk is easy and only 77 calories per cob (no butter).

Honestly, though, I've found this year's fresh corn is so good, it doesn't even need butter.

For your drink, homemade lemonade on a hot summer day sounds refreshing (even healthy), but that's not usually what we drink. Instead of squeezing lemons into water, we open a carton or a can and add water.

Quite often, this store-bought lemonade is made with sugar water in addition to the fresh-squeezed lemons, giving it the same number of calories as a regular pop. Ice-cold water with lemon wedges or slices squeezed in is far more refreshing.

When it comes to dessert, nothing tops off a summer BBQ like ice cream.

Now, most favourite ice cream brands and flavours are available in light, reduced fat, and slow-churned; their calories and fat have been cut in half.

What a bonus! Forget the pie. Instead, enjoy frozen bananas, various frozen berries, or fresh fruit, topped off with a low-fat dessert topping.

Combine these fresh meat ideas with all the fresh produce that is still available from the fields and hold on to summer as long as you can. You go, grill! □

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



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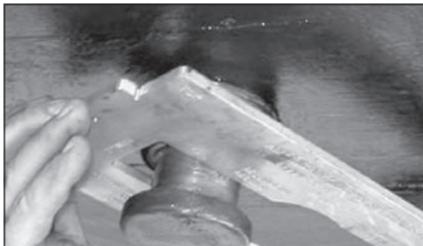

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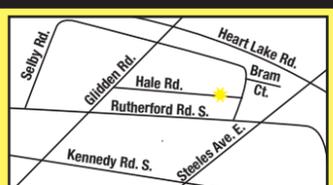
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Brachial plexus injuries: A concern for truck drivers

The brachial plexus is a bundle of nerves that runs from your spinal cord through your shoulder and all the way into your hand.

This vital network of nerves carries signals from your brain to your entire upper limb.

Injuries to the brachial plexus usually occur when these nerves are stretched or torn.

This is a fairly common injury among professional truck drivers due to the demands of their job.

In most cases, brachial plexus injuries happen when your shoulder is pressed down while your head is pushed up and away from that shoulder.

This movement causes tension on the nerve bundle and may damage individual nerves.

The most common cause of this type of injury that I see in my practice is truck drivers raising and lowering the landing gear of a trailer.

Often, the gear will slip, causing the driver's arm to be forced forward with high velocity.

A similar situation occurs to flatbedders when the chain slips while they are securing a load.

In both cases, the brachial plexus is stretched and injured.

Other less common causes include slips and falls, inflammation and tumors.

The symptoms of a brachial plexus injury vary from person to person.

However, usually only one arm is affected. Minor injuries to the brachial plexus which are often referred to as "stingers," cause symptoms such as a feeling of an electrical shock or burning shooting down your arm.

It may also cause paresthesias, which is a sensation of numbing and weakness in the upper limb. These symptoms often only last for a few seconds or minutes, but some may persist for days or weeks.

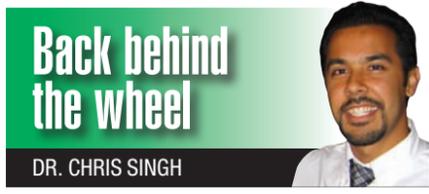
Severe injuries to the brachial plexus result from tears and ruptures of the nerves themselves.

In this situation, you may lose the ability to move your shoulder, elbow and/or hand as well as severe pain in the upper limb.

It is important to see your doctor if you suspect that you have a brachial plexus injury as they can lead to permanent weakness or disability.

In order to help diagnose the severity of the injury to the brachial plexus, your doctor may order a few tests.

The first test is called an electromyogram. This test is designed to check the health of the nerves that move your muscles.



The next test is called a nerve conduction study.

This test measures how quickly the nerve impulse is conducted through your nerves.

Finally, your doctor may order a MRI or CT scan. Both of these tests will help to visualize the injured nerve structures.

Once your doctor has identified the location and severity of the injured nerves, they will discuss with you the possible treatment options.

In less severe cases in which the nerves have only been stretched, no treatment is required as the nerves will recover on their own. However, in more severe cases where the nerves have been torn or severed, surgery is often the treatment of choice.

Surgery to repair damaged nerves should ideally be done within three to six months after the injury so as to avoid significant muscle wasting.

Recent studies have shown that the success rate drops tremendously if the surgery is performed more than one year after the onset of symptoms.

Some medications have been shown to help manage the pain that is associated with this type of injury.

Drugs containing opiates, such as codeine, are usually prescribed after the injury. Antidepressant and anticonvulsant medications have also shown to be effective in some cases.

Although most brachial plexus injuries cannot be prevented, professional truck drivers can take a few precautions to help minimize their chances of injuring themselves.

Maintaining concentration and staying focused on the job at hand will help reduce careless mistakes.

To add to this, using proper form and body postures while performing job tasks is important.

Finally, keeping your muscles and joints flexible will help to reduce the tension of the brachial plexus.

This can be accomplished by stretching on a regular basis. Until next month, drive safely! □

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

'The most common cause of this type of injury that I see in my practice is truck drivers raising and lowering the landing gear of a trailer.'

Dr. Christopher Singh

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TAX TALK

Independent assessment: Don't leave employment status to chance

I got a call from a truck driver who was recently let go by his employer. He was pretty upset – not about being out of work but because he was unable to collect Employment Insurance (EI).

The driver was hired as an “independent operator” (also known as a “self-employed driver” or “driver service”).

With carriers ramping up for the holiday freight season – and not knowing how long those jobs are going to last – it's a good time to look at the pros and cons of this type of hiring arrangement.

Having an employee carries all kinds of obligations, including holding or reporting funds for EI, Canada Pension Plan (CPP), and workers comp, and following a variety of rules for hiring and dismissal.

Characterizing a worker as ‘independent’ allows a company to sidestep these requirements. Payments to the worker are reported as normal business expenses, not payroll, and deducted against the business's income.

The worker is responsible for keeping his own records and paying his own income and self-employment taxes and insuring himself should he become injured.

This is a workable situation as long as all parties involved understand that the relationship is business-to-business and not employer-employee. Because if



Tax Talk

SCOTT TAYLOR

it's not clear, the tax and workers comp authorities will weigh in with their own opinion.

And they will: CRA favours making employer-employee rulings.

Improperly classifying employees as ‘independent operators’ is a large and costly component of Canada's underground economy, siphoning away billions of dollars in government revenue, remittances, and workers comp premiums each year.

Because independents are not issued earnings statements (T-4 slips), it makes it easy for them to underreport their taxable income. Furthermore, workers compensation coverage may not be required for independent operators, which can dramatically reduce an agency's revenues if the worker should be classified as an employee.

Then there's GST/HST. The self-employed driver must charge GST/HST for his services if he exceeds the annual \$30,000 gross limitation.

Where a self-employed driver does not use his own truck and does not assume liability for the supply of a freight transportation

service, the driver is not supplying a freight transportation service for GST/HST purposes. He is providing a driving service, which is taxable.

While I was sorry to have to explain to the driver that he shouldn't count on EI cheques – and that he probably owes tax on his earnings – the bigger risk involves the company that hired him.

An employer who fails to deduct the required CPP contributions and EI premiums must pay both the employer's share and the employee's share of any contributions and premiums owing, plus penalties and interest.

Now, who would alert the CRA or workers compensation board to such an oversight?

By far, the majority of audits to determine if workers are employees or self-employed are triggered by a worker who's mad that he can't get EI or workers comp.

CRA has a guidebook called *Employee or Self-employed (RC4110)* that provides the framework for how the agency evaluates whether a relationship is business-to-business or employer-employee. Here's what they look for:

- The level of control the payer has over the worker;
- Does the worker provide his

own tools and equipment?;

- Can the worker subcontract the work or hire assistants?;

- The worker's degree of financial risk;

- The degree of responsibility for investment and management held by the worker.

There are other relevant factors, such as written contracts and the worker's opportunity to profit. In most cases, the auditor doesn't need to look too far down the list to make a determination.

If you're not sure whether you or one of your workers are an employee or independent contractor, you can request a ruling to have the status determined.

Use Form CPT1, Request for a Ruling as to the Status of a Worker under the Canada Pension Plan and/or the Employment Insurance Act.

It may seem like a lot of work, but it's worth the time and effort to clarify employment status. □

– 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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FLEET NEWS

**TST Overland Express adds
Minn hub**

MISSISSAUGA, Ont. – TST Overland Express has announced it is expanding its transportation network with a new Winnipeg, Man.-Minneapolis, Minn. gateway.

The company says the new hub will improve transit times on many lanes in the Midwest by up to two days. It's the third time in the last six months that TST Overland Express has made transportation network improvements, the company says.

TST chose Minneapolis as a new regional distribution hub in the upper US Midwest because it can help the carrier provide better service between western Canada and the US, particularly the Midwest, the company says.

"This current move is just one more step in strengthening our LTL network across North America," said Rob O'Reilly, president, TST Overland Express. "We made a commitment to making service improvements for our customers – and we are delivering."

TST says proprietary new technology and a direct line-haul service have enabled the company to improve its services in Western Canada. Direct line-haul service reduces freight handling and transit times while the proprietary technology has allowed the company to cross the border more efficiently and better manage its routing and documentation. □

**Yanke affiliate
buys up Saskatoon
ice, freezer biz**

SASKATOON, Sask. – Aero Delivery, an affiliate company of the Yanke Group of Companies, has acquired the land, buildings and operations of Saskatoon Fresh Pack and Fresh Pack Ice Makers in Saskatoon. The facility, located at 1701-16th Street West, consists of 10 acres of land, 90,000 sq.-ft. of refrigerated storage and the existing business operations of the ice and freezer businesses.

"This is a great opportunity for both Aero Delivery and the Yanke Group," said Aero Delivery's Brett Marcoux. "Saskatoon Fresh Pack is a cold storage warehouse with a small transportation component while Aero Delivery is a food transportation carrier with a small warehouse component, so this amalgamation is complementary to both sides. As well Fresh Pack Ice has a distribution network that follows many of the same points that Aero services so there is a lot of potential to consolidate operations and freight."

Officials say the purchase will give Aero Delivery the ability to offer full HACCP-registered facilities and improved technologies to its customers, while offering Fresh Pack a greater transportation network for existing and future customers. □

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TCA, CarriersEdge now accepting nominations for Best Fleets to Drive For

ALEXANDRIA, Va. – The Truckload Carriers Association (TCA) and CarriersEdge have opened the nomination process for the third annual Best Fleets to Drive For contest.

The program allows drivers and owner/operators to evaluate the company for which they drive. Nominations will be accepted until Oct. 31 at www.BestFleetsToDriveFor.com with the winners to be recognized at the annual TCA convention in March.

In addition to rewarding the carriers that offer the best working environments for drivers and O/Os, the program also reveals best practices and success stories that are then shared throughout the industry.

“Best Fleets to Drive For promotes the positives. It shows that there are a lot of good opportunities available right now in trucking,” said John Kaburick, chairman of TCA and president of Earl L. Henderson Trucking Company, Salem, Ill.

“When people who haven’t previously considered a trucking career learn that carriers are offering unique bonus systems or perks like gym memberships, that could be just the incentive they need to give those companies – and the trucking industry in general – more serious consideration.”

Canadian carriers have traditionally done quite well in the contest.

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

“Being listed as a Best Fleet to Drive For has a cascading effect,” said Mark Murrell, president of CarriersEdge. “Companies represented in the survey get a lot of positive P.R., which results in



more drivers wanting to work for them. Other carriers want the same competitive advantage, so they strive to implement similar or better features within their own companies. The end result is an improved trucking industry for everyone concerned.”

The survey is open to drivers working for all for-hire trucking companies with 10 trucks or more. The nomination must originate from one or more drivers and/or owner/operators. □

Loblaw’s hybrid Class 8 pilot project underway

BRAMPTON, Ont. – Loblaw Companies Limited has become the first Canadian retailer to pilot a hybrid Class 8 truck in an effort to improve fuel efficiency and reduce the fleet’s carbon footprint. The company has set a target to improve the fuel efficiency of its corporate transport fleet by 2% compared to its 2009 level.



Loblaw is currently evaluating the hybrid truck’s fuel efficiency throughout the company’s urban transportation routes in Ontario. The pilot, which has been underway since July, aims to measure the potential benefits that hybrid technology could have for the company’s fleet.

“We constantly challenge ourselves in all areas of our business against our corporate social responsibility principles. The hybrid truck pilot is one of the many initiatives undertaken in our supply chain to meet our fuel economy goals for 2010. We believe we are on the right track to once again lower fuel consumption and carbon emissions associated with the transportation of goods to our stores,” said Robert Wiebe, senior vice-president of supply chain for Loblaw Companies Limited.

Officials say the outcome of the pilot will help to determine the number of trucks within the company’s corporate fleet that can be replaced with hybrid technology in coming years. □

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FLEET NEWS

By James Menzies

DALLAS, Texas – At the inaugural Commercial Vehicle Outlook Conference here last month, US fleet managers spoke of the devastation wrought on their businesses by the recession and how they intend to move forward.

Reducing driver pay, laying off office staff, extending equipment life-cycles and rolling back executive salaries were a few of the survival tactics employed by fleets. Now that the worst has passed, fleets are in recovery mode. Tom Kretsinger, president and CEO of American Central Transport, described recent years as “the most challenging times that ACT has ever seen.”

He said the fleet saw business soften in July 2006. It looked like it may be bouncing back in the first half of 2008 when fuel spiked and “it just fell off the table.”

He said the company suffered “an incredible drop in volumes” and “rates we never even dreamed were possible.”

ACT reduced its fleet size by 25%, rolled back driver and office staff pay, governed its trucks, slashed its recruiting department and pretty much “everything you could do to get costs down.”

“In that environment, you’re playing catch-up because you can’t get those costs down as fast as revenue is falling,” Kretsinger said. Volumes began creeping up in the fourth quarter of 2009, he said, and the company has been working to restore rates, “successfully, I might add.”

Kretsinger said all the company’s focus this year has been on restoring rates.

“This year, the focus is rates. That’s all we’ve been doing, we haven’t brought on any new business,” he said. “The balance sheets have been taking on a lot of water over the past three years and we owe it to our people, our lenders and our owners to get recapitalized because I don’t know when the next downturn is coming, but I know what will happen.”

Max Fuller, co-chairman of US Xpress, said his company cut costs by more than US\$40 million. Driver pay was reduced by about 10%, the recruiting department was cut and trade cycles were extended from four years to five. The company is now restoring driver pay as demand increases, but some of the cost-cutting initiatives will remain, he said.

“We are trying to keep the costs that were reduced over the last two to three years out of our system,” he said. Trade cycles, for example, will remain at five years, (600,000 miles rather than 400,000), even though the company has had to purchase seven new facilities to service its trucks over the past two years.

Fuller said his company is also enjoying success in restoring rates, which he predicted fell 12-15% across the industry and about 10% at US Xpress.

“Our company’s close to having that 10% drop that we had, come back,” he said. “A lot of utilization has come back and rates this year, I think are coming back.”

US Xpress is now in hiring mode, looking to fill about 30 management positions today, Fuller said.

Leo Suggs, chairman and CEO of Greatwide Logistics Services, said, “If there’s a silver lining to a recession, it’s that it causes you to look at every part of your business. Those that survived the recession came out much stronger

Post-mortem of a recession

US fleets discuss how they survived, and how they plan to move forward

than they went in.”

“Today, in our case, the biggest challenge looking forward is capacity,” said Suggs. “About 80% of our capacity is independent contractors and the lack of able-bodied independent contractors coupled with the price of the truck and the difficulty in getting financing creates a huge challenge in the marketplace.”

He said trucking companies will have to be more creative in finding ways to attract and retain drivers and hinted that setting up recruiters in Eastern Europe may be one tactic worth exploring.

Fleet executives at the conference also voiced concern about

the rising cost of new equipment, driven skyward mostly by emissions requirements. Kretsinger admitted the approximately \$10,000 up-charge on EPA2010-compliant trucks and engines is difficult to swallow at this time.

“You come out of (the recession) cautious, conscious of costs and better at cost control and when you first see the price (of the new engines), there is some sticker shock,” he said, noting ACT has extended trade cycles from three years to five. He also questioned whether an owner/operator can afford to purchase the latest generation equipment.

“I don’t believe an owner/operator

can,” he said of the new technology vehicles. Suggs agreed, noting, “The owner/operator that can get the financing and afford the truck probably doesn’t need the job.”

The cost of new equipment was the main subject addressed by Jim O’Neal, president of O&S Trucking.

“The cost of a Class 8 truck is north of \$100,000; that’s a problem and there’s a lack of innovative financing in the market,” he said. “And the residual value of those trucks that are \$115,000 are not a whole lot better than the ones we bought for \$80,000 not that long ago.”

O’Neal also expressed concern that new trucks are heavier, which eats into truck productivity.

“When you see productivity decline and you see inflation rise, you can head for the hills,” he warned. O’Neal also said “there is no practical fuel economy technology on the horizon that I can see” and that “many of the products we purchase today are still built on decades old technology.” □

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FLEET NEWS

Bison Transport to build \$2.5-million LCV marshalling yard in Windsor



GREEN LIGHT TO GO GREEN: Bison has received approval to proceed with an LCV marshalling yard in Windsor.

WINDSOR, Ont. – Bison Transport has received approval to build a \$2.5-million truck marshalling yard just east of Windsor which will serve as a hub for its long combination vehicle (LCV) operations.

Bison plans to use the yard to drop the second trailer from its LCVs, which will then be hauled into the US by other drivers. North-bound drivers pulling just one trailer will also be able to pick up a second load for delivery into Ontario. The new site will be constructed at the southeast corner of the Hwy. 401/Hwy. 77 interchange, just north of Comber. The site could be expanded as large as 26 acres.

The project at first met with some opposition from local politicians who voiced concerns about the need for new traffic signals and road improvements.

Rob Penner, vice-president of operations with Bison Transport, said the company has been working on the deal since Spring of 2009.

“There were several key hurdles to clear,” he told *Truck News*. “Finding a location close enough to the Windsor-Detroit crossing and the usual purchasing caveats such as environmental impact studies and soil testing, gaining approval for the site development plan, ensuring the site met LCV certification standards, etc. We had some rezoning hurdles and provincial and municipal wrangling, but

by and large the municipal officials and community were in favour.”

Asked if the significant investment is a sign the company may have some inside information on whether Ontario plans to expand its LCV pilot project, Penner said he’s hopeful but that the company has received no commitment from the province.

“We have no insight into the LCV pilot or its expansion and we anxiously await the decision of the Ministry,” said Penner. “The LCV pilot program has gone by flawlessly and barring an absolute catastrophe, I can’t imagine a circumstance that would cause the Ontario government to put an end to the program and further handicap industry in this province.”

Should the program be cancelled, however, Penner said Bison will still proceed with its development.

“This site is of strategic importance to us and is not contingent on the LCV initiative thriving,” Penner said. “Windsor-Detroit is critical to Canada-US trade and having a site in close proximity to the border to support our international traffic is an important part of our plan. Having said that, there is no question we are fully expecting the LCV initiative will advance. Our intention is ultimately to fully integrate LCVs into our cross-border operations.”

Penner said the site is being set up as a multi-tenant facility and space

will be leased to other carriers.

The investment also means there are more employment opportunities for drivers based in the region.

“We have plenty of regional and long-haul jobs available for Windsor-based drivers today and we definitely plan on continuing to grow

that segment of our business,” said Penner. “In fact, having a facility in that region will help all of our drivers with improved utilization and optimizing home time,” he added, noting drivers living in that part of the province will now be able to avoid the congested GTA. □

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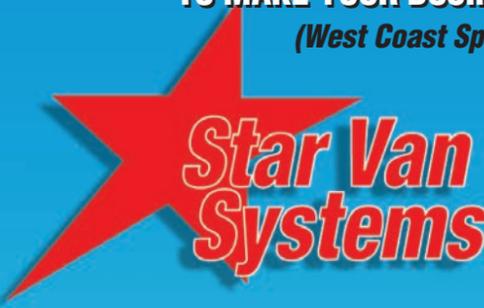
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NEW PRODUCTS

CGI block, longer B50 life highlight upgrades to new International MaxxForce 7

By James Menzies

DENVER, Col. – With Navistar International declaring it will be vigorously pursuing medium-duty market share, the performance of its new MaxxForce 7 engine will have much influence on whether the company achieves its goal of capturing half the total Canada/US market.

Navistar senior vice-president of North American sales operations, Jim Hebe, promised the truck and engine manufacturer would achieve 50% market share during a series of dealer training sessions held across the US and Canada in recent weeks. A portion of the 2010 Assault on Medium-Duty Boot Camp training sessions were dedicated to educating International sales reps on the new MaxxForce 7, which will power most International TerraStar and DuraStar medium-duty vehicles.

Jim Balkonis, technical marketing manager with International, said one of the engine's biggest advantages over its competition is its block is now constructed from compacted graphite iron (CGI), much like its big bore brothers, the MaxxForce 11 and 13.

"The heart of the engine starts with the engine block," Balkonis said. "If you have a weak engine block, you're going to have a low B50 rating on your engine."

He noted the CGI block adds 75% more tensile strength, 40% better stiffness and 200% improved fatigue compared to conventional gray iron. The use of CGI, combined with the use of a ductile iron bedplate for improved perimeter reinforcement, have enabled Navistar to increase the B50 life of its MaxxForce 7 from 350,000 miles to 500,000, meaning 50% of all MaxxForce 7s will still be running strong at the 500,000-mile mark.

Also new is a floating core EGR cooler the company says will result in greater reliability than the fixed EGR cooler used by competitors.

"We identified that as a point that we needed to improve on our engines," Balkonis said, noting most EGR failures are caused by thermal expansion and contraction in extreme temperatures. "The floating core EGR allows for expansion and contraction."

Navistar has also gone to a new generation EGR valve, moving from a one-way power with spring return design to a power-open/power-close design that the company says will eliminate spring fatigue and breakage. Balkonis said every other manufacturer in the industry is still using a spring return, single actuation EGR valve design, which is prone to failure.

Also unique to the MaxxForce 7 are dual sequential turbochargers, which Balkonis says provide improved performance by eliminating turbo lag. A small, fixed geometry turbo helps launch the vehicle and a larger turbo takes over at higher speeds.

Anticipating that competitors will point to replacements costs as a reason for using a single turbo, Balkonis pointed out it costs just \$180 more to replace both turbos than to replace the single variable

geometry turbocharger found on a Cummins.

Balkonis also spoke of the advantages of vertical integration, most notably that the engine doesn't have to be designed for use in a wide variety of OEM chassis. This allows for little enhancements like combining the water-in-fuel sensor with the fuel cooler, Balkonis noted.

When comparing warrantees, Balkonis said the MaxxForce 7's three-year basic warranty is a full year longer than the standard coverage offered for the Cummins ISB and Hino's JO8E. While he acknowledged both competitors offer protection for unlimited miles while the MaxxForce does not, he said the 150,000 miles covered by the basic MaxxForce warranty will be more than enough in most medium-duty applications.

"The bottom line is, we have a

third more time coverage on our basic warranty. How many medium-duty applications get to more than 50,000 miles per year?" he asked.

The most obvious difference between the MaxxForce 7 and other medium-duty engines is its EPA2010 emissions compliance strategy. Unlike Cummins and Hino and every other player in the market, International engines will not use selective catalytic reduction (SCR).

All NOx emissions will be eliminated in-cylinder and through what Balkonis described as the "five core fundamental principles of diesel engine combustion": control strategies; mixing capabilities; air management; exhaust management; and fuel management.

He countered claims from competitors that International engines won't be able to comply with strin-

gent NOx emissions standards without exhaust aftertreatment: "You can tell when someone is scared, because they go after your credibility," he said. "They say 'Oh, it won't work,' when their lead engineers know that it will work. It just took time, money and passion to develop this technology. This is the best solution for the customer...it doesn't come in and out of compliance based on the responsibility of the driver."

In concluding, Balkonis said the MaxxForce 7 "has the ratings, the durability, the serviceability, longer standard warranty coverage and it runs clean all the time."

Available in International DuraStar and TerraStar medium-duty vehicles, the MaxxForce 7 comes in four ratings: 220 hp, 560 lb.-ft. torque; 240 hp, 620 lb.-ft.; 260 hp, 660 lb.-ft.; and a new 300-hp version with 660 lb.-ft. of torque. □

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NEW PRODUCTS



Michelin introduced a new **BlackBerry app** at the Great American Trucking Show that allows customers to easily locate their nearest dealer. The mobile dealer locator application works on BlackBerry smart phones in the US and Canada, Michelin announced. Android and iPhone apps will follow, the company announced. Customers using the app can call for emergency roadside service directly from

the application. For more info, visit www.michelintruck.com.



Glacier Bay has announced it has added shore power capability to its ClimaCab **electric auxiliary power unit (APU)**. With the shore power option, drivers are able to keep cab temperatures comfortable as long as they want while recharging the ClimaCab and truck batteries. The ClimaCab can be plugged into any 110-volt electrical outlet and features two 110-volt outlets inside the cabin, which can be used to power electronics or appliances. It takes about six to eight hours to fully charge the ClimaCab system, the company notes. The shore power option costs about US\$900 with volume discounts available, the company says. For more info, see a ClimaCab dealer or visit

www.glacierbay.com.

Tridako Energy Systems is bringing its **PowerCube APU** to the trucking market. Previously, the APU was targeted towards off-road equipment. The company says its PowerCube APU offers: 24,000 BTU air-conditioning; 30,000 BTU heat; and a unique ThermoVap radiator/condenser design. It's powered by a two-cylinder Cat engine and consumes 0.165 gallons of fuel per hour. For more, visit www.powercubeapu.com.

Dana has enhanced its **Spicer Life Series (SPL) Model 250 universal joint assembly**, improving performance and durability, the company claims. The new assembly is designed for the latest low-emission Class 8 trucks and boasts a 40%+ improvement in dynamic bearing capacity within the same compact package. The company says it offers 70% more power density compared to its nearest competitor. A new synthetic lubricant



allows for an initial three-year, 350,000-mile lubrication interval, the company adds. For more info, visit www.roadranger.com or call 800-826-4357.

Ridewell's axles have been deemed "TPC ready" for Edmonton-based TPC International's **TireBoss tire pressure control systems**. The first axles will be installed on three-axle logging trailers and will be manufactured by Temisko Trailers of Notre-Dame-du-Nord, Que. for Bourgeois Diesel Service in Nova Scotia. Robotically integrated Ridewell suspensions and TPC-ready axles are standard equipment on trailers offered by Bourgeois.



Shaw Tracking is introducing its new **Trailer Tracks 210 (TT210) solution**, a product designed to deliver timely information about the load status and location of trailers. TT210 is the successor to Shaw Tracking's Untethered Trailer Tracks (T2) trailer management solution, but offers additional features including: an embedded solar panel and antenna; improved memory and processing power; a more compact design that enables simpler, less time-consuming installation; and Bluetooth capability. Both TT210 and T2 leverage the same Trailer Tracks host environment, meaning customers using either or both platforms can manage their trailer assets from a single Web portal, officials say. TT210 is slated for commercial availability in the first quarter of 2011.

At the Great American Trucking Show, Rand McNally introduced **free upgrades for IntelliRoute TND users**. The upgrades can be downloaded free of charge for registered customers using IntelliRoute's TND dock. Free enhancements include: state-by-state mileage data reporting; enhanced voice warning system; an 'Am I close?' feature; driver-controlled auto re-route; full-route text preview; enhanced help and tips; and full French functionality. Also at GATS, Rand McNally introduced a new line of GPS accessories including cases, chargers and a starter kit. For more information, visit www.randmcnally.com/truckgps.



At the Great American Trucking Show, Kenworth showcased a new **vinyl wrap** on a T700. The wrap was developed with Sirlin Enterprises and represents a new

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way of spec'ing Kenworth trucks. The vinyl wrap option will be officially launched "in the near future," the company says. They're designed to provide a distinctive, eye-grabbing upgrade at a lower cost than paint.

Kenworth has created a new section on its **Web site** exclusively for the new T700 highway tractor. The new section features: a four-minute video that shows the truck in action; a downloadable six-page brochure; and additional information on the Paccar MX engine and components such as disc brakes. To see the site, visit www.kenworth.com.



Vigillo is now offering **CSA 2010 Benchmark Scorecards** so fleets can see how they stack up against their peer groups. The scorecards are available to Vigillo customers at no additional cost, the company announced. Vigillo now has more than 600,000 drivers being monitored by its CSA 2010 scorecards. For more information, visit www.vigillo.com.



PeopleNet is launching what it claims is the trucking industry's first optionally **portable onboard computer**: the PeopleNet Tablet. The new product is designed to revolutionize driver efficiency and workflow, and would eliminate the need for additional handheld devices in the cab, according to company officials. CEO Ron Konezny says that the Tablet is a response to the transportation industry's demand for faster workflow and a shorter accounting cycle. The Tablet features a rugged design and seven-inch touch screen, and combines traditional in-cab functionality such as in-cab navigation, vehicle management (engine diagnostics), eDriver Logs, in-cab training, driver e-mail and messaging, and geofencing with portable options like a camera, barcode scanner, signature capture, and Wi-Fi. It will be commercially available in the first quarter of 2011. □

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NEW PRODUCTS

New company enters brake biz

ROME, Ga. – A new business has formed to provide commercial vehicle brakes and brake-related components to the trucking industry.

Elite Brake Company will be offering a full line of: brake linings, medium-duty hydraulic brake disc pads, heavy-duty air disc brake pads and new lined brake shoes and kits as well as remanufactured brake shoes and kits and complete brake drum kits, the company announced.

It says its mission is to bring “better brake performance to medium- and heavy-duty commercial vehicle fleets operating trucks, trailers and transit/coach buses.”

The new company will be headed by John Healy, a friction industry veteran.

“The primary focus of our new company will be unique brake products that are developed to be application-specific and provide the lowest cost per mile for each fleet,” Healy said. “Our company slogan is ‘We have the right brake for you’ and that’s our ultimate aim, to offer products to help individual fleets meet their performance and operating cost goals.”

The company’s corporate office, distribution centre and remanufacturing plant will be located in Rome, Ga., the company announced. For more info, visit www.elitebrake.com. □

New Petes financed by Paccar come with incentives

TORONTO, Ont. – Paccar Financial is offering incentives for buyers of new Peterbilt trucks in Canada and the US. Qualifying buyers who finance their purchase through Paccar Financial will receive two additional years of vehicle protection, the company announced.

“Finance or lease a new Peterbilt with PFC and we’ll provide a three-year, 300,000-mile (480,000-kilometre) extended vehicle warranty as a thank you,” said Todd Hubbard, assistant general manager of sales and marketing for Paccar Financial. “This is another way of showing our customers extra appreciation for their business.”

The offer is good for purchases of up to 20 trucks per customer and will run through the end of 2010 on orders for immediate build, the company says.

“Interest rates for qualified buyers are very attractive right now and Paccar Financial offers a bevy of lease and finance programs that we can customize for our customers,” said Hubbard. “It can make getting into a new Peterbilt very cost-effective. Add in a bonus three-year, 300,000-mile warranty worth nearly \$3,000 and our customers really come out ahead.”

For more info, see a Peterbilt dealer or call 800-777-8525. □

Shell launches nitrite-free extended life coolant for new engines

By James Menzies
DALLAS, Texas – Shell Lubricants has launched a complete line of Rotella-branded heavy-duty coolants, which is headlined by a new Shell Rotella Ultra ELC, a nitrite-free coolant the company says can last up to 600,000 miles with no extender required.

The latest addition is well suited for EPA2010-compliant engines, Stede Granger, OEM technical services manager told *Truck News* at the Great American Trucking Show, where the product was launched.

“With the new 2010 engines, we’re seeing a lot more use of aluminum and in certain situations, nitrite has a reaction with aluminum. It can form ammonia gas and cause corrosion, so we’re now working with the OEMs to put into the marketplace a nitrite-free coolant,” Granger said. The Ro-

tella Ultra ELC is also designed to handle the requirements of hotter-running engines and an overall harsher engine environment.

Other benefits of the Rotella Ultra ELC product include: enhanced oxidation control and corrosion protection of aluminum alloys and lead solder as well as better elastomer compatibility with silicone seals, the company claims.

It can also be used in light-duty engines, making it ideal for fleets with a mix of light- and heavy-duty vehicles, Shell points out. The top of the line product from the new Rotella coolant family is available immediately in bulk and drum quantities and will be available in a 50/50 pre-diluted concentration in December, Shell officials told *Truck News*.

Rounding out the product line is Shell Rotella ELC, which uses



organic additives to inhibit corrosion and protect cylinder liners from pitting. The Rotella ELC coolant can provide protection for up to 600,000 miles as well, but it requires an extender at the 300,000-mile mark.

Also available is Shell Rotella Fully Formulated coolant with supplemental coolant additives (SCAs), offering protection for up to 250,000 miles. However, it requires the user to monitor and maintain SCA additive levels. □

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EXECUTIVE VIEW



John Erik ALBRECHTSEN

On technology, driver pay and why new engine reliability must improve

WINNIPEG, Man. – John Erik Albrechtsen, manager of operations with Paul's Hauling began working in the family business when he was about 12 years of age.

His career has taken him from the shop floor through the University of Manitoba where he earned a business degree and even included a stint as a commercial airline pilot. Today, he manages the operational side of Paul's Hauling, a 250-truck fleet that hauls bulk commodities such as jet fuel around Western Canada.

Always one to speak his mind, Albrechtsen visited recently in Winni-

peg with *Truck News* executive editor James Menzies. Following is a candid conversation about driver pay, costly new engine technologies and the future prospects of the trucking industry.

TN: How do you spend most of your time at Paul's Hauling?

Albrechtsen: My real role is to leverage business processes with operational technology to make us more efficient, that's essentially what I do. I bring equipment, regulations and technology together to support our operational groups and then I work with a team of senior managers to drive all

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that through our organization.

TN: What role does technology play in all that?

Albrechtsen: I went to a conference in the early 80s with a guy who was the Dean of the Sloan Business School of MIT and he said 'Anybody can move your goods from Point A to Point B, but the guy who moves the goods and can provide the information is going to be the winner.' As we come through the 2000s, that's the case. The guys who have the technology and can reduce the workload for the driver, and deliver information to the customer in real-time, that's what customers are looking for.

Back in the 80s, that was pretty visionary. Today, that's what everybody is expecting. Shipping customers want visibility of where their carriers are and what they're doing. That drives the challenge.

On the other side, you have an overcapacity in the marketplace and a shortage of capacity for good drivers. How do you bring drivers into the market and how can you make their job easier and more effective while meeting regulatory and customer requirements?

TN: You're an early adopter of driver-friendly technologies such as automated transmissions like the Eaton UltraShift Plus, why is that?

Albrechtsen: We used to have 18-speed manual transmissions. Now, to move the load down the road the driver doesn't have to focus on progressive shifting or how to shift, he can focus on the external environment around him.

It makes it easier for us to bring less experienced drivers in, but it also allows us to operate equipment efficiently and effectively. The drivers love them.

TN: Do automated transmissions help with driver recruitment? And is the driver shortage back already?

Albrechtsen: We're a bit more insulated from that because a lot of our loads are local and quality of life is always important to a driver. Our part of the business allows for a better quality of life than some of the over-the-road guys. But because the commodities we haul are mostly hazardous materials, it puts more onus on the driver – it's not for everybody. From that perspective, we haven't seen that issue yet but it's coming back, you can see it happening in the States already.

During the downturn, there was an overcapacity, rates went down and now it makes it difficult to increase wages for drivers but that is going to have to come back. The shortage is going to happen. In the downturn, a lot of guys left the industry and as the economy starts to rebound, guys who were getting ready to retire are going to retire and the regulatory environment is going to make it more difficult to bring new entrants into the business.

What we are seeing is our average age of driver is staying consistent with the industry and increasing. Getting new entrants into the industry is a challenge not only for Paul's Hauling, but for anybody across the industry and the shipping community is going to have to understand that.

TN: There seems to be a sense in the industry that driver pay methods must change and hourly pay may be worth examining. How does Paul's Hauling



TRUCKING WILL SURVIVE: Albrechtsen says trucking will continue to be the mode of choice for shippers. *Photo by James Menzies*

pay its drivers?

Albrechtsen: We pay them hourly to a standard. It's a complicated system. Our business is not just over-the-road, it's a mix of loading and unloading and product handling. On short hauls, there's a lot of product handling involved so we have to make sure to equate that.

The key things that make us successful with our drivers are: we have an established hourly rate system that is fair and equitable to everyone. We say a task should take a certain amount of time to accomplish. If a loading point is not ready to go and it's not your responsibility, you need to be compensated for that. Over and above that, when our guys go over 60 hours – because you can do that within the (HoS) cycle – we pay overtime.

One of the issues with our industry has always been: 'It's in the rate.' This is why hours-of-service is such a big issue. If everybody paid hourly rates and overtime, it'd be self-policing. They try to take a safety standard and make it a social standard.

In essence, for anybody who pays strictly hourly, there's a whole bunch of inefficiency in there. Anybody who pays strictly by the kilometre is not being fair. We believe we have a system that does both. Some guys will do a little better because they're a little bit more efficient. It's fair. And if they face extra time or delays, they get reimbursed for all that time so they're getting paid fairly for the work that they're doing.

TN: Are drivers pleased with that arrangement? Is driver turnover still an issue?

Albrechtsen: Our turnover is low. Our big challenge is that we have quite a bit of seasonal business, so staffing up for the seasons is a challenge but within our normal core of operations, it's low.

TN: Paul's Hauling runs mainly Mack and International trucks. How closely have you followed the debate surrounding EPA2010 engine technologies? As a customer, has the war of words been a disappointment or is it just good, healthy competition?

Albrechtsen: I haven't paid too much

attention to it. Our job is to get loads from A to B and our biggest issue is to make sure we have reliability and durability and to this point, we're not sure.

We do know that anything to do with emissions on any engines we have experience with is costly – really costly.

Just look at the dollars spent on EGR coolers, EGR valves, diesel particulate filters – all the failures are the bolt-on components. Any engine is reasonably reliable but as soon as you get into all the emissions components that go around them, they're not. That's a frustration for drivers because drivers can't get their tasks done. All they're looking for is a truck that will get them from A to B and let them do their job.

SCR vs EGR or whatever else – I don't really care. I just want one that does it. Today, if you ask me which one is going to do it... I couldn't pick a horse today. From our experiences, so far none of them are any good.

The shipper wants us to pick up his load, deliver his load and do it timely, safely and efficiently and that's what our drivers want to do. They don't want to be stuck on the side of the road; they don't want tow bills. That's why you buy new equipment. But today, the cost of emissions equipment is extremely high and the reliability is moderate to low across the board, it doesn't matter what vendor you're talking about.

TN: How are you managing the additional costs of EPA2010 emissions? Did you pre-buy trucks? Are you extending life-cycles?

Albrechtsen: We are extending life-cycles. The old trucks work well and the new trucks don't and that's primarily because of emissions. It's not an environmental issue – it's a reliability and cost issue. We had one in the other day, an EGR cooler went so you get coolant in the oil and then it's a \$17,000 repair. It was warranted but it cost \$17,000 to fix. And those aren't isolated instances, it's not only us, it's everybody.

Our maintenance facilities do a lot of outside work, so we get a lot of exposure to what other carriers do because we see a lot of those outside trucks. We don't have to buy Brand X to know

how reliable Brand X is, because we'll see it. The cost of new trucks is huge. The only thing that's not huge is the price of used trucks. You want to buy some? I have a helluva deal for you.

Except for the creature comforts and the amenities, from the driver's perspective it's the older trucks that perform better than the newer trucks. The operational cost models today don't support new trucks very well. Not only are they expensive to buy, they're expensive to maintain and the reliability is poor which pushes up against a whole lot of cost factors that the shipping rate structures don't support.

TN: On the regulatory front, what are your main concerns? You are an early adopter of technology so I would think you're a big proponent of things like EOBRs?

Albrechtsen: Yes and no. I'm not a big fan of big brother looking over my shoulder, but it has a place in that it can allow good information to come through on how things are being operated and where inefficiencies are and where you can take corrective actions. Aggressive driving behaviour is something we focus very strongly on.

EOBRs can provide important data components that have value to you but if those data components are not interpreted properly, it can be extremely detrimental because it can skew one way or another and all sense of reality gets lost.

TN: Looking at the big picture in terms of the regulatory environment, rates, capacity, etc., are you optimistic about the trucking industry's future?

Albrechtsen: That's an interesting question. I am cautiously optimistic. I think the economy has a long way to go even though there are some sectors that are pretty vibrant right now. For our particular company, we managed to carve out some areas in the downturn where we managed to do reasonably well.

I think that the general public and the shipping community need to understand the relevance and importance of transportation and that has to gain a more prominent position in the logistics chain. I don't think it's getting the respect it needs.

Traditionally, what has separated North America from other economies is our ability to move goods from A to B and support that infrastructure and I don't think the public recognizes the need to effectively fund infrastructure.

TN: So you feel that the general public and shippers must gain a better understanding of the role trucking plays before things improve?

Albrechtsen: In the late 50s and early 60s, transportation was a regulated utility, no different than water and heat. Deregulation has gotten us away from that. So they try to come up with things like CSA 2010 and all those other things.

The perception the public has is that you get stuck behind a truck and it gets on your nerves but in the bigger picture, it's the most effective means of getting things from A to B and the public needs to recognize that. Am I optimistic? Yes. When was the last time an airplane pulled up to your doorstep or a train pulled up to your doorstep? It doesn't happen that way. (Trucking) is going to come back but it's going to take a lot of reflection from key people in key places. □

'The old trucks work well and the new trucks don't and that's primarily because of emissions.'

John Erik Albrechtsen, Paul's Hauling

OEM/DEALER NEWS

International launches aggressive goal to capture 50% of medium-duty market

By James Menzies

DENVER, Col. – Navistar International has launched a seven-stop training tour and pep rally for its sales reps, which it hopes will set the groundwork to launch an all-out assault on the medium-duty truck market.

The goal: to achieve 50% market share in the North American medium-duty truck market. Currently, International says it's the market share leader at about 35% (not including school buses and specialty vehicles, which would push it closer to 46%). The recent series of dealer meetings was dubbed the 2010 Assault on Medium-Duty Boot Camp and by the time it concludes, will have been attended by about 1,000 salespeople from nearly every Canadian and US International dealer.

While its medium-duty market share remains strong, Jim Hebe, senior vice-president of North American sales operations with Navistar, said he feels the company has lost its focus on

the segment in recent years due to the success of its Class 8 ProStar model. And now he wants to see the company completely dominate the segment of the market in which it's strongest.

"We're here primarily for one reason," Hebe told a gathering of salespeople in Denver, the second stop on the tour which will make its lone Canadian appearance in Red Deer, Alta. later this month. "We're going to get 50% of the medium-duty market and we're not going to stop until we get there."

He used military anecdotes to rally the troops and said "Frankly, at the end of the day we're not here to make peace with our competitors. We are here to win and to go to war with them."

Hebe was especially concerned by gains Cummins has made in the medium-duty engine market.

"Nearly half of all medium-duty trucks sold today are Cummins pow-



BOOT CAMP: This International DuraStar was driven by sales reps who also had the chance to compare it to competitive models. Photo by James Menzies

ered," he noted. As truck makers go, he said Freightliner is the biggest threat to International but acknowledged Hino also makes a decent truck that can't be ignored.

However, he said International has the complete lineup of trucks and en-

gines required to dominate the medium-duty market.

"In medium-duty, we are unequaled," Hebe said. The outspoken truck exec noted several market changes that are underway, each presenting new opportunities to gain market share. One is that "Green is a constant, rather than a cause today." He said "EGR is the greenest solution to meeting medium-duty, pickup-and-delivery operations," insisting that selective catalytic reduction (SCR) doesn't work well in stop-and-go applications. Hebe also announced Navistar has developed its own natural gas engine technology specifically for medium-duty applications.

"We're the industry leader in hybrids and we're becoming the industry leader in natural gas," he said. "We have the best-suited and best-targeted natural gas strategy of anyone in the truck business anywhere in the world."

He also revealed that natural gas versions of the MaxxForce 11 and MaxxForce 13 are coming as well.

In addition to motivating sales reps, the Assault on Medium-Duty Boot Camp gave attending sales reps the chance to drive most competitive vehicles as well as International DuraStar and TerraStar trucks.

Navistar also shared with them the results of competitive model comparison testing, which Hebe referred to as "the best comparison of medium-duty trucks that has ever been done in this business." □

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Cummins enjoys 'best launch ever' with EPA-compliant engines

COLUMBUS, Ind. – By the end of August, Cummins has built and shipped more than 26,000 heavy-duty and mid-range engines with Selective Catalytic Reduction (SCR) exhaust aftertreatment, according to the manufacturer.

“Our technology experience and our own testing of the alternatives to meet the EPA 2010 emissions levels give us great confidence in our SCR solution, and we are confident that SCR is the right technology for now and for the future,” said Rich Freeland, president of Cummins’ engine business. “The fact that SCR is the right technology is being proven in the marketplace every day with our industry-leading engines. To date, the reliability data show that this has been our best launch ever. Our 2010 products are delivering up to 6% better fuel economy and lower CO₂ emissions, and they are meeting the near-zero emissions levels required by EPA2010 standards.”

Cummins has developed and certified 13 engine families to the EPA and California Air Resources Board (ARB) regulations to serve more than 60 OEM customers in 180 vehicle installations. □





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Volvo, Mack recall workers as demand ramps up

GREENSBORO, N.C. – Volvo and Mack have both recalled workers to their truck plants as demand for new trucks ramps up.

Volvo recalled about 270 workers, representing about 23% of the plant’s total workforce, to its New River Valley truck plant last month and has secured some significant orders from customers, company spokesman John Mies said.

“In addition to some positive market trends, we believe the order increase is also being fueled by the very positive experience customers are having with our new EPA2010-compliant trucks – word gets around quickly in this industry,” said Mies. “We’ve also been working very hard to get people behind the wheel of demonstrator trucks to show them first-hand the quality, performance, and productivity of these vehicles.”

Volvo previously announced an order of 370 trucks from Knight Transportation and an order for 600 trucks from Penske Truck Leasing. Mies said “we’re continuing to win significant orders from new customers that until now have not had Volvo trucks in their fleets.”

Days later, Mack announced it is increasing employment at its Macungie Assembly Operations by about 125 workers beginning the first week of October.

The company said it will be recalling laid off workers and hiring new employees as well as demand for its trucks increases.

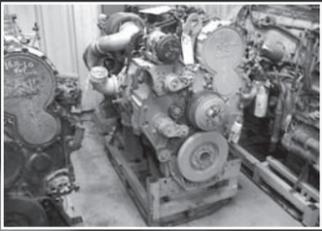
“This action will support a ramp-up in production,” said Mack spokesman John Walsh. “While the construction market remains very weak, we’ve recently experienced an uptick in order activity on the highway and refuse sides of our business. Beyond the economic and market forces at work, we’re also getting a very positive reaction to our new EPA2010-compliant trucks.”

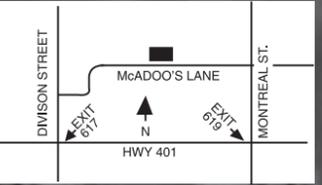
Mack officials said the company has seen its US retail sales climb about 17% through July. □

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OEM/DEALER NEWS

US trucker receives 50,000th Freightliner

CHATTANOOGA, Tenn. – U.S. Xpress CEO Max Fuller recently took delivery of the 50,000th Freightliner truck he has purchased since his very first truck in 1974.

At that time, Fuller purchased a Freightliner for his father's company Southwest Motor Freight. Since then, he has purchased 49,999 more Freightliners, an achievement that was commemorated during a special ceremony at US Xpress headquarters in Tennessee.

The 50,000th Freightliner is a Cascadia 72-inch raised roof sleeper tractor with a Detroit Diesel DD15 engine. Its door is marked with a special inscription to mark the distinction.

"Through the years, the U.S. Xpress team has helped design, develop and test our products, making them an important part of our growth," said Mark Lampert, senior vice-president of sales and marketing for Daimler Trucks North America. "We are proud of the long-term relationship between U.S. Xpress and Freightliner Trucks, and look forward to continuing to provide them with the most productive and re-

liable trucks available in the market."

"Freightliner has been integral to our expansion," added Fuller. "We like dealing with the best-in-class for everything, and the products and management of Freightliner Trucks fit that charge."

Fuller said his decision to first go with Freightliner in the 1970s was driven by the oil embargo which caused rising fuel prices and the fact the Freightliner was an efficient vehicle. He ordered about 150 Freightliners at that time, which was about half of Southwest's fleet size at the time. Fuller and fellow co-chair Patrick Quinn launched U.S. Xpress in 1985 and in some years were purchasing between 3,000 and 4,000 trucks as the company rapidly grew. In the 1980s, the carrier inked a 12-year exclusive agreement with the truck maker.

When Freightliner was developing its Condo, it solicited the feedback of U.S. Xpress drivers and more than 60 contributed to the design of the cab by providing real-world feedback. □

Harper inks distribution deal with Webasto

TORONTO, Ont. – Harper Power Products has reached an agreement with Webasto to become its new master distributor for Ontario, representing Webasto products to all on-highway, off-highway and industrial market sectors.

"We have a large footprint in this province and we will be able to roll out the Webasto products to all of our locations seamlessly and immediately offer local sales and product support to the existing dealer network as well as new customers," said John Cosgrove, president and chief operating officer of Harper Power Products.

Teo Teodoro, director of customer service for Harper, will oversee the business development for the Webasto product sales and dealer support.

All six Harper Power Products locations in Ontario will provide sales, parts and service support to the end user and to the existing dealer network. □

Bridgestone searching for heroic truck driver

MISSISSAUGA, Ont. – The search is on for the 2010 Bridgestone Canadian Truck Hero Award recipient. Since 1956, the company has formally recognized truck heroes for courageous acts performed on the road.

"We are searching for stories of truck drivers who have gone above and beyond the call of duty," said Jim West, general manager of commercial products for Bridgestone Bandag Tire Solutions. "For 54 years, our company has been recognizing heroic highway acts. We look forward to uncovering another inspiring story."

The Truck Hero award recipient will receive a cheque for \$3,000 and a specially-commissioned crystal award. In addition, the award recipient and their employer will receive an all-expenses paid trip to the award ceremony, which will be held in Toronto at the annual meeting of the Ontario Trucking Association. The deadline for nominations is Sept. 30. Applications can be made online at www.truckhero.ca. □

Great Dane rolls out AdvantEDGE program

SAVANNAH, Ga. – Great Dane's AdvantEDGE national account parts and service program is now open for fleet customer enrollments. The program, which launched as a pilot in February, allows customers to connect to Great Dane's branch and dealer network across Canada and the US. Once an account is established, customers can arrange for service and/or parts purchases at more than 100 participating locations.

"With over two years in development, the AdvantEDGE program is now ready to roll-out," says Dave Durand, Great Dane's director of aftermarket. "All phases of the pilot launch have proved successful, and we are confident our customers will experience the full benefit of this industry leading program."

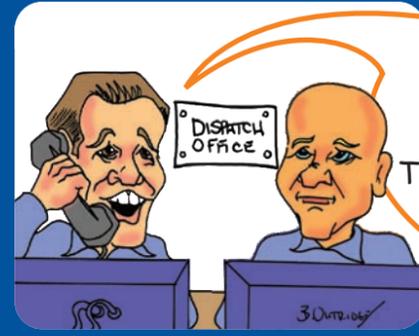
The program is a collaborative effort between Great Dane and

Multi Service, and was specifically designed with features to benefit fleets, officials say. Customers are issued a single line-of-credit through Multi Service. Authorized buyers can then define unique roles and variable purchasing controls for drivers by utilizing the online platform. Program features like Preferential Service and Parts Priority, Centralized Invoicing and Consistent Parts Pricing are designed to help remove some of the headaches of over-the-road service and parts purchases, the company says.

AdvantEDGE offers 24/7 online access that allows customers to locate a service and parts provider, review their historical purchases or pay their bill through the online system. For more information, visit www.greatdanetrailers.com/AdvantEdge or call 877-600-3433. □



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OEM/DEALER NEWS

Peterbilt's new Model 587, Paccar MX roll through Ontario

By James Menzies

MISSISSAUGA, Ont. – Peterbilt's extensive North American Tour rolled through Ontario in mid-August, with stops at Peterbilt Ontario Truck Centres locations in London, Mississauga and Cardinal, Ont. before heading into Quebec and the Maritimes.

The tour featured Peterbilt's newest truck, the Model 587, pulling a trailer packed with information and displays on everything from disc brakes to the new Paccar MX engine and the company's new Nav-Plus infotainment system.

Truck News visited the Aug. 11 stop in Mississauga to get an up-close look at the Model 587, which is described by general sales manager Paul Reitz as the "evolution of the 387."

Compared to the 387, the Model 587 offers improved visibility thanks to a redesigned hood with a steeper slope. Reitz said the new hood affords drivers an extra three to four feet of down-view visibility.

The hood release system on the 387 has been replaced with standard rubber hold-downs, Reitz explained, and the hood opens up to a complete



MEET PETE: Peterbilt's latest offering, the Model 587, was on display at local dealerships during a recent North America-wide tour. Photo by James Menzies

90-degree angle to provide easy access to the engine.

"It's not tucked away into the dog-house," Reitz said of the Paccar MX engine, which is also being showcased on the tour.

The Model 587 comes with standard Bendix disc brakes on the front axle, an industry first that provides better stopping capabilities. Also new is an improved wiring system that was needed for the EPA2010-compliant engine and allows for standardization across the Peterbilt product line, Reitz explained.

Other upgrades are more subtle: new side fairings, improved battery box latches with a more robust handle and gas shock door springs. The interior remains much the same as the Model 387, but several enhancements – including a new dash to further improve visibility – are coming, Reitz said. The truck is still undergoing validation testing and is not yet in full production, although Peterbilt Ontario Truck Centres has several on order.

Another improvement over its predecessor is the aerodynamics of the Model 587. Peterbilt managed to lessen the truck's wind resistance by 17%, thanks to new aerodynamic mirrors and fenders and a smoother overall design.

Reitz said he expects the Model 587 to be popular in linehaul and even some bulk applications, when spec'd

in a mid-roof configuration.

As for power, Reitz said customers are beginning to warm up to the new Paccar MX engine.

"We're really trying to shake the perception that it's a new engine," he said. "It's not a new engine. Is it new to North America? Yes. But there are 125,000 of them in Europe and China – it's been tried and tested."

In Ontario, Peterbilt dealers have already placed about 26 Paccar MX test engines with some of their biggest fleet customers and the feedback has been positive, Reitz said.

"We've had great results with it," he said of the tests, which have been underway for several years now. "We've hauled heavy loads with it and it hasn't broken. The customers that test drove it, liked it and I think you'll see them order some if they haven't already."

Reitz's dealership is so confident in the engine, is just recently took delivery of a Model 386 with a 450-hp Paccar MX which will be loaned to customers for several days at a time.

"The biggest question is, how is the power?" Reitz admitted. "The best way to show them is to walk the walk, so we threw some plates on it, some insurance on it, and we'll let customers pull their own loads with it. We think test driving it is going to answer all those unknown questions."

The truck is already booked for the next few weeks, Reitz said. □

Mack integrates MVASIST, OneCall support systems

GREENSBORO, N.C. – Mack Trucks has integrated its Web-based MVASIST service platform with OneCall, which provides customers with access to trained technicians 24/7, the company announced.

The result provides customers with a turnkey system for breakdown support and service management and maintenance, the company claims.

"This unique platform allows dealers to deliver what fleet executives have identified as their most pressing needs, including clear communication on the status of a repair, accurate estimates and invoices, and consistency between service facilities," said Dave Albert, Mack customer satisfaction program manager.

The original MVASIST, developed in partnership with Decisiv, took information that was previously stored in separate silos and combined it into one online location to allow truck owners to better track maintenance and repair activities. By integrating OneCall, customers will enjoy more effective and efficient communication, Mack says. A OneCall technician, for instance, will arrange for towing or repair at a nearby Mack service centre and using MVASIST, the service centre will keep the customer informed and enjoy direct communication with fleet decision-makers.

"Before MVASIST, the servicing dealer and the fleet would typically go through numerous phone conversations, voicemail, faxes and email, involving significant amounts of time. With MVASIST, all communications, estimates and related documents for the service event and the vehicle involved are linked into one online folder," said Albert. "With MVASIST, confusion is eliminated, time is saved, repairs are done efficiently and trucks get back on the road faster."

Most Mack dealers are already using MVASIST with the remainder to be taking part by the end of 2010, Mack says. □

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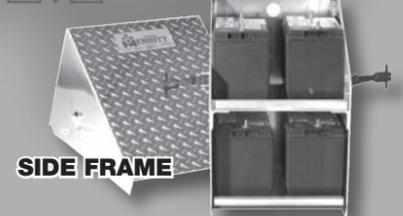
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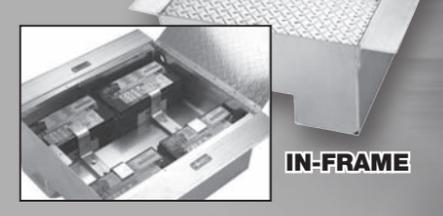


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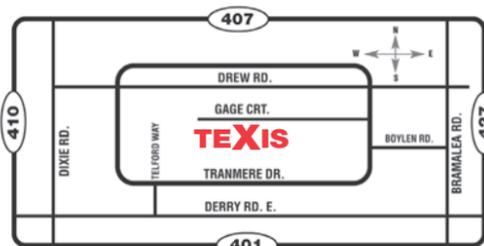
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Mark Dalton: Owner/Operator

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 does his best to get his truck really clean, but he can't compete with the driver of a Freightliner parked next to him whose whole family is constantly polishing and shining their truck. Mark comes up with a plan and offers some boys at the show a way to make some money.

"Thwock!"

"Thwock! Thwock!"

Mark opened his eyes and lifted his head off his pillow. He remained that way for a few moments, listening. He thought he'd heard something, but there was nothing more. He shut his eyes and went back to sleep.

"Thwock!"

There it was again, sounding as if something was striking Mother Load's front windshield.

"Thwock! Thwock-ping!"

Having an idea what it might be, Mark threw the covers off and jumped out of the bunk, landing hard on the floor of the cab and stubbing a toe against the passenger seat as he hurried to open the door and get out of the truck. Finally, he had the door open and it was just as he'd feared. The boys he had hired to egg the Freightliner had gotten it wrong. They were pelting Mother Load with eggs instead of the gleaming Freightliner next to him.

"What are you doing?" Mark said in a whisper, waving his arms as he ran out in front of Mother Load, putting himself between the boys and their assault on his precious truck. "I gave you boys \$10 each to throw eggs on that truck over there!" he said, emphasizing his point by thrusting a finger in the direction of the Freightliner. "That one!" he said again. "Not this one!"

The three boys just stood there looking at Mark, each one holding an egg in their throwing hand.

"We know," one of the boys said at last. "But that guy gave us \$20 each to throw the eggs at your truck."

Mark clenched his teeth and

turned around to look at Mother Load. There were five distinct eggs splatters across his windshield, and one more hit his front grille. He could clean the egg off the windshield easy enough, but the stuff in the grille was going to be tough.

He turned back around to face the boys. The damage was already done other than say, "I want my money back." He held out his hand to press the point.

Nothing happened at first and for a moment Mark thought that he just might see his \$30 again.

But then an egg sailed past his head, followed by two others that hit his forehead in rapid succession.

"Spla-plat!"

Mark wiped the egg from his eyes and saw that the boys were gone.

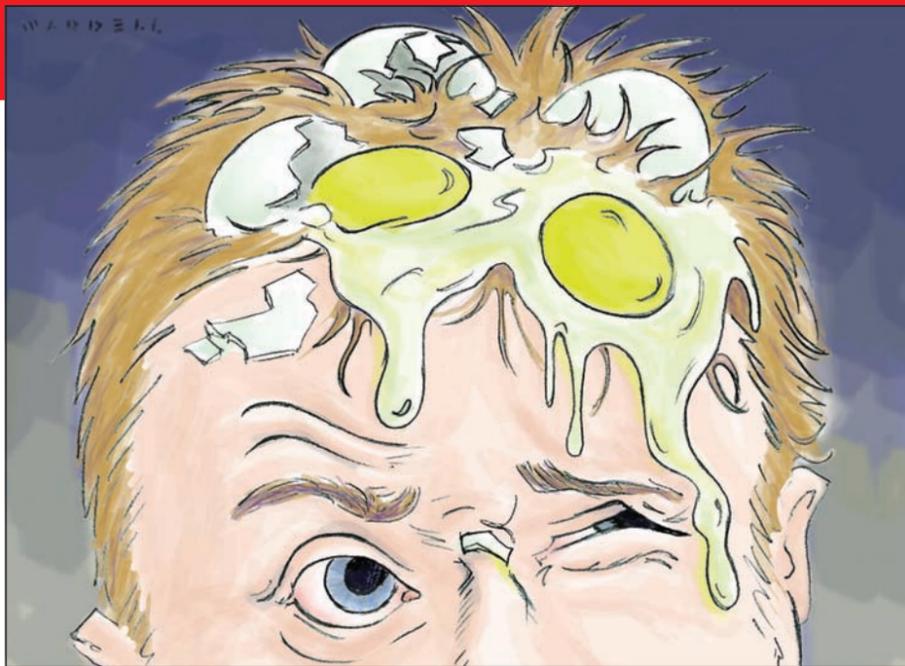
From somewhere behind him and to his left, a deep throaty laugh rumbled up from somewhere deep inside someone's huge, bloated belly. Mark resisted the urge to turn around because he didn't want to confirm what he already knew. The Freightliner owner was laughing at Mark while Mark stood there in the middle of the night with egg on his face.

But as the laugh grew louder, Mark finally turned around and faced the man. He was standing there in a stained white T-shirt, cut-off pajama pants and sandals – one of which had a broken strap.

Mark looked at the man, seething in anger, but had to wipe a bit of egg from his right eye so he could be sure of what he was seeing. As the man stood there laughing at Mark, his wife was circling the truck with a flashlight in her hand, perhaps to make sure no egg bits had bounced off Mark's face and landed on their truck by accident.

'How in the world can I compete with that?' Mark wondered as a rivulet of yoke streaked down his nose and hung on the tip of it for what seemed like forever.

"You better clean that stuff off your truck right away," the man said, now with a can of beer in his hand. "If you let it dry, the protein in the egg will make it almost impossible to get off without scraping. And, I don't know if you know this or not, but scraping is bad for paint and chrome finishes."



"Is that so?" Mark said with a sigh. He was angry with the man to be sure, but how upset could he really be? He'd paid the kids to do exactly what had been done to him. The only difference between the two men was that one paid more money, or had better timing, or was just luckier when it came to keeping his truck clean.

"Yeah, that's so," the man said, sipping his beer. "I'd lend you a bucket and a sponge, but then, you know, you'd get egg on them and then I'd end up getting egg on my truck when I used them."

"We wouldn't want that."

"No, we wouldn't."

Mark raised a hand. "No problem, I'll get my own bucket." Then he turned his back on the man wondering where in the world he was going to find water and a bucket to clean his truck at – he looked at his watch – three o'clock in the morning?

Water was easy enough to find, but a bucket was a whole different story. He walked silently behind the rows of trucks parked nearby, but all of them had been buttoned up tight for the evening. He eventually managed to locate a white five-gallon pail behind one of the booths selling food. The pail had a lining of some sort of food residue and Mark had to rinse it out several times before it was clean enough to use on Mother Load. Lights came on in a few nearby trucks as he rinsed the pail and one man actually came out to see what all the noise was about.

"What are you doing?" the man asked.

"I've got to wash my truck," Mark said.

"Now?"

"Yeah. I don't really want to. I have to."

The man shook his head and muttered as he walked away, "You guys take this show'n'shine stuff way too seriously."

Mark, rinsing the bucket one last time, couldn't disagree.

By the time he got back to his truck, the egg had already partially dried up. But he was actually lucky that all of this had happened in the middle of the night and not the middle of the day. Sunlight beating down on the egg stains would have practically baked them onto the paint and he might never have gotten them off.

As it was, a bit of soap and water, and plenty of elbow grease got the windshield clean enough that he could leave the rest for a fresh rag and window cleaner in the morning. The grille, however, wasn't so easy.

He began by wiping at the grille with his rag, but each time he thought he had everything clean he would discover a bit of eggshell or yoke that had found its way into some crack or crevice that the rag couldn't clean. As a result, he was standing in front of his truck with a flashlight and a Q-tip till five in the morning, and even then he knew he hadn't gotten everything clean.

The rest would have to wait till morning...after a couple of hours sleep, but before the judges showed up to look Mother Load over.

He climbed back up into Mother Load's cab, locked the door behind him, and then crawled back into bed. As he pulled the covers over him and laid his head onto the pillow, the slight pitter-patter of rain began to fall against the roof of his truck.

"Raining?" he sighed in defeat. "This show'n'shine just keeps getting better all the time." □

– Mark Dalton returns next month in the conclusion 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.

The continuing adventures of *Mark Dalton: Owner/Operator*
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OPINION

For the health of it

I had to go to Dallas to do it, but I finally got to run with Jazzy...well, alright, not actually *with* Jazzy, but we were in the same 5-km race...and, okay, so I didn't really run, I walked, but at least I finished – dead last – and got the T-shirt.

The Too Hot to Trot run, which took place during the Great American Trucking Show in August, was sponsored by *Truckers News'* Fit for the Road program and the Healthy Trucking Association of America, along with John Christner Trucking, with the goal of generating greater awareness of the health-related issues that many truck drivers face.

There was a definite buzz about driver wellness at the show, with a number of exhibits and activities brought together in a separate Health and Wellness Pavilion. At every truck show you'll find a variety of suppliers and vendors of health care products and services, but the difference at Dallas was that much of the activity in the wellness corner of the show floor was, well, driver-driven.

I see a solid core of truck drivers out there – small – but definitely growing, who are bent on making their own health and well-being a priority. They're educating themselves and others, learning, sharing, doing whatever it takes to raise awareness and focus attention on the importance of driver health and wellness.

Like Truckers for a Cause, a grassroots online support group where drivers help and encourage each other in



Voice of the O/O

JOANNE RITCHIE

their shared desire to change the way they eat, lose weight, and develop habits that will help them achieve better health and enjoy life more.

Or the truckers who are part of the American Sleep Apnea Association A.W.A.K.E. Network and hold informative monthly "meetings" via dial-in conference calls.

Then there's Kitchener-based owner/operator (and OBAC life member) Alf Meyer, a remarkable example of how it's possible to stay fit on the road. This guy uses his bunk in ways one wouldn't have thought possible, for calisthenics and back exercises. He's got a Stepmaster tucked away, and other gear on-board for stretching and weight lifting. Alf's genuinely concerned about the physical and psychological health of drivers industry-wide, and uses blogs, YouTube videos, and the pages of trucking magazines to share his experiences and promote wellness among his peers.

And who ever imagined that radio could play such an important role in promoting wellness? Thanks to a couple of caring and supportive hosts on the Road Dog Trucking channel of Sirius XM satellite radio, thousands of drivers across Canada and the US have access to health professionals

who bring them relevant and practical support and advice.

Dave Nemo, the friendly voice who's been riding with drivers over the airwaves for more than 30 years, packs his daily morning show with trucker-friendly guests such as John McElligott, MD, who dispenses his unique brand of no-nonsense medical advice during a weekly Coffee With The Doc session. On the afternoon shift, you can tune in to the Lockridge Report and catch Evan's popular Roadcookin' regulars, Don Jacobson and Pam Whitfield. Their practical approach to food and nutrition demonstrates that it's possible to steer away a long-haul lifestyle of poor food, weight gain and deteriorating health.

But one of the most unique examples of getting your butt in gear when it comes to supporting drivers has got to be the MeRV (Medical Resource Vehicle), a 40-ft. diesel vehicle that's part motor home, part truck – complete with chicken lights – and loaded with medical resource material and testing equipment.

The MeRV took to the road last May, thanks to Safety First Sleep Solutions, a leader in sleep apnea testing and treatment, working in partnership with the St. Christopher Fund, and with the support of a number of generous sponsors and yup, you guessed it, Dave Nemo.

The MeRV, with US Navy veteran Jon Osburn at the wheel, is part of a new mobile campaign providing education to over-the-road truckers about medical conditions they suffer from at an alarming rate. Osburn, who was also chief paramedic for the city of San Francisco and a multi-million

mile long-haul trucker to boot, plans to log 1,500 to 2,500 miles per week next year, visiting truck stops, shows, and trucking events across the US.

That means thousands of truckers, including Canadians, will visit the MeRV, share coffee and conversation with Osburn, and have access to a host of services, including blood pressure and blood sugar readings, A1C testing, sleep apnea testing and screening, and a wealth of medical information and counsel on such things as diabetes, stroke prevention, smoking cessation, as well as diet and exercise.

We'll be working hard to get the MeRV "north of the border" in the not too distant future. When it comes to diabetes, sleep apnea, obesity, or a driver trying to quit smoking, they're facing the same struggle whether they're in Madison, Wisconsin or Moose Jaw, Saskatchewan.

Oh yes, Jazzy. In case I lost you back in the first paragraph, Jasmine (Jazzy) Jordan is the extraordinary Dalton, Minn. 17-year-old who recently finished an astonishing run from Los Angeles to New York, a total of 3,161 miles. Growing up in a trucking family, she was aware of the difficulties drivers face in staying healthy, and she wanted to make a difference.

So get out there and thank her – and do yourself a favour – walk a couple of laps around the truck next time you stop. □

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

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Trailer Type Experience (check all that apply): Flatbed Heavy Hauling/Specialized Moving Van
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 Van Other _____

Current Drivers License: Do you have a Commercial License? Yes No

License # _____ Exp. Date _____ Prov/State Issued _____ Type _____

Has your license ever been suspended? Yes No Total Truck Driving Experience _____ /yrs

Last Employer _____

Name _____ Company City _____ Prov/State _____

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TSQ

BOWMANVILLE, Ont. – ‘Hurry up and wait,’ is an idiom that most truckers are all too aware of in their working lives, but as of late, truckers serving at least one Ontario terminal are saying enough is enough when it comes to wait times. In the September issue of *Truck News*, we investigated the growing problem of wait times at CN’s Brampton Intermodal Terminal, where some truckers reported being delayed by as much as six or seven hours while waiting to load or unload.

While the case in question may be extreme, the problem of wait times unquestionably sets back the industry’s quest for efficiency. As the economy begins to pick up once again, *Truck News* decided to stop by the Fifth Wheel Truck Stop in Bowmanville, Ont. to see if truckers have seen an improvement in wait times of late – and what they do to deal with the issue.



Truck Stop Question *How do you deal with lengthy wait times?*

ADAM LEDLOW

Rob Francour, a driver with Clean Waterworks out of Ottawa, Ont., says he hasn’t seen much difference in wait times in recent months, though he still wishes things would move more quickly.

“There is not much I can really do except whine and cry, I guess,” he said. “We talk to our boss but it doesn’t do any good anyway.”

Robert Simard, a driver with Danaca Transport in Longerie, Que., says 10 to 15 hours of waiting time is typical for him Monday to Friday, but notes that things have improved a bit recently.



Robert Simard

“It depends on when you arrive to the customer, if it is busy or not busy. If it is not busy, there is no problem – everything is good. Because our company, when the customer is signing a contract,

you have two hours for loading, and two hours for unloading.”

But Simard says that a greater issue than the wait time itself is often dealing with shipper attitudes.

“When truckers arrive at the company and the receiver sees you, and the attitude, often, is bad. They are not unhappy about me, but their attitude is no good.”



Hugo Vermeulon

Hugo Vermeulon, a driver with PSR Transport out of Whitby, Ont., is one of the lucky ones when it comes to wait times as he specializes in heavy equipment delivery rather than freight.

“I deliver equipment – dirt equipment, backhoes, excavators. Usually when I arrive they are happy to see me because their equipment is usually broke, so I can unload right away. Wait time is not an issue for me,” he told *Truck News*.

But for the odd time he is forced to wait, he at least makes good use of his time.

“If I do (have to wait), I either help them on the way to make things happen, or I just have to wait. I get paid by the hour, so it’s okay.”



Peter Graham

Peter Graham, a driver with Kriska Transport out of Prescott, Ont., says that with Kriska’s pre-loaded, drop-trailer program, the wait time situation is getting better, but there’s still room for improvement.

“When we have an appointment, I notice that there has been an improvement, but they still utilize a two-hour so-called ‘grace time’ that is standard for the industry. When we do have to do a light load, unfortunately, there is your two hours,” he said.

“Up here in Canada, they have been more receptive with dropping the trailers, and that reduces the wait time and the surcharges.”

Graham also says that the new hours-of-service have helped improve the situation as well.

“With the new hours-of-service, the customer has to become more aware. By dropping the trailer you can do 10 hours, or whatever you want to do. They have got to be educated that two hours is the industry standard, and the HoS clock is ticking.” □

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An aerial photograph of a winding asphalt road that curves through a lush green landscape. A blue and yellow truck is driving on the road, moving away from the viewer. The road has white lane markings and a guardrail on the outer edge. The overall scene is bright and clear, suggesting a sunny day.

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