

TRUCK NEWS

November 2010 Volume 30, Issue 11

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

Wanted

Industry offers rewards for tips in brutal attack on 'Good Samaritan' trucker

By James Menzies

LANGLEY, B.C. – The trucking industry is rallying to bring justice to the perpetrators of a stunning, seemingly unprovoked attack on a truck driver who says he was simply trying to help a fellow motorist.

Monarch Transport driver Alex Fraser, 67, stopped his truck Sept. 24 on the Yellowhead Highway just north of Blue River, B.C., when a motorist flagged him down for help.

According to media reports, the Good Samaritan truck driver was then ambushed and badly beaten by several men, one of whom reportedly said: "You truckers are all alike."

Fraser was left for dead, but managed to eventually get himself to safety. He has since undergone reconstructive surgery and has told media his trucking days are over. As Fraser recovers at his B.C. home, trucking groups are raising money in hopes of bringing his attackers to justice and helping ease Fraser's transition to an unplanned retirement.

The B.C. Trucking Association (BCTA) has offered a \$10,000 reward for information leading to the arrest of the attackers and the Canadian Trucking Alliance (CTA) said it would match the offer.

"I have never, in the 16 years I've been with BCTA, heard of anything like this," said Paul

Continued on page 10

Ain't she a beautiful sight?



A SPECIAL CONVOY: More than 50 trucks took part in the Ontario version of the World's Largest Truck Convoy for Special Olympics. Photo by Adam Ledlow

Truckers once again raise money for Special Olympians

By Adam Ledlow

PARIS, Ont. – While setting up my camera equipment on the small patch of grass where the gated entrance of the Paris Fairgrounds meets the road, Joanne Ritchie leaned over the railing and asked if I'd ever been present for the "homecoming" we were about to witness. In the previous five years that the World's Largest Truck Convoy has descended upon the small southern Ontario town, I admitted that I hadn't.

"It's incredible. You won't forget it," said the executive director of the Owner-Operators Business Association of Canada, a long-time supporter of the convoy, which was honoured with sponsorship of the lead truck at this year's event, having raised the most pledges for the convoy's charity of choice: the Special Olympics.

And as the flashing lights of the police escort first became visible on the horizon, leading the convoy of more than 50 trucks back from their two-hour journey, and the crowd, a mix of family, friends, and industry supporters took their places lining the entranceway, waving their signs and shouting words

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Wide-base tires go mainstream



Michelin celebrates the production of its one millionth X One

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CLASS 8 TRUCK SALES TRENDS

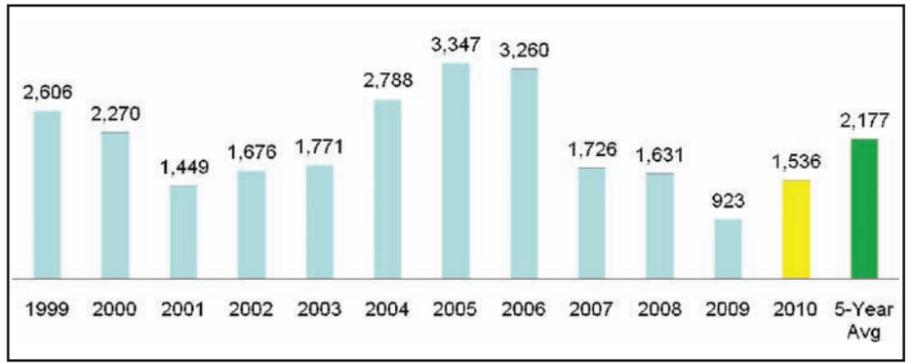
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There were 1,536 Class 8 trucks sold in August this year, continuing the pattern of considerable sales increases over the previous year. The sales total was also higher than the August total back in 2001. Looking at Canadian truck sales over the entire decade, it's becoming clear that the Class 8 market is rebounding slowly. The sales numbers from this August were only better than those posted in 2009 and 2001 and still far below the five-year average. It's also interesting that both Freightliner and Kenworth posted higher sales this month than market leader International.

Monthly Class 8 Sales - Aug 10

OEM	This Month	Last Year
Freightliner	369	125
International	314	273
Kenworth	327	154
Mack	99	60
Peterbilt	167	114
Sterling	0	40
Volvo	172	76
Western Star	88	81
TOTALS	1536	923

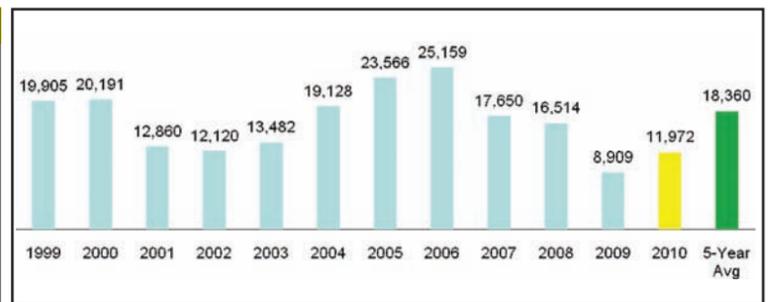
Historical Comparison - Aug 10 Sales



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

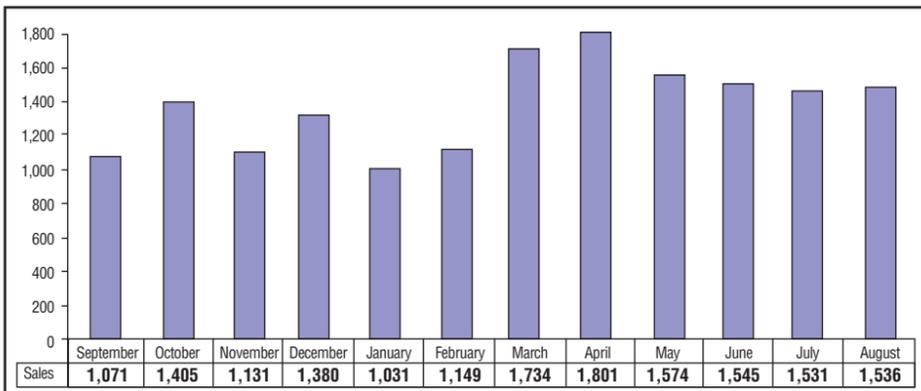
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	165	254	145	103	1,015	409	178	104	6	9	2,388
Kenworth	217	684	111	152	488	684	83	0	0	0	2,419
Mack	36	49	51	46	342	121	40	17	0	0	702
International	154	316	44	156	1,374	767	136	86	10	57	3,100
Peterbilt	105	343	99	130	198	372	75	36	0	0	1,358
Sterling	23	42	15	2	8	42	0	0	0	0	132
Volvo	46	58	37	67	548	228	59	38	0	10	1,091
Western Star	116	196	34	20	166	128	50	65	0	7	782
TOTALS	862	1,942	536	676	4,139	2,751	621	346	16	83	11,972

Historical Comparison - YTD Aug 10



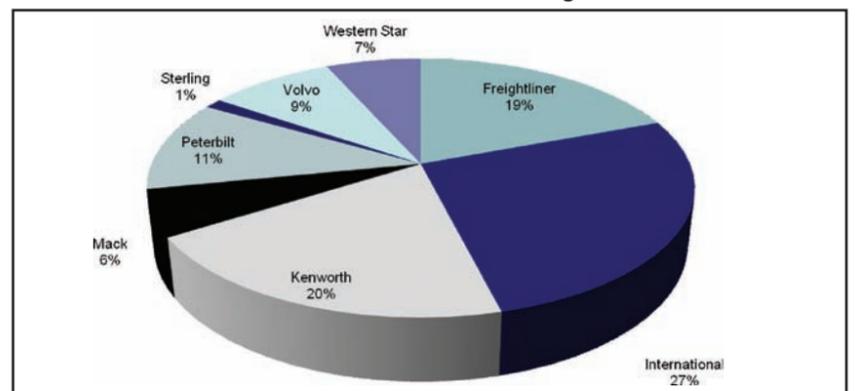
During the first eight months of 2010, there were 11,972 trucks sold in the Canadian market. That's a considerable improvement over last year and higher than the 26% increase in production forecast by ACT Research for this year. Growing freight volumes and improved rates in the TL sector are being cited 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 6,000 units below the five-year average and are only better than last year's totals, having now slipped below the low YTD totals in 2001 and 2002.

12 - Month Sales Trends



After dropping for three consecutive months, Class 8 sales rebounded by ever so slight a margin in August with sales for the month coming in just a handful of units above the sales posted in July. There are many reasons motor carriers remain reticent to purchase new trucks. Despite close to 1,000 Canadian carrier bankruptcies and fleet size reductions during the recession, there are still too many trucks chasing too little freight, at least in the LTL sector. 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. Fears the economy may be slowing and perhaps headed for a double-dip recession are also contributing to hesitation to purchase.

Market Share Class 8 - Aug YTD

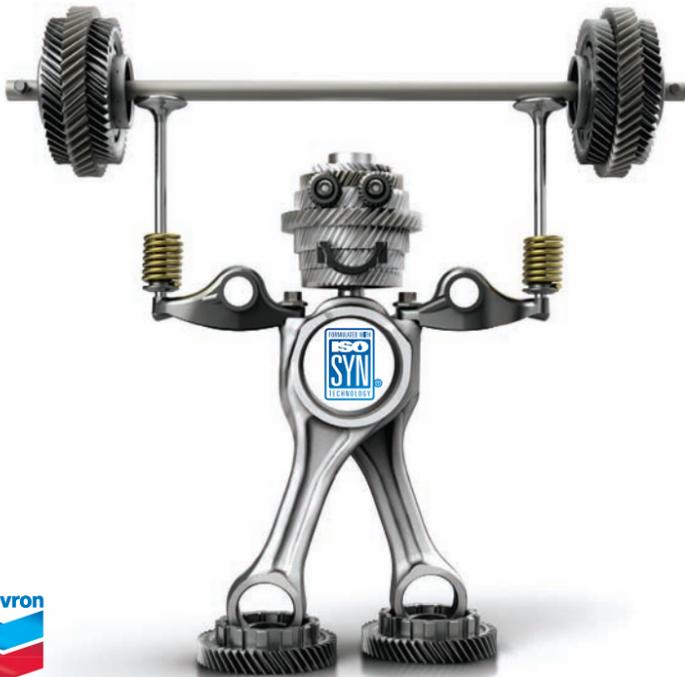


If International stands to lose market share due to its decision to not adopt SCR engine technology, truck sales to date do not indicate such a likelihood, at least not to a great degree, although as noted earlier both Freightliner and Kenworth posted higher sales for August. International captured the 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, tied for second place with Freightliner.

Source: Canadian Motor Vehicle Manufacturers Association

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TRUCK NEWS

November 2010, Volume 30, Issue 11
 ISSN 0712-2683 Truck News (Print)
 ISSN 1923-3523 (Online)
 Truck News, USPS 016-248 is published monthly by
 BIG Magazines LP., a div. of Glacier BIG Holdings
 Company Ltd. U.S. office of publication:
 2424 Niagara Falls Blvd, Niagara Falls, NY 14304-5709.
 Periodicals Postage Paid at Niagara Falls, NY. U.S.
 Postmaster send address corrections to:
 Truck News, P.O. Box 1118, Niagara Falls, NY 14304.
 Truck News is published 12 times a year by BIG
 Magazines LP, a leading Canadian information
 company with interests in daily and community news-
 papers and business-to-business information services.
Creative Directors: Carolyn Brimer, Beverley Richards
Circulation Manager: Mary Garufi
V.P. Publishing: Alex Papanou
President: Bruce Creighton

Advertising Sales

Inquiries: Kathy Penner (416) 510-6892



Rob Wilkins
 Publisher
 (416) 510-5123
 rwilkins@trucknews.com



Kathy Penner
 Associate Publisher
 (416) 510-6892
 kpenner@trucknews.com



Brenda Grant
 National Account
 Sales
 (416) 494-3333
 bgrant@istar.ca



Don Bester
 National Account
 Sales Manager
 (416) 699-6966
 donbesteris@rogers.com



Doug Copeland
 Regional Account Manager
 (416) 510-6889
 dcopeland@trucknews.com



Laura Moffatt
 Research
 Director

Editorial

Inquiries: James Menzies (416) 510-6896



Adam Ledlow
 Managing Editor
 adam@
 TransportationMedia.ca



Julia Kuzeljevich
 Contributing Editor
 (416) 510-6880
 julia@
 TransportationMedia.ca



John G. Smith
 Technical Correspondent
 wordsmithmedia@rogers.com



Brad Ling
 Video
 Production Manager

Subscription inquiries

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The trucking industry has a lot to be proud of

It's fall in Canada, or should I say, it's Convoy Season. Canadian drivers have been organizing convoys for various causes in recent years and it seems most of them take place in September and October.

The biggest of these events is the North America-wide World's Largest Truck Convoy for Special Olympics. This year, WLTC events were staged in Manitoba, Saskatchewan and Ontario. Collectively, the three events raised nearly \$100,000 for the Special Olympics. In five years, the Ontario event alone has raised nearly a quarter million dollars for the cause. What's even more incredible than the money raised, however, is that Special Olympians themselves get to participate in the event. They ride shotgun in many of the trucks and then lay a lickin' on the truck drivers during a friendly baseball game.

The WLTC is driver-driven, and you won't find a single participant who doesn't feel strongly about the cause. In the day preceding the event, I asked *Truck News* Owner/Operator of the Year Howard Brouwer what made the convoy so dear to his heart.

"We can see the benefits with the Special Olympians while sitting in the room with us," he said. "We



can see how it affects their lives. To me, it was a great charity to get involved with because we see where the money's going."

Just weeks after the World's Largest Truck Convoys came and went, on the East Coast a convoy of another type was taking shape. The New Brunswick leg of the all-female Convoy for a Cure was held Oct. 9. You can read a first-hand account of the event from Joanne Ritchie on pg. 26.

This, too, is a driver-driven event. It was the brainchild of professional driver Rachele Champagne and has since grown to include events in Alberta, Texas, a second in Ontario and the aforementioned version in New Brunswick.

Between them, they've also raised nearly a quarter million dollars for breast cancer research.

The trucking industry's generosity does not end there. As you'll see on this month's cover story, nearly \$25,000 has been committed to a reward fund to find the thugs who

attacked 67-year-old driver Alex Fraser on a stretch of B.C. blacktop. It's nice to see the industry, through corporate and personal donations alike, rallying to help one of its own.

And in Alberta, the 18 Wheels of Christmas campaign is rolling once again. This is a cause we at *Truck News* and *Truck West* have endorsed since its first year in 2003. Rosenau Transport has donated a specially-designed trailer that travels Western Canada accepting food donations collected by transport companies. They are then delivered to local food banks in the regions where they were collected.

I could go on all day about how the trucking industry gives back. If you haven't seen my biweekly newsletter *Hooked Up*, you should sign up at www.trucknews.com/hookedup. It includes a Community section that highlights good deeds by those in the industry – and I've never been short of

material for that particular section. As an industry, it's important to acknowledge these initiatives. Now, if you'll excuse me, I've got a convoy to catch! □

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



No valid argument against EOBRs

I find the consistent and loud opposition to electronic on-board recorders (EOBRs) coming from the Owner-Operator Independent Drivers Association (OOIDA) puzzling, if not irresponsible.

This summer OOIDA went so far as to file a legal challenge of an EOBR regulation by the Federal Motor Carrier Safety Administration (FMCSA) that will mandate the use of the devices for motor carriers with a record of chronic non-compliance with hours-of-service regulations.

According to Todd Spencer, OOIDA's executive vice-president, "the burdensome cost, the violation of privacy and lack of relevant safety verification make any mandate unjustified."

He's also apparently concerned that information gathered by EOBRs "could be used against drivers that has nothing to do with hours-of-service, and that is beyond the authority of trucking safety regulators."

Okay, give me a break.

What is it with owner/operator as-



sociations on both sides of the border these days and their fixation with government conspiracy theories? No sooner are we done with the greatly exaggerated concerns over speed limiters (hey, what happened to all the traffic mayhem that was supposed to happen anyway?) that the associations have rallied to the banner against EOBRs.

The FMCSA is looking to first target motor carriers with a *chronic* record of non-compliance when it comes to respecting hours-of-service. Trucking companies found to have a 10% hours-of-service violation rate or worse during compliance reviews will be required to monitor hours-of-service using EOBRs. Nearly 5,700 interstate carriers will require EOBRs after just one

year of the new rule's implementation, the FMCSA predicts.

Such motor carriers are not only endangering the public and the industry's reputation with their disregard for hours-of-service rules, they are putting the lives of their drivers and owner/operators at risk by strong arming them into running illegal hours.

To be fair, OOIDA bases its opposition to EOBRs, in part, on a belief there is no evidence these devices would increase highway safety. I'll buy in to that argument but only to a point.

True, EOBRs can't address such things as a driver who has the right number of off-duty hours but spent them tossing and turning in his bunk unable to sleep; the low periods in our natural circadian rhythms or the individual differences among drivers when it comes to fatigue susceptibility.

But EOBRs will make it much more difficult (unless someone is a software hacking expert) to "game" the system to mask illegal driving time. And keeping HoS records electronically should be much more efficient and less costly over the long run for carriers and much more efficient to audit for the enforce-

ment agencies.

So that leaves OOIDA's concerns about "burdensome costs and violation of privacy" it claims are involved in mandating EOBRs. There's not much I can say about the violation of privacy concern – my experience is that people stuck on believing that Big Brother is out to get them, can rarely be convinced otherwise. As for the "burdensome cost," let's get real here folks.

That argument is used *every time* a new technology is mandated, whether its EOBRs or new engine standards. The industry should have been dead many times over if we bought into it. And if there really are companies out there that in 2010 still can't afford to invest in computerized record keeping, perhaps they should not be in business.

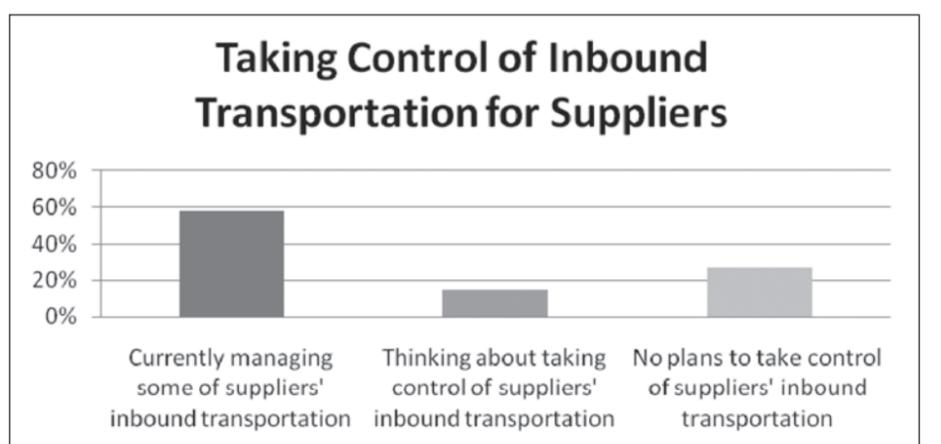
There really are no valid arguments against EOBRs. □

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

Did you know? The growing move towards implementing inbound programs

An inbound program – where a company decides that they want to control all the freight coming into their facility – is a growing trend in supply chain management. A lot of companies have traditionally left their inbound productivity to their vendors. But as our recent webinars with the folks at Nulogx and Tim Hortons indicate, there is a movement for companies wanting to be able to manage their complete supply chain. An inbound program allows

co-loading across vendors with the ability to consolidate light and dense commodities to maximize cube, minimize deliveries and reduce the number of loads required. It also provides increased visibility of total freight coming to the company's dock. Walmart and other big-name retailers have also recently announced they plan to take control of the inbound transportation of their suppliers as a way to drive process improvements and cost reductions. A recent eyefortransport survey of retailers and consumer products manufacturers asked respondents to identify their stance on taking control of inbound transportation for suppliers. The majority (58%) are currently managing some of their suppliers' inbound transportation, though more than a quarter still have no plans to do



so. Of course, a move towards an inbound program brings with it changes to the terms of payment and control from the issuance of the PO including when it gets picked up and when it gets delivered into the customer's own

facility, including carrier selection and payment. It also provides opportunities to utilize inbound carrier capacity for outbound distribution. So this is a customer trend motor carriers need to watch carefully. □

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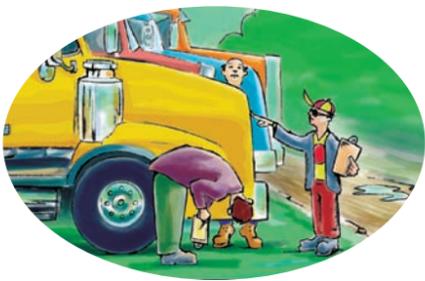
TRUCK NEWS

Question of the month

How important are Ontario's service centres to truck drivers?
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Show, shine'n...

shrug Part 4



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IN BRIEF

Behind the headlines

Trucknews.com has been nominated for five awards at the second annual Canadian Online Publishing Awards.

The awards program, produced by *Masthead* magazine, recognizes excellence in online editorial and innovation by Canadian magazine, newspaper, broadcast and Web site publishers.

Trucknews.com's nominations include three nods in the Best Video category for separate episodes of its WebTV show, *Transportation Matters*, a nomination for Best Overall Web site (magazine) for Trucknews.com itself, and a Best E-newsletter nod for executive editor James Menzies' bi-weekly e-newsletter *Hooked Up*.

Entries were judged in three divisions: the Red Division for custom, religious, and public association Web sites; the Blue Division, for business-to-business, professional association, farm, and scholarly Web sites; and new for 2010, the Green Division for daily and weekly newspapers and sites produced by broadcasters. Sites from *The Globe and Mail*, *The Toronto Star* and CBC are among the Green Division finalists. Trucknews.com will be competing in the Blue Division.

At last year's inaugural COPA ceremony, Trucknews.com took home the Best Video trophy for *Transportation Matters* and was also named a finalist in the Best Overall Web site category.

The 2010 COPA award ceremony will take place at the Gladstone Hotel in Toronto on Oct. 20. For more information or to see a complete list of finalists, visit www.canadianonlinepublishingawards.com. □

Trucking highlighted on TV show

OTTAWA, Ont. – The trucking industry is coming to network TV. The Canadian Trucking Human Resources Council (CTHRC), the Canadian Trucking Alliance (CTA) and the provincial trucking associations have teamed up to produce a profile of the trucking industry that will air on an upcoming episode of *The Profile Series*.

The award-winning informational TV series is hosted by actor Lou Gossett Jr., and distributed in the US to CNN, Bravo and via the Internet. The CTHRC-CTA production will air in Canada on a yet-to-be finalized national network. The broadcast version of the profile will also be posted to social networking sites such as YouTube and Google Video, but viewers can also get a sneak peek of the profile by visiting www.cantruck.ca/media/clip/cta.html. □

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BORDER

OTA refutes claims that DRIC project is dead

TORONTO, Ont. – The Ontario Trucking Association is refuting claims that the proposed publicly-owned second crossing at Windsor-Detroit, the so-called Detroit River International Crossing (DRIC) project, is dead.

Though a bill approving DRIC was not introduced or voted out of the state senate transportation committee before the Michigan legislative session for the Nov. 2 gubernatorial election, OTA reps say the clock has not yet run out for supporters of the project.

According to OTA president David Bradley, while there is still a lot of work to do, a majority of business and public interest groups on both sides of the border support DRIC and there are still many reasons to remain optimistic that a deal can be done before the end of the year.

“The chairman of the senate transportation committee remains committed to introducing a new bill that would give DRIC the green light and address concerns of the Republican dominated senate,” the OTA said in a release.

“Officials from both sides of the legislature continue to work hard towards consensus.”

In early October, both houses of the Michigan legislature approved a Michigan Department of Transportation (MDOT) budget bill which provides for extended funding for DRIC research and planning.

And the senate majority leader has committed to Canada’s transport minister that there will be an up and down vote on DRIC in the senate, according to the OTA.

Immediately following the Nov. 2 election, the current Michigan leg-

islature reconvenes for a lame-duck session. The OTA says there will be 12 legislative days over a month, leaving time to introduce and pass the DRIC bill.

“There is no more important piece of legislation in Michigan than the DRIC bill for consideration during the lame-duck period,” said the OTA release.

“This is not to underestimate the amount of work there is to do, the ongoing opposition from a vociferous few, or the political wild cards that could come into play, but DRIC continues to be the best option for Windsor-Detroit according to a bi-national panel who studied the issue for 10 years and the vast majority of stakeholders.”

“What is right will, I believe, prevail in the end,” added OTA’s Bradley. □

US truck-involved traffic fatalities reach all-time low

ARLINGTON, Va. – The number of truck-involved traffic fatalities in the US declined 20% in 2009, dropping from 4,245 in 2008 to 3,380 in 2009, according to a report from the National Highway Traffic Safety Administration.

The reduction is the lowest level in recorded Department of Transportation history and also shows a 33% decrease in fatalities since the new hours-of-service regulations first became effective in January 2004.

“Greater rest opportunities for drivers under the 2004 hours-of-service rules and a more circadian-friendly approach to a driver’s work-rest cycle have helped truck drivers achieve these exceptional results,” said American Trucking Associations (ATA) president and CEO Bill Graves.

The current hours-of-service, however, remain under attack by special interest groups in the US who are lobbying to shorten daily driving time.

In addition to the 20% reduction in crash fatalities involving large trucks, the number of truck occupant deaths decreased 26% in 2009, from 682 in 2008 to 503 in 2009. The number of truck occupants injured in truck-related crashes also declined 26%. Those are the largest declines among all vehicle categories, officials said.

The overall number of people killed in motor vehicle crashes in the US decreased 9.7% from 37,423 in 2008 to 33,808 in 2009, the lowest level since 1950, despite the fact that preliminary estimates show vehicle miles travelled in 2009 increased by 0.2% from 2008. □

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US truck tonnage dips in August

ARLINGTON, Va. – US for-hire truck tonnage dipped 2.7% in August, marking the largest month-to-month decrease since March 2009.

Tonnage was still up 2.9% compared to last August, according to the American Trucking Associations index.

In July, US for-hire truck tonnage was up 7.4% year-over-year. Year-to-date, tonnage is still up 6.2% compared to the same period last year. ATA chief economist Bob Costello said the latest figures indicate the economy is still growing, but very slowly.

“We fully anticipate sluggish economic growth for the remainder of this year and the latest tonnage numbers are reflecting that slowdown,” Costello said.

“While I’d much rather see better tonnage figures, motor carriers can now do better with small increases in demand since so much supply left the industry during the recession.” □

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CANADA

Information leading to an arrest could net over \$25K

Continued from page 1

Landry, BCTA's president and CEO. "BCTA is committed to all forms of safety in trucking, whether that means road safety or safety for truck drivers. We want to help bring the perpetrators to justice."

The trucking association has teamed with Crime Stoppers so anyone with information can provide tips while remaining anonymous.

In addition to the BCTA and CTA awards, Crime Stoppers itself pays up to \$2,000 for information leading to an arrest.

"By involving Crime Stoppers, we're also guaranteeing an avenue for individuals who want to do the right thing, but have their own fears about safety," Landry said. "Truck drivers are known for helping others on the road. I'd hate to be in a world where they can no longer choose to be Good Samaritans. I hope that others who feel the same way will come forward."

Any donations the BCTA receives above and beyond the \$10,000 will be given to Fraser himself to assist with his premature retirement, the association has said.

Drivers and owner/operators are also organizing their own fundraising campaign, spearheaded by Larry Hall, an owner/operator and founder of The North American Truckers Guild (NATG). Hall was somewhat put off by the BCTA's effort, since he said it wrongly caps the amount that will go towards the reward. Hall, who says he approached BCTA about launching a coordinated fundraising effort before the group announced its campaign, feels all money raised should go towards the reward.

"The only problem with (the BCTA campaign) is now we essentially have a cap on the reward fund," Hall told *Truck News*. He feels that because so little is

known about the attackers, the reward fund will have to be substantial in order to be effective.

"The people I'm asking for money, they want to see these guys caught. We need to get this pot large enough that one of the (attackers) turns in the others," Hall said.

Hall said he had already raised about \$3,500 by the time the BCTA announced its own efforts and the NATG will continue to accept donations, which will be used to "set up our own reward fund and push the bar much higher."

Hard feelings aside, everyone involved is eager to help Fraser and to see justice served.

And they're also fearful for their own safety and that of other drivers.

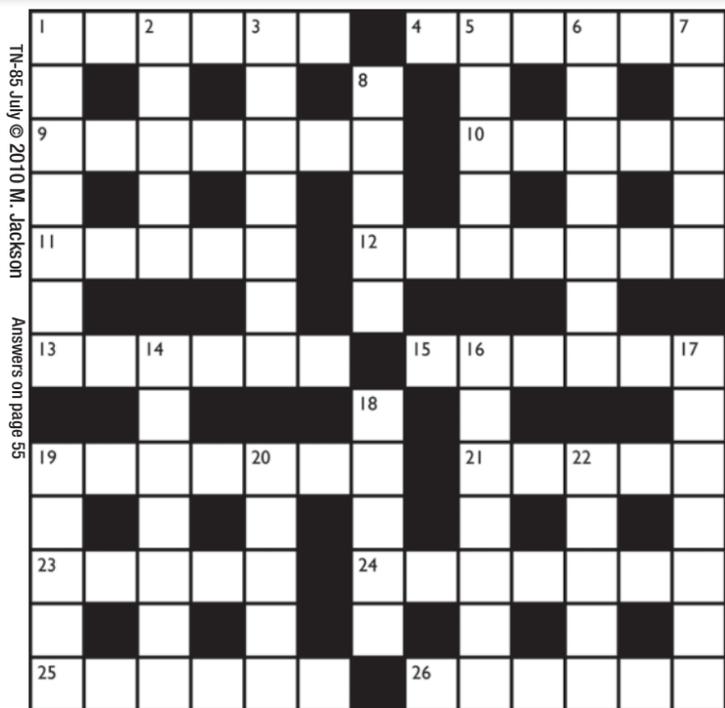
Hall suspects the perpetrators "have a vendetta against truck drivers," since there seems to be no other motive for the attack.

Full-time professional driver and *Truck News* columnist Al Goodhall voiced concern in a comment on Trucknews.com: "I've been running that lane on and off for the past seven-and-a-half years. I would never in my wildest dreams think you could get assaulted for helping someone out in that neck of the woods. Alex Fraser deserves all the help that's coming to him – and then some."

To support the BCTA initiative, call 604-888-5319 or 800-565-2282. To donate via the NATG, visit its Web site at www.thetruckersguild.com, but keep in mind an official tax receipt may not be issued, Hall noted. (Hall said if the NATG's reward fund goes unclaimed after one year, the entire amount will be given to Fraser.)

Most importantly, if you have information about this attack, contact: the Valemont RCMP by phone (250-566-4466) or fax (250-566-9964); your local RCMP detachment; or, if anonymity is preferred, B.C. Crime Stoppers at 800-222-8477. □

THIS MONTH'S CROSSWORD PUZZLE



Across

1. Tim Hortons double-double purchase
4. Prescott, ON-based carrier
9. Interstate-patrolling state cop
10. Cop fuel, allegedly
11. Taxi ticker
12. West Coast-type items
13. Clean the chrome
15. Accompaniment for 1-Across, perhaps
19. Monthly truck-owner obligation
21. Common, tapered fastener
23. A "pop" fastener
24. Home of "Grand Canyon State" plates
25. Emergency-vehicles' warnings
26. Unexpected engine stoppages

Down

1. Local-courier's reference (4,3)
2. Winter cab-window coating
3. Goods trucked to the USA
5. Weapon for 9-Across smokey
6. Hole in four-wheeler's top
7. Certain transmissions, briefly
8. Brake-system components
14. Rest interval between trips
16. Select a higher gear
17. Auto-hauler's load (3,4)
18. Cargo-restraint type
19. Items on truck-repair invoice
20. Drivetrain-components brand
22. Lube again, in a way

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Shell, HDDC offer technician scholarships

CALGARY, Alta. – Shell Canada and the Heavy-Duty Distributor Council of Canada (HDDC) have once again teamed up to reward some of the brightest young future heavy-duty equipment technicians.

The organizations have launched the Rotella & HDDC Heavy-Duty Technician Scholarship program, which will reward six Canadian students enrolled in a transport-related technician program each with a \$2,500 scholarship. The scholarships will be presented to aspiring technicians in six regions.

To qualify, students must be enrolled full-time and in their last year in a program or an apprentice related to the field of heavy-duty equipment, focusing on road transport.

Recipients will be chosen based on academic merit, financial need and their reply to an essay question as well as their commitment to contributing to the future success of the trucking industry.

The regions are divided up as follows: B.C.; Alberta/NWT/Yukon; Ontario; Quebec; Saskatchewan/Manitoba; and the Atlantic provinces.

The deadline to apply is Nov. 30, organizers say. "Shell is helping today's students keep tomorrow's fleets on the road," said Ainsley Hebert, direct marketing manager fleets, Shell Canada. "The scholarship is the only one of its kind in the Canadian transport industry, and we are excited that the amount awarded has increased this year to \$2,500 to assist in offsetting the financial challenge faced by students pursuing a career in road transport."

For more information, visit www.shell.ca/rotella. □

World's Largest Truck Convoy continues to grow

Continued from page 1

of encouragement, I knew that Ritchie would be right.

With the blasts of truck horns mingling with cheers from the crowd as drivers eased back into the fairground parking lot, Special Olympics athletes could be spotted waving excitedly from the trucks' passenger seats.

Amidst all the commotion, it was easy to tell why folks like Dale Hadland, a driver with International Freight Systems, keep coming back year after year.

"It's my charity of choice, basically. It's all for a good cause. There's nothing political about it. The money all goes to the kids. There's no real competition between the drivers other than who can raise the most funds. And it's not about one-upmanship. It's all for the kids," he explained.

"I believe the special athletes need our help and to show the public that us truckers aren't a bunch of non-caring drivers," added Brian Hilton, a driver with MacKinnon Transport, and a former lead truck driver at a previous Convoy event. "Just the smiles and the laughter and the pride that the athletes get by see-

ing us coming in and out of the fairgrounds. Also we end up playing baseball against them and it's a great day overall."

The event, held Sept. 18, also included a raffle, luncheon and awards show, and by the end of the day, participants at the southern Ontario instalment were able to raise \$40,000 with support from the Ontario Provincial Police and the Ministry of Transportation.

"So far, our drivers have raised \$230,000 in proceeds over five years. They do a terrific job bringing in pledge money, registration money, banging on doors, talking to sponsors. It's just terrific, the effort that's made by these folks," says event coordinator for the southern Ontario convoy, Tammy Blackwell. "I've been in this industry for 30 years and I've always tried to dovetail my effort to also give back to the trucking industry. I believe that the ability to profile our industry at its best is here in this convoy effort every year. I see drivers give up runs, polish their trucks. It's a terrific feel-good day and if you've never been, you've got to come."

Other Canadian provinces to hold the event this year included Saskatchewan and Manitoba, where drivers were able to raise \$35,000 and \$20,000, respectively.

For the Manitoba chapter, it was the most money ever raised,



TRAFFIC JAM: Nobody was complaining about this truck line-up, knowing it was for a good cause and showing the world that truckers have big hearts.

Photo by Adam Ledlow

with the highest number of truckers involved (52) as well, which was music to the ears of supporters of the Special Olympics.

Since the World's Largest Convoy got its start back in 2001, truckers in Canada and the US have raised more than \$2 million in support of the Special Olympics. To learn more about being a part of the event in Ontario, visit www.sosoconvoy.com. □



TEAMWORK: Police helped ensure the event went off without a hitch.

National driving champs crowned

WINNIPEG, Man. – After a one-year hiatus, the National Professional Truck Driving Championships marked a successful return this year, crowning the best of the best Sept. 18 in Winnipeg.

Friday, Sept. 17 included written and defect identification tests and then drivers in six classes took to the course at Winnipeg's Canad Inns Stadium on Sept. 18 for the driving challenge.

An awards dinner was held that evening, at which the top three drivers in each category were honoured.

The champs included: Step van, Randy Smith, Alberta, Canadian Freightways; Straight Truck, John Klassen, Manitoba, VM Dyck & Sons; Single-Single, Evan Hirst, B.C., Canadian Freightways; Single-Tandem, Jeff Maclean, Ontario, SLH Transport; Tandem-Tandem, Dean Grant, B.C., Agrifoods International Co-op; and Super B-Train, Ken Wiebe, Manitoba, EBD Enterprise.

Rookie of the Year honours went to Robert Archambault of Bison Transport in Manitoba, who competed in the Step Van class. B.C. took the Team Award, which was shared by Grant, Hirst, Dale Scott, Tony Gomez, Adam Besse, Shaun Garvey and Dave Dressler.

And Grand Champion was Agrifoods' Grant, who won the Tandem-Tandem category.

"It was a great effort by all competitors," said national committee chair, Darcy Olson. "To see the best drivers in Canada all competing together and one day and be recognized was really a great experience and something myself and the whole organizing committee was proud to be a part of." □

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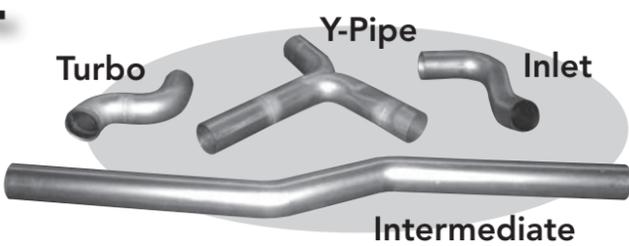
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QUEBEC

Pleasure and pain

Quebec implements driver conduct review and reward for excellence policy

By Carroll McCormick
MONTREAL, Que. – On Jan. 1, the Societe de l'assurance automobile du Quebec (SAAQ), the agency responsible for vehicle and driver licensing among many other things, will launch a policy aimed at assessing the conduct of heavy vehicle drivers. Too many infractions could lead to retraining or loss of licence. Stellar records, on the other hand, will be recognized.

The main goal of the program, created by the SAAQ road transport service, is to identify and contact drivers who are develop-

ing patterns of unsafe driving behaviour – those who are a threat to road safety or the integrity of the road network. If necessary, SAAQ will forward those drivers' files to the Commission des transports du Quebec (Quebec Transport Commission). The Transport Commission can demand measures that will improve conduct, or prohibit drivers from operating a heavy vehicle.

The excellence program is a way to officially recognize drivers with exceptional driving records. Drivers who have a SAAQ licence and drive a heavy vehicle



CARROT AND STICK: Quebec enforcement agency SAAQ has a new program that will reward the best commercial drivers and remove the worst from the roads.

registered in Quebec (they can be driving anywhere, though) can apply to obtain one of four levels of excellence: bronze, silver,

gold or platinum. Drivers with the right records apply by themselves, using a form available from the SAAQ Web site.

The deal for the bronze, silver and gold are straightforward: The bronze is for new drivers with a minimum of six months experience. Silver and gold are for drivers with two and five years experience, respectively.

To qualify, drivers must have four "must nots": must not have committed any offences while driving a heavy vehicle; must not have been responsible for an accident while driving a heavy vehicle; must not have accumulated more than three demerit points in their record (for any type of vehicle), for a period of 24 months; and must not have been the subject of criminal charges related to driving or their employment duties.

Drivers can reapply for higher levels as they accumulate the requisite years of experience.

The platinum level is for drivers with a minimum 10 years experience since Jan. 1, 2006. Yes, it will be 2016 before SAAQ awards any platinum levels. They must have also taken one of five types of training; i.e., the Routier a 100 % program or one developed by a heavy vehicle owner or operator.

SAAQ giveth, SAAQ also taketh away if a driver who has received one of these levels later violates any of the five must nots. SAAQ is currently not offering anything tangible to go with these levels, like, oh, say, free insurance, but it expects that drivers will appreciate the honour. One might also suspect that an employer will be impressed, and maybe that could lead to good things.

Now back to that pain thing: All truckers licensed in Quebec have a file with SAAQ and any bad boy or bad girl activities are recorded in it. A conduct assessment is triggered when a driver accumulates a certain number of points in any of three "conduct" areas: operational safety, involvement in accidents and overall driver conduct.

Each of the three conduct areas has a threshold: 12 for operational safety, nine for accidents and 14 for overall conduct.

It's a tiny bit complicated, but here's the skinny: If a driver racks up half of the threshold points in any of those three areas, say six

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Everything, including a long

list of offenses and their value in demerit points, is clearly explained in French and English documents: *Heavy Vehicle Drivers Conduct Review Policy Excellence Program*, or *La Politique d'évaluation des conducteurs de véhicules lourds et le Programme d'excellence des conducteurs*.

SAAQ has been publicizing

the launch of this program online, in letters, at expositions, meetings, transportation magazines, through associations, etc. But if you've missed out on the blitz, simply go to www.saaq.gouv.qc.ca.

By the way, drivers' files are confidential and only they can ask SAAQ for them. It's free. □

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ONTARIO

Seven ONroute service centres now fully opened, West Lorne more truck-friendly

TORONTO, Ont. – The first of Ontario’s new ONroute service centres are now fully opened and truck parking has been improved at West Lorne.

Host Kilmer Service Centres officially opened seven of the revamped service centres Oct. 1, including: Tilbury North; Tilbury South; Morrisburg; Trenton

North; Dutton; West Lorne; and Bainsville.

Also, *Truck News* reader Guy Broderick reported the embarrassing truck parking situation at

West Lorne has been improved, with lines repainted to accommodate the actual space requirements of tractor-trailers.

“The old parking spots lines



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were roughly 12-ft. apart, making up a total of 16 spots behind the building,” Broderick observed at West Lorne. “The new painted lines are roughly 18-ft. apart making up a total amount of 12 spots in the same area.”

He said the widened spaces make backing in a lot easier.

The province, meanwhile, lauded praise on the sites’ developers for getting them opened on time.

“Redeveloping our highway service centres is part of the McGuinty government’s Open Ontario plan to invest in our infrastructure and create opportunities for Ontario families. These state-of-the-art service centres will serve motorists better and help showcase our province in a positive way,” Kathleen Wynne, Ontario Minister of Transportation said in a news release.

Restaurants at the newly-opened service centres include: Tim Horton’s; A&W; Coldstone Creamery; KFC; Burger King; and Taco Bell. The sites also include a store called The Market, which features “an outstanding selection of fresh gourmet foods to go as well as newspapers, maps and magazines.”

The Tilbury South and Bainsville ONroute centres also feature



OPEN FOR BUSINESS: Seven revamped service centres, including this one at West Lorne, are now fully-open. And the truck parking spaces at West Lorne have been widened to better accommodate commercial vehicles (inset).

a staffed information centre.

“We are proud to open these centres on time and with full services as promised,” said Host-Kilmer representatives Ken Tanenbaum, EVP, Kilmer Group, and HMSHost vice-president, Mi-

chael Jones. “We appreciate the patience of Ontario travellers during the construction period, and we’re confident they will agree that these clean, comfortable and state-of-the-art travel centres are places worth celebrating.”

For driver opinions on the importance of these service centres, see the Truck Stop Question on pg. 62 and the letters to the editor on pg. 59. For an update on the progress developers are making at the remaining sites, visit www.onroute.ca. □

OTA lashes out over whopping 11.1% premium hike for truckers

TORONTO, Ont. – The Workplace Safety and Insurance Board (WSIB), whose workers’ compensation system currently has a \$14 billion unfunded liability, has announced that the 2011 premiums paid by Ontario employers will rise by an average of 2%.

For the trucking industry, the General Trucking (rate group 570) rate will increase by 11.1% going from \$5.79/\$100 of insurable earnings to \$6.43. Warehousing (rate group 560) and Courier Services (rate group 577) will also see increases, with Warehousing increasing by 18.4% from \$2.77 to \$3.28 and Courier Services by 17.5% from \$2.46 to \$2.89/\$100 of insurable

earnings.

OTA president David Bradley reacted to the recent announcement saying, “This is the worst possible time for the government to be increasing payroll taxes. The economic recovery is still fragile and anything that discourages hiring is only going to prolong the pain.”

Bradley pointed to the fact that On-

tario Premier Dalton McGuinty recently invoked the “now is not the time to raise payroll taxes” mantra when he chided the federal government for increasing EI premiums. “The WSIB should take the Premier’s advice and do everything in its power to keep rates stable rather than hiking them when businesses are still so economically vulnerable,” Bradley said.

As part of the announcement, the WSIB also indicated that it would be undertaking a comprehensive review of funding for the WSIB system headed by Harry Arthurs, former dean of Osgoode Hall Law School and president emeritus of York University. According to Bradley, “any decisions about the need for rate hikes should wait until after the completion of this review.”

“Regardless,” he says, “funding is only part of the problem at the WSIB; it has got to get costs under control, eliminate fraudulent claims, and make sure that all employers who should be in the system are.” □

‘This is the worst possible time for the government to be increasing payroll taxes.’

David Bradley, OTA

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WEST

Manitoba goes GREEN...again

WINNIPEG, Man. – Manitoba fleets and owner/operators will once again be able to tap into funding for fuel-saving technologies under the province's resurrected GrEEEn (Economically and Environmentally Efficient) Trucking incentive program.

The program is run by Manitoba Infrastructure and Transportation, the Manitoba Trucking Association and the University of Manitoba Transport Institute.

To receive funding, fleets or owner/operators must invest at least \$2,000 into approved fuel-saving technologies. They can then receive 15-25% of the value of the capital investment, up to a maximum of \$2,500 per unit.

The deadline for applications is Nov. 30, but coordinators warn the program will be cut short once the funds are used up.

For more information, visit www.greentrucking.ca (note the three Es). □

What's on trucknews.com

Blogs

- Trucker Harry Rudolfs conducted a survey on Ontario's (very few) 400 series rest stops for his most recent blog. His consensus? They're still a joke.
- IT expert Gagan Goraya gives a rundown of an environmentally-conscious program called Green IT which focuses using computer resources in an efficient way.
- ATBS Canada CEO Ray Haight continues his popular "Ray's Rules" series of blogs with a look at rules for driver recruiters.
- Motivational speaker David Benjatschek delivers an "average" rant, voicing his distaste for corporate leaders that only strive for the middle of the pack.

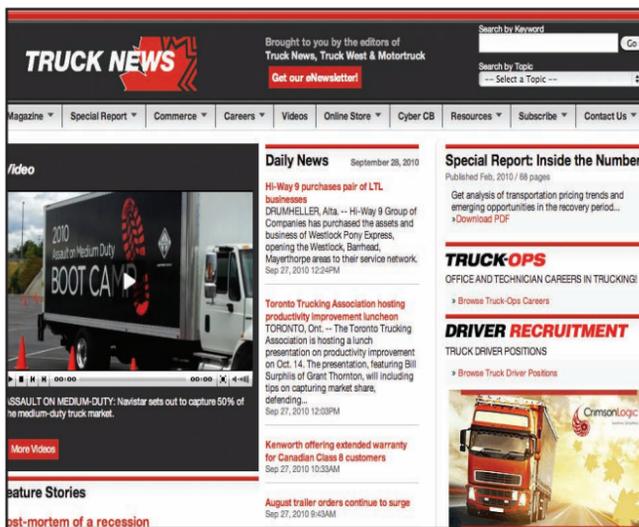
Web TV: Transportation Matters

- **ASSAULT ON MEDIUM-DUTY:**
Navistar sets out to capture 50% of the medium-duty truck market.
- **MARATHON TRUCKERS:**
A trio of Ontario truckers take to the streets in pursuit of their other roadside passion: marathon running.
- **CLEANING HOUSE:**
Find out how Bison Transport set up its new in-house DPF cleaning program and learn about the cleaning process itself.
- **WOMEN IN TRANSPORTATION:**
A new program aims to match women with rewarding careers in transportation.

You Said It . . .

"I think that it's interesting that harassment and discriminatory practices are allowed to continue in truck stops, carrier terminals and on the road. In other industries, there would have been a larger outcry and probably a couple of lawsuits already. Does it continue because there are no real consequences for the driver or company that harasses a woman? There doesn't seem to be much that happens – the woman keeps her head down and everything continues as 'normal.' If the industry wants to change, it can... it just doesn't seem to want to all that much. Women in Trucking has made huge strides, but it's mostly women working for women. Until the industry stops thinking about it as a 'woman driver' issue and starts thinking about it as a business/legal/decency (take your pick) issue, nothing is going to change."

– Jane Jazrawy responding to Adam Ledlow's blog: *Where have all the women truckers gone?*



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BCTA chief Paul Landry to step down next year

LANGLEY, B.C. – Paul Landry, long-time president of the B.C. Trucking Association (BCTA), will be stepping down from his position no later than June 30, 2011, the association has announced.

Landry has headed the BCTA since May, 1994. Under his watch, the BCTA doubled its motor carrier membership and it developed strategic alliances enabling it to speak on behalf of 800 motor carriers, the association says.

Murray Scadeng, chairman of the BCTA board of directors, announced the decision via a news release.

"Paul's contribution to the ongoing success of BCTA is well known to all of our members," Scadeng said. "When Paul was recruited to become the BCTA president in 1994, he was asked to broaden BCTA's carrier base, provide leadership on a broad range of policy issues, establish BCTA as a credible and respected advocate for the industry with government, the media and the public and to secure BCTA's financial future. I am pleased to say that, in every way, he's delivered."

Scadeng said the long lead-time is designed to allow plenty of time to find a suitable replacement. Landry will remain on-hand to help bring the new hire up to speed.

"These are exciting and challenging times and BCTA has a lot on its plate over the coming months," Landry said. "I will continue to work with the Board until a new CEO is appointed. The experience of charting BCTA's route over the past 16 years and more has been exceptional, and I look forward to applying what I've learned to new opportunities that may arise." □

18 Wheels of Christmas campaign starts rolling in Western Canada

CALGARY, Alta. – The 18 Wheels of Christmas campaign is one again in motion. The campaign, coordinated by Rosenau Transport staff,

aims to fill a 53-ft. trailer with donated food items that are then delivered to the Calgary Food Bank. The final delivery will be made

Dec. 17. In the meantime, organizers are asking transport companies in Western Canada to collect donations, which will be picked up in the

specially-designed trailer. To arrange a pick-up, call Dale, Colleen or Shirley at 403-279-4204 or e-mail 18wheels_xmas@rosenau.org. □



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WEST

Alberta truck drivers flagged into scales for free lunch



SURPRISE: Drivers directed into the Balzac scales were in for a treat on a cold September day – a free lunch with enforcement officers. *Photo by Jim Bray*

By Jim Bray

BALZAC, Alta. – Who says there's no such thing as a free lunch? There was certainly a free lunch happening on a miserably rainy and cold September day at the Balzac scale just north of Calgary. It was a day that saw truckers being red-lighted into the scale located just off the northbound lanes – not to be judged this time, but to be rewarded instead with a free barbecue courtesy of the Alberta Motor Transport Association (AMTA) and assorted friends.

The event was the second such lunch to be organized by the AMTA in 2010, following on the success of one near Leduc at the end of June.

To the AMTA, it's a way to give a little bit back in honour of

the men and women who toil the province's highways day in and day out.

"It's not often we get to say thank-you to these ladies and gentlemen who operate these big rigs up and down our roads," said the AMTA's Lane Kranenburg who, when he isn't emceeding events such as the Balzac lunch, is the director of the AMTA's Partners in Compliance program.

Kranenburg spent much of the session regaling attendees from a Calgary Stampede events trailer, hollering out the names of drivers and companies as they passed by, adding a bit of hoopla to the proceedings.

"We do enough enforcement but we don't do enough recognition, saying 'these are the good guys,'" he said. "This is a small way of us saying thank-you."

Speaking of enforcement, the event was not only conceived of as a free lunch for drivers; it was also an opportunity to meet, in a kind of social setting, some of the people with whom drivers' normal interactions might not be as pleasant: police and commercial vehicle enforcement officers.

This interaction between different sides of the transportation coin was gravy, however, over and above the original concept of paying tribute to the truckers.

"When you think about it," Kranenburg said, "these units carry everything we use. Everything we eat, everything we wear, has been on a truck at one time or another and people don't recognize that. These ladies and gentlemen do one of the toughest jobs out there and they are indeed professionals and they keep our highways safe."

Getting truckers to attend the lunch was partly a matter of shooting fish in a barrel, since the hosts used the warning lights on Hwy. 2 to flag down trucks – basically forcing them off the highway and in to the scale. Kranenburg admits that was a tad freaky for some drivers, who were surprised at being hauled in.

"They start looking for their paperwork," he said, with a chuckle, "but we're not looking for that today."

Being hauled in didn't mean the drivers were forced to shut down their rigs to partake of the burgers and other fare being offered, though. One of the "victims" of the random stopping of trucks was hauling pigs, Kranenburg noted, laughing. "We wish we hadn't stopped him," he said.

Kranenburg, who had a previous life as a fleet owner, is big on treating drivers with respect. "Those fellows earn their money," he said. "If you treat them well and pay them what they deserve, they'll make you nothing but money. But people forget that."

As wet and cold as the free lunch day may have been, it also appears to have been a success. According to Bud Rice, the AMTA's manager of compliance and regulatory affairs, they cooked up about 350 lunches that day. □

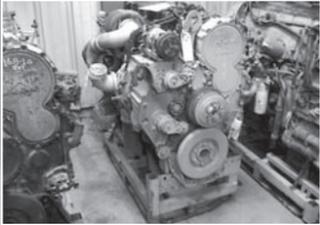
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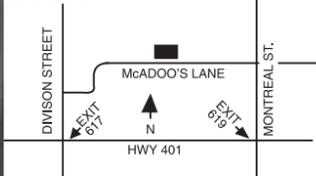
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WEST

RCMP takes to the track to test accident theories

By Jim Bray

HANNAH, Alta. – Talk about getting cold, hard data.

It was an unseasonably chilly and stormy week in rural Alberta when representatives from police services, government and the transportation industry converged on an isolated test track to put a selection of big rigs through their paces in the interest of science and safety.

The miserable weather didn't dampen the enthusiasm of the participants, however, who came from a variety of locations in Canada and the US to either help with or observe a series of tests designed mostly to glean data that can be used in collision reconstruction.

That's how the sessions were envisioned by the RCMP officers who spearheaded the tests and, according to Sgt. Sam Hewson, the RCMP's Edmonton-based collision reconstruction program manager for K Division, it went very well. "We're very happy," he says. "We conducted 49 skid tests and also did timed acceleration tests."

Hewson describes the latter tests as measurements from a truck's starting point to a second point 50 metres down the track.

"One of the guys was there with a stop watch and he timed how long it took them to get to the 50 metre point," he says of the measurements, which were designed to get a general idea about acceleration rates.

Unlike a drag race, however, he says, "It wasn't like they were generally jumping on the accelerator, they'd just start out and drive forward."

Perhaps it was only to the drivers involved that the acceleration tests seemed like a drag, then...The multi-day event also saw some tests involving more mainstream vehicles.

"We conducted a couple of skid tests with a pick-up truck to get baseline coefficient of friction for the track surface," Hewson reports, "which gives us the slowing rate for a passenger vehicle or a pick-up truck and we'd compare that to what a rig does. It's a benchmark, essentially."

The RCMP, which was joined by members of city police services from Calgary and Winnipeg, wanted the data because one of the things they do after a collision involving a rig is to make a note of the braking tire marks left at the scene. Using that information, Hewson says, investigators can determine a minimum speed loss over the braking distance, "so we can say, for example, that the trailer unit lost 50 km/h over the distance it was braking."

When you lock up a rig's brakes on pavement and slide to a stop, the RCMP sergeant reports, you'll typically get 65% of a car's braking efficiency on the same surface.

"That's a starting point," he says. It helps them determine factors such as speed at impact. "If all the brakes appear to be working," Hewson says, "it's a panic stop situation and we'll give them a percentage of braking efficiency versus the direct factor of the coefficient of friction of the road surface."

Hewson says they also did friction testing of various tire setups,



FIELD TESTS: The RCMP hope to gain a better understanding of truck crash dynamics by pushing rigs to their limit in a safe environment. Photo by Jim Bray

standard trailers versus mixed axle groups and new versus worn tires. They also looked at dual wheel configurations compared with ones running the Michelin X One single tires.

Like a prize fight, the tests were

preceded by a weigh-in.

"We weighed the trailers, measured their dimensions, wheel bases, and the like," says Hewson. "And then we conducted braking tests with units loaded and unloaded, air in the

suspension, no air in the suspension system."

Hewson says the idea for the test sessions began with Lethbridge's Corporal Barry Rediron, RCMP forensic collisions reconstructionist for Southern Alberta. Rediron wanted to roll some semi-trailers to figure out their rollover value.

"We were thinking the rollover thing might be hard to do," Hewson says. "But after one of the members from Calgary mentioned he goes to collisions involving mixed axle group trailers, lift-axles, and so on, we decided to go that route."

The concept of testing lift-axle trailers for braking efficiencies came about, Hewson says, "because we didn't know of any other data out there. So we found owners who were willing to provide us with trailers and

Continued on page 20



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WEST

Lift-axles, wide-base tires put to the test by RCMP

Continued from page 19

Michelin to provide the tires – because we'd be wrecking a lot of tires – and it went forward from there."

The tests used four different trailers in three tandem Super-B configurations from two different manufacturers.

"We'd skid them to see what they have," Hewson says. "And then lift up the axles and skid them again." Hewson acknowledges that he doesn't expect people will run lift-axles raised while loaded, like they did in the test, but they did it anyway and discovered that it definitely increased the stopping distance.

Braking distances were calculated in part by using "shot markers," devices mounted on the front of the trucks that would fire a .22 calibre power load, similar to what would be used for driving concrete nails, when the brakes were applied.



WEIGHING THE RESULTS: The results of the tests will likely be published in a report for the SAE, organizers say. *Photo by Jim Bray*

"You break off a piece of chalk into the cylinder and it fires that chalk into the ground at the point where you apply the brakes to give you the starting point for the brak-

ing," Hewson explains.

That starting point can depend on a variety of factors, including the shot marker's height from the ground and the speed the truck is travelling, but for the purposes of these tests, Hewson says, it was close enough.

From that point, "If they skid to a stop and stay stopped," Hewson says (noting that sometimes the driver would forget to stay put and start to drive away, wrecking that particular attempt), "we'd measure the distance from the chalk mark to the device that fired it at the point at which it finally stopped – and that's your braking distance."

They used radar to gauge the speed of the vehicle at the time the brakes were applied and plugged that into a simple formula to determine braking efficiency.

"This is grade 11 physics," Hewson says.

Hewson admits their tests may not be unique, but says it doesn't matter.

"The more testing you can do, the more value you get out of it," he says. "We look at this as a start. Forty-nine tests is a lot, so we got a lot done, but when you're dealing with data you want more numbers, a larger volume of test data to make your numbers solid, to make sure the data is consistent."

While the foul weather that added so much tribulation to this September's trials gave insight into how the vehicles performed under one particular set of conditions, plenty of other parameters could be changed in subsequent test sessions, including the surface condition of the track and different braking systems for the trucks and trailers.

"We didn't compare ABS with conventional braking, for example," Hewson says.

The big advantage with ABS is that it stops straight.

"When you're talking about a B-train," Hewson says, "such an articulated vehicle has two bend points, and if you push it from behind it's going to accordion on you like a snake."

Since ABS brakes let you brake in a straight line, however, with no risk of the jackknifing that's possible with conventional brakes, the driver maintains steering control.

While the weather chose not to cooperate, the track did its job well.

"It's a good facility," Hewson says of the 3.5-km oval. He notes that its isolation was a double-edged sword, though. "You don't have issues with interference from traffic," he says, "but it's harder to get to. For what we did it was great, though. We weren't

on a public road so it was safe, and we didn't have to dodge traffic or block off a road – let alone get permission to close down a road – so it was awesome."

It's also very narrow, laid out as a single lane for most of its circumference, but that didn't hurt these particular tests.

"We're not doing anything that involves width," Hewson says. "So for our purposes it works very well. I imagine that what we did was pretty rough on it, though."

Hewson thinks the drivers involved got some interesting perspective out of the tests as well. "People rarely take their vehicles up to the limit," he says, "but these guys had a chance to do that. They were taking the rig up to 75, 80 km/h and then jamming on the brakes, so I think they were discovering how well their vehicles actually operate, how well they function, how well they react. I think they were surprised at what they found."

The next step is to take the raw data and present it in a way that people who weren't there can understand.

"There's some talk about producing a paper for the Society of Automotive Engineers," Hewson says, "and I know a lot of the industry people are interested in it because it affects how their systems work, how efficient they are."

Hewson tips his Mountie hat to all of the people who braved the conditions to take part. "There were a lot of people from the trucking industry who came out and gave us a huge hand," he says. "We couldn't have done it without the volunteers, rigs, the tires, the drivers."

While the results are in, it's going to take time before the inevitable reports can be written.

"We have not properly analyzed the data yet," Hewson says, "but the braking distances of the properly set up and functioning lift-axle trailers we tested appear consistent with what we expect to see on our roads, that is the 65% of what a car does."

Hewson says they've also shared the preliminary compilation of data with Alberta Transportation and with Transport Canada and will be sharing all the data with them once it is organized.

How did Michelin's X One tires work out? "Good," Hewson says. "We haven't crunched the numbers yet but I don't see any huge differences there. It's too early for any conclusions, though."

It's Hewson's hope the industry can use the information to make improvements to their products or techniques, or just to be assured that what they're doing works. "We aren't treating this as proprietary so the people involved will have copies and the engineers will take this material and they'll be working on it for months."

There's a lot of information that can be gleaned, he says. "It's not just the simple things we're looking for but there's a lot of other applications that can be made. From our aspect of it," he adds, "we're interested in public safety and reconstruction of collisions because that's what we do. For us this was huge." □



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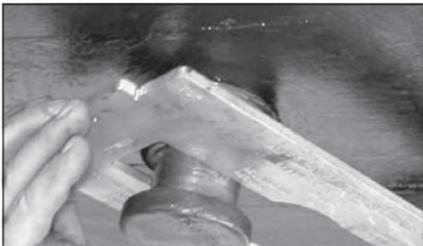

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INDUSTRY

Collaborative approach to Customs issues paying dividends

CBSA taking steps to balance the system

For years – and with justification – Canadian carriers have complained that they and their drivers were being forced to carry a disproportionate share of the burden when it comes to compliance and enforcement of Canada's Customs laws and regulations while other parties to the cross-border shipment of goods – ie., the shipper and/or the Customs broker – were held to a much lower level of accountability.

This, even though it is often errors and omissions on their part that led to the infractions in the first place. CTA has long argued that an unfair burden is placed on the carrier to make sure all the data associated with a load is accurate, when others really own and control the freight and the loading.

Even these days, when the goal is supposedly to “secure the entire supply chain,” carriers and drivers carry the can when it comes to cross-border movements. Why things have evolved this way probably has more to do with trucks being an easy and convenient target than anything else. And, don't carriers charge their clients when the client messes up? As if.

Nowhere has this problem been more evident than with the Administrative Monetary Penalty System or as it is known, AMPS, where the Canada Border Services Agency (CBSA) imposes monetary penalties based on the type, frequency, and severity of the infraction. Most penalties are graduated and supposedly take the compliance history of the client into consideration.

So, when CBSA takes steps, as it did recently to provide a bit more balance to the system, they should be applauded.

At the end of September, CBSA announced that it will give motor carriers involved in the Advanced Commercial Information (ACI) eManifest program, due to become mandatory in early 2012, a break on AMPS penalties when they voluntarily disclose and correct incidents of non-compliance prior to a CBSA audit, investigation or exam.

Under the current Voluntary Disclosure Program (VDP), carriers still risk being penalized even when voluntarily providing corrections to CBSA.

The failure of the VDP to guarantee immunity from AMPS penalties no doubt discouraged carriers from coming forward with corrections for fear of punitive monetary action.

What the new CBSA decision means is that carriers will only be accountable for the information they are given at the time it is given to them.

For example, if a carrier is contracted to pick up a shipment and the driver is given a manifest by the shipper that reads 20 pallets, yet upon offload in Canada, the carrier discovers there were 21 pallets (a frequent occurrence especially for C-TPAT freight) and



informs CBSA of the discrepancy, the carrier will not be penalized. (As we all know, particularly when it comes to C-TPAT freight, the driver may not be allowed to witness the loading of the trailer for security reasons and therefore unable to verify the manifested quantity).

Now according to CBSA, under ACI, “when a carrier or freight forwarder voluntarily comes forward to correct non-compliance prior to any exam, investigation, or audit initiated by the CBSA,

an Administrative Monetary Penalty will not be applied.” That is a positive step.

In addition, carriers that move high volumes of freight across the border have for many years been exposed to a greater risk of variances in shipment quantities that ultimately lead to information discrepancies and compounding AMPS penalties.

This was a disincentive to voluntary correction for those carriers. To address this problem, CBSA has also announced that, “excessive adjustments to reporting patterns will be addressed through action plans.”

What this means is that carriers who voluntarily report high volumes of discrepancies will not face immediate penalties.

Instead, they will be given an opportunity to work with CBSA to address reasons for the discrep-

ancies which could range from improved communications with US shippers, scrutiny when selecting freight or customized solutions to deal with specific operational challenges.

This too is a welcome decision and indicates that CBSA is prepared to work with high-volume carriers and those with excessive corrections in an effort to encourage compliance.

While there is still much work to do, and many more issues to resolve, these decisions do suggest that the collaborative approach to solving problems that CTA and CBSA have embarked upon, and which has been evident in the development of ACI, is working. □

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

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SAFETY

Winter roads present plenty of seasonal challenges

There is no question that the risk of collisions will begin to rise as soon as the temperatures begin to drop. A tractor-trailer needs 12 times more stopping room on an ice-covered road than it does when travelling on warm and dry pavement. Even a bare highway will be more slippery in cold weather.

The only way for a driver to remain safe in these seasonal conditions is to remain committed to managing speed and space alike.

It is simply a fact that weather conditions can change quite rapidly, especially in the coming weeks. A dry road at the bottom of a mountain may transform into snowy conditions at higher elevations. Those travelling highways near the Great Lakes may suddenly find visibility obscured by a streamer of snow. Meanwhile, bridges and overpasses will tend to ice up at a moment's notice.



Ask the Expert

SCOTT CREIGHTON

During my own driving career, I remember picking up equipment in the pouring rain in Hamilton, Ont., only to encounter freezing rain as I approached Highway 400, and then blinding snow once I reached Parry Sound. That trip takes just a few hours!

The challenges of a snow-covered road are not limited to traction, either. A bridge with a posted clearance of 13 feet may offer an opening that is just 12.5-foot high thanks to the layers of snow that accumulate below. The tire ruts that do exist can also compromise control at the steering wheel.

Luckily, it is possible to identi-

fy the signs of bad weather ahead. A driver can expect to encounter poor conditions if oncoming traffic is suddenly covered in thick layers of ice and snow. The regular reports on the radio or CB will offer some insight as well.

But the changing conditions are not always as obvious as a layer of snow. Black ice may go unnoticed unless drivers are watching for a wet-looking road surface that is not accompanied by any spray, or the white or grey road surfaces that offer a silent warning of their own.

As important as these road conditions will be, there are other seasonal factors that can have their own impact on highway safety.

Fatigue, for example, will likely become a bigger challenge at this time of year. As the number of daylight hours begins to dwindle, many drivers will begin to

suffer the influence of Seasonal Affective Disorder (SAD), often referred to as the "winter blues." By some estimates, anywhere from 1.5-9% of adults have this disorder, and they will struggle to get enough sleep, have little energy and may even feel depressed. To compound matters, those who are travelling through bad weather are more likely to experience the "adrenaline fatigue" that can come with a tense drive, while everyone will need to share the road with intimidated drivers who are more likely to make mistakes behind the wheel.

There is a chance for every driver to prepare for the unexpected, however. The beginning of each journey presents the opportunity to clear off lights, windshields, peeper windows and mirrors alike. And personal safety can be protected with a simple emergency kit that includes extra blankets, dry clothes, a tool kit, and antifreeze for the air lines. Something as simple as a candle and some matches can become a life-saving supply of heat if someone is stranded for an extended period of time.

When a facility is equipped with the proper tools, there is even a chance to clear away any of the snow that may be sitting on the roof of a trailer, protecting fellow motorists from the threat of falling debris. And a general awareness of frozen straps will lead drivers to inspect their loads more frequently than usual, since these load securement devices can loosen up as they are exposed to the thawing power of friction. That will protect fellow motorists from another type of falling debris entirely.

Drivers can protect themselves from falls of their own by watching their footing when conducting circle checks, and then taking the time to use a three-point entry every time they climb in and out of the cab. And, of course, they will maintain more control once they pull onto a slick highway if they avoid using driving aids such as engine brakes or cruise control.

A commitment to safe driving is a matter of maintaining control, regardless of the conditions that Mother Nature delivers. □

- This month's expert is Scott Creighton. Scott joined Markel as an advisor in the safety and training services department in 2007. Scott has brought with him more than 20 years of experience as a driver and a safety supervisor including 18 years working for an over-dimensional carrier. Markel Safety and Training Services, a division of Markel Insurance Company of Canada, offers specialized courses, seminars and consulting to fleet owners, safety managers, trainers and drivers. Markel is the country's largest trucking insurer providing more than 50 years of continuous service to the transportation industry. Send your questions, feedback and comments about this column to info@markel.ca. To read about more industry hot topics, visit Markel's website at www.markel.ca and click on the Articles & Essays section.

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OPINION

Just give'er

Like most Maritimers, I have a few vocabulary quirks that require some explanation. Like “give'er,” for example, which is a useful turn of phrase when you're encouraging herring-chokers to git'er done. And if you want to see “give'er” in action, just ask a group of women to organize a series of convoys that combine celebration, education, and fundraising.

From one convoy in 2008, Convoy for a Cure has captured the imagination of truck drivers everywhere, and this year, four all-women truck convoys rolled across Canada in Ontario, Alberta, and New Brunswick. In three short years, these events have contributed the better part of one

Voice of
the O/O

JOANNE RITCHIE



quarter of a million dollars to breast cancer research and awareness.

Women are organizing these convoys largely from behind the wheels of their trucks, with their families and friends pitching in thousands of volunteer hours to make the events efficient and effective fundraisers and impressive celebrations of women in trucking.

While united in their goals and objectives, each convoy is unique, depending on its location, who the organizers are, and what resources they have at hand. But in all cases, local businesses and industry suppliers have been generous in their financial support of the convoys, so that every penny raised by the drivers through pledges and donations goes to support breast cancer awareness programs and help fund research that is

bringing us closer to a future without breast cancer

Breast cancer is an obvious cause for women to champion – this heart-breaking disease continues to be the most common cancer among Canadian women. This year, an estimated 23,200 women and 180 men will be diagnosed with breast cancer and of those, 5,300 women and 50 men will die from the disease. On the upside, there has been a significant improvement in survival rates over the past decade, due in part to advances in screening techniques and treatment.

As with many types of cancer and other life-threatening diseases and conditions, early detection and treatment greatly increase chances of survival. More importantly, we know that good preventive maintenance, and lifestyle choices that improve overall health, can reduce the risk of becoming ill in the first place.

The way I see it, one of the most significant positive “side effects” of the pinked-out Convoy for a Cure events is that they're helping focus attention

on wellness issues all drivers – women and men alike – face out on the road, from scheduling doctors' and screening appointments, to eating well and getting proper rest and exercise.

One of our members (male) approached me during the convoy celebrations in New Brunswick to tell me that after last year's convoy, he made a point of scheduling an appointment for a comprehensive physical – something he hadn't done for years. He was diagnosed with colorectal cancer, but luckily, with early detection, a good surgeon, and a successful recovery period, he's back on the road and doing fine. “That breast cancer convoy may just have saved my life,” he told me.

The fact that we were even having that discussion, and that my friend was encouraging the other men who were listening to get themselves checked out, was somewhat unique. I mean, when's the last time you were at truck stop and overheard a group of men and women truck drivers unabashedly discussing breast and colon health?

Another devastating disease that drivers are talking more about these days is diabetes. While it's always been on the radar screen because diagnosis and treatment of diabetes are closely scrutinized by commercial vehicle licensing authorities, drivers are becoming better educated about the lifestyle factors that may trigger Type 2 diabetes, a prevalent condition among commercial drivers.

According to the Canadian Diabetes Association, the growth of diabetes in Canada is at epidemic levels. Numbers released by the association in September show that in Ontario alone, 1.2 million people are currently diagnosed with the disease.

While I haven't found any studies that show a disproportionate number of truck drivers are diabetic, just looking at the risk factors – which include high blood pressure, high cholesterol, and obesity – gives you some idea of where truck drivers might fit on the continuum. While there is no cure for diabetes, the good news is that people with diabetes can lead active, productive lives and even prevent complications if they are seriously committed to managing their condition. On top of that, many of the risk factors, like those mentioned above, can be controlled or eliminated.

Since November is National Diabetes Month, it might a good time to go to the Web site of the Canadian Diabetes Association (www.diabetes.ca) and check out their Healthy Living Series, a number of interactive learning modules that are chock-full of information on health and wellness. There's a nutrition section that would interest anyone living on the road – it includes tips for tasty and healthy menus and a guide for eating away from home.

Last month I wrote about the growing number of truck drivers who are making their own health and well-being a priority, and driver wellness is pretty high on OBAC's agenda, too. But drivers are only part of the equation. Carriers, as well as policy makers and regulators, are going to have to come to the table to ensure that our driving force is well enough to face the future. It's going to take all of us working together to git'er done. □

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

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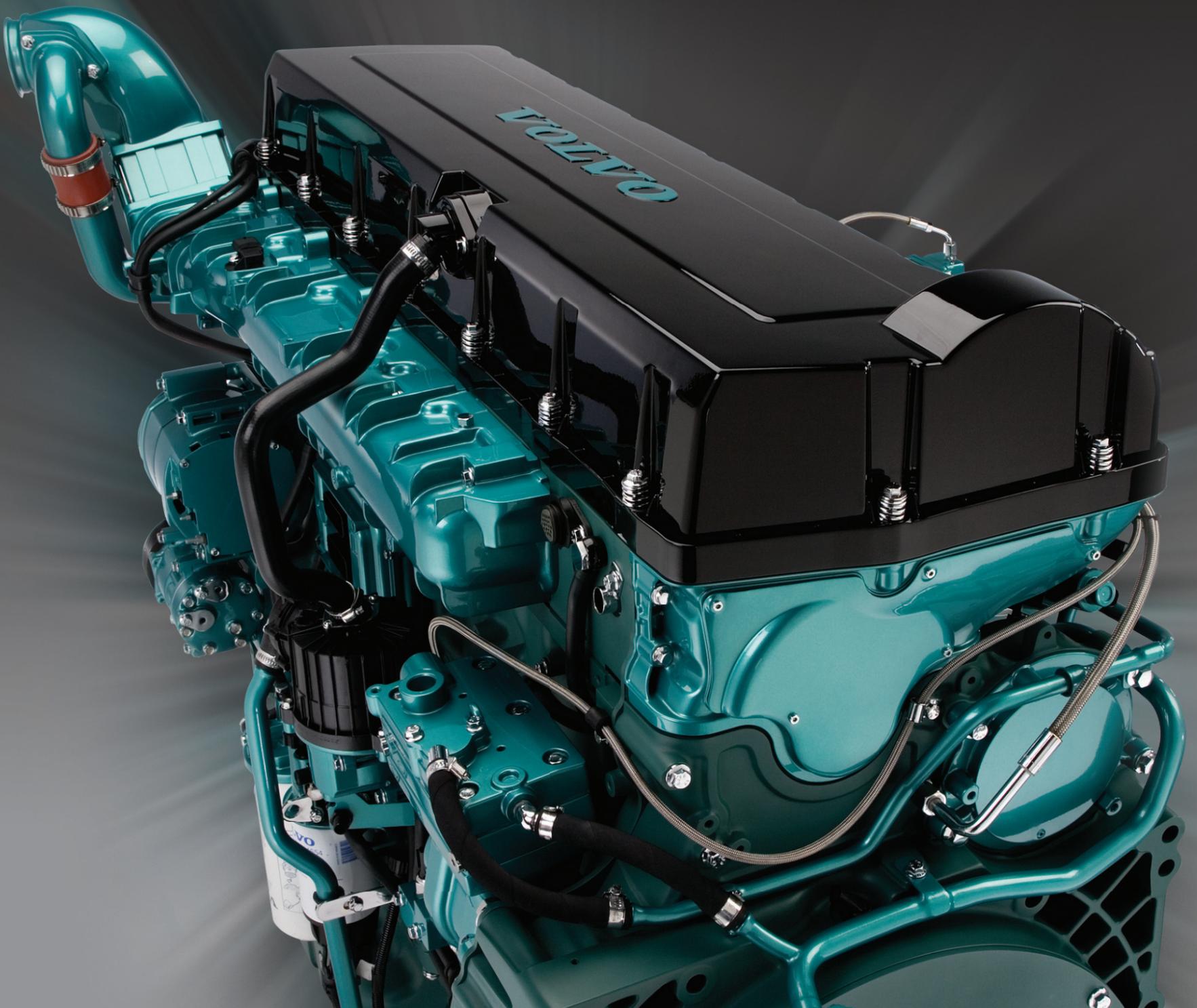
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HEALTH

To avoid blood clots, take a break and stretch

Thrombophlebitis is essentially a fancy word for a condition in which a blood clot causes swelling and inflammation in one or more of the veins in your body. Professional truck drivers are more at risk of developing thrombophlebitis due to the fact that their lifestyles on the road cause them to have many of the risk factors of this condition.

Thrombophlebitis can affect both the superficial and deep veins of the body. In most cases, this condition affects the veins in the legs. A blood clot in a deep vein, called a deep vein thrombosis (DVT), is a much more serious condition as it can lead to a pulmonary embolism. Pulmonary embolisms, which can be life threatening, occur when a dislodged blood clot travels into the lungs and blocks a pulmonary artery.

The symptoms of thrombophlebitis can vary from person to person. However, many people experience warmth, tenderness and pain in the affected area. Some people also experience redness and swelling. If a vein close to the surface of your skin is affected, you may notice a red, hard and painful cord-like structure just under the surface of your skin.

If a deep vein is affected, your leg may become swollen and painful, especially when you stand and walk. DVT may also damage valves in your legs, which prevent blood from flowing backwards, leading to varicose veins. The most serious complications of this

Back behind the wheel

DR. CHRIS SINGH



condition are pulmonary embolism, heart attack and stroke all of which can be life threatening.

The cause of thrombophlebitis is simply a blood clot. Blood clots can be caused by many different factors. One of the major causes of blood clots is long periods of inactivity such as sitting in your truck for several hours at a time.

Other risk factors that apply to truck drivers include obesity and cigarette smoke. The risk of developing thrombophlebitis also increases if you have a family history of blood-clotting disorders or have certain types of cancers. As you may have guessed, the more risk factors you have, the greater your chances of developing thrombophlebitis.

In order to diagnose thrombophlebitis, your physician will perform a detailed history and physical examination. Then, if needed, your physician will order special diagnostic tests such as an ultrasound, CT, MRI and/or venography.

Once a diagnosis has been reached, your physician will discuss possible treatment options. If it is just a superficial vein that is affected, the usual course of treatment includes self-care steps which may include rest and heat

as well as over-the-counter medications.

In most cases, the symptoms will subside within a week. In the case of DVT, your doctor may prescribe medications that are designed to thin the blood, which are called anticoagulants.

In addition, your doctor may recommend support stockings to help prevent swelling. In more severe cases, surgery is necessary to remove a clot.

As with all medical conditions, prevention is the best treatment. First of all, avoid tobacco smoke. Also, try to get out of your truck as often as possible. I know that it is sometimes difficult to do this due to time constraints, but even if you can stop the truck and walk around for five minutes it will make a significant difference.

I recommend to my patients that they try to get out of their trucks every two to three hours, if possible. If you cannot get out of the truck, try to move your legs regularly. Carefully, try and push your feet into the floor in front of you at least 10-15 times per hour.

As you can see, thrombophlebitis can be a very serious condition for truck drivers. If you experience any of these symptoms it is important that you consult your physician as soon as possible.

Until next month, drive safely! □

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

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HEALTH

Let's talk about joint action

Like your rig, your body is held together by a variety of connectors. Some are stationary, like a weld. Some are more flexible, like a spring. Some stretch, like a bungee cord. Each has its own specific purpose. When working properly, these connectors help your body move smoothly, while maintaining proper posture and position.

Your joints are vital for maintaining strength and balance. Yet, a joint is only as strong as its tendons, the connectors attaching muscle to bone. These tough, flexible bands of fibrous tissue determine the effectiveness of the joint. Although the muscles make the joint bend, your tendons keep the muscle attached to the bone.

When tendons glide easily as muscles contract, we hardly think about them. However, when they become inflamed, we certainly pay attention. Then, every movement



Preventive Maintenance

KAREN BOWEN

of the affected joint causes discomfort. This tendon inflammation is called tendonitis.

Tendons come in all sizes. Some are quite small (like the ones in your fingers and toes), and some are much bigger (like the Achilles tendon in your heel).

Even though we have hundreds of tendons, only the few with a poor blood supply generally cause problems because when these ones get injured, they don't heal easily. The most common tendon problem areas are: the wrist, heel, shoulder, ankle, kneecap, and elbow.

Symptoms of tendonitis can vary from aches, pains and stiffness, to

a burning feeling surrounding the entire joint. The joint may become red, hot and swollen, but not necessarily. Sometimes, swollen knots may appear around the affected joint.

Although tendonitis can be caused by a sudden injury, it usually appears after repeating a particular movement over time, especially when jobs or hobbies involve repetitive motions. Some other triggers, which may occur during your work day, are: awkward positions, frequent overhead reaching, vibration and forceful exertion. Certainly, age is a factor because tendons become less flexible with age. You are more susceptible to tendonitis if you are over 40.

Occasionally, there is an anatomical reason for the condition. If a tendon cannot glide smoothly, it becomes irritated and inflamed. In this unusual circumstance, surgery may be necessary to realign the tendon.

When tendonitis strikes, the af-

fected joint is particularly painful during movement and then after, when at rest. Continuing to move a sore joint during an activity may make it swell so much that it is difficult to bend the next day.

So, how can you avoid tendonitis?

Be alert. Avoid activities that place excessive stress on your tendons, especially for prolonged periods. If you feel pain during a particular task, take a break.

Add variety. If an activity causes a particular, persistent pain, take a break or choose a different one. Cross-training can help you find a balance. Combine an impact-loading exercise, such as running, with lower impact exercise, such as biking or swimming. On the job, alternate between two tasks, such as lifting and walking to give each set of muscles a chance to rest.

Watch your form. If your technique or stance is flawed, you could be setting yourself up for problems with your tendons. Consider taking lessons or getting professional instructions when starting a new sport or exercise regiment. Maintain proper posture while lifting and carrying. Sit straight in your rig to ensure that no tendons are continually stressed or overloaded.

Stretch before you begin, especially if you've been relatively stationary. Before exercising, take time to stretch to maximize the range of motion of your joints. So, don't jump out of your rig and start moving freight without giving your muscles and tendons a chance warm up and to get some fresh blood flowing to them. Keep your muscles strong to help them withstand stress and load-bearing.

If you get tendonitis, how can you treat it?

First, allow the joint to rest. You could immobilize it completely with a tensor bandage, sling, splint, crutch or cane. Avoid activities that make the joint hurt or swell; experiment with others that don't stress the sore tendon.

Then, use ice. An ice pack, ice massage or slush soak will relieve the pain, swelling and muscle spasm. (For an ice massage, simply freeze water in a Styrofoam cup. Then, hold the cup while applying the ice directly to the inflamed area).

Elevate the affected joint so it's higher than your heart to keep the swelling down. Consider taking an over-the-counter nonsteroidal anti-inflammatory medication (NSAID) like Ibuprofen, Motrin, Naprosyn, or Celebrex, or products containing acetaminophen (Tylenol) since they reduce pain and swelling. However, confirm with your doctor first.

If your tendonitis persists, consider getting a cortisone injection.

Although not serious itself, take tendonitis seriously. If it's not treated properly, you may end up with a ruptured tendon, which is a more severe, debilitating condition, usually requiring a surgical repair.

Taking joint action today will smooth out tomorrow's bends. □

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

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TAX TALK

The long arm of WSIB

Know your workers comp requirements

Last month, I wrote about Canada Revenue Agency's (CRA's) rules and guidelines regarding self-employed drivers. I discussed the basics of how CRA determines if a worker is really an employee.

Another group of government organizations is concerned about employee vs. self-employed status. And what complicates matters is that these agencies are provincially run. The rules are different in each province. I'm talking about worker compensation boards.

From WorkSafeBC in British Columbia to the Workers Compensation Board of Nova Scotia, provincial worker safety boards care very much about the employees and self-employed workers that any business in their province may deal with.

In Ontario's case, the Workplace Safety and Insurance Board (WSIB) doesn't separate the two statuses at all. Its new rules are so sweeping that almost everyone is potentially covered.

Independence defined

Provincial worker safety or insurance boards provide workers with insurance should they get hurt at work. All employers must pay insurance premiums based on their total wages multiplied by a rate based on the claims experience



Tax Talk

SCOTT TAYLOR

for their industry.

Employers are not allowed to deduct the cost of this insurance from their employees. They can, however, deduct it back from sub-contractors.

In Ontario, owner/operators are treated as independent operators, for workplace safety and insurance purposes only, when the work relationship contains all the following features:

- The owner/operator pays for the truck and a majority of the equipment or other related property (fuel, maintenance, licence, etc.) and is not required to finance the truck and equipment-related property through company sources.
- The owner/operator has a choice in selecting and operating the vehicle and has market mobility – he can enter into contracts of any duration to transport goods and maximize profits.
- The carrier does not have the right to control where or from whom products or services are purchased by the owner/operator. Also, the carrier does not have the right to

exercise control over the owner/operator's operations except to the extent that loads are offered, and destinations and delivery schedules are established.

- The carrier and owner/operator state that the relationship is one of a contract for service and not that of employer and employee.

- The carrier does not issue a T4, T4A, or make statutory deductions for U.I.C. and/or C.P.P.

Independent operators are not automatically covered under WSIB but may elect to be considered "workers" and covered. If an independent operator chooses to be covered, he must obtain optional insurance in his own WSIB account and is responsible for paying for his own WSIB insurance.

Once they have optional insurance with the WSIB, independent operators and their dependents may lose their right to sue for damages resulting from a work-related accident. The amount of optional insurance selected must reflect the independent operator's annual earnings for labour.

A real-life example

Consider this real-life example of a WSIB audit of a trucking company happening in Ontario right now.

The carrier, selected for an audit at random, uses owner/operators and has only a few trucks of its own. The auditor is not only evaluating the "independent operator" status of each owner/operator, he's checking each owner/operator to see if he has employees or sub-contractors.

An independent operator who employs his own workers or helpers is an "employer" under WSIB and must be registered.

Here's what's at stake: If you're a carrier and you hire an independent operator who in turn hires his own workers or helpers but does not register with WSIB, you may be held responsible for the operator's premiums and the cost of any injury that occurs while he's on the job.

If the independent operator registers but does not pay his premiums, you may be held responsible to pay them. If an owner/operator has employees, self-employed drivers (driver services), sub-contractors, or even a spousal wage and they are not registered, then WSIB can assess you, the carrier, for premiums.

Workers comp boards offer no rehab or therapy for busted bank accounts. If you're a carrier, it's your duty to ensure that any contractor you hire meets his obligations to register with WSIB by insisting on seeing a Certificate of Clearance each year.

If you're an owner/operator, be ready to prove that you're registered and your account is in good standing. □

– 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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OVER THE ROAD

Us against them?

Bridging the gap between key decision-makers and the front line

Roadside inspections and monthly log audits are examples of routine procedures I face on a regular basis that can affect my driver record, my professional certification and my income.

The 'safety through enforcement' approach often leaves me feeling guilty until proven innocent. On one side, I have my carrier's safety department, on the other side I have enforcement officials, both practicing due diligence as they enforce the rules.

It is not unusual for me to feel as though I am stuck between a rock and a hard place as I carry out my duties each day. Because of the punitive nature of how the rules are enforced, it is not unusual to have the feeling that someone is ready to pounce on every little mistake I make as I go about my daily business.

Written driver tests every five years, driver physicals every three years (or more), random drug and alcohol testing, CSA 2010, speed limiters, EOBRs, hours-of-service rules and the specter of sleep apnea testing are just some of the major issues that govern a driver's conduct. Our industry is constructed on



Over the Road

AL GOODHALL

a foundation that pits us, the drivers, against them, safety and enforcement. Generating a feeling of us against them may not be the intent behind the rules, but it is often the result.

Are we getting the big picture of the trucking industry from the view we have from our cab or is our point of view too narrow? Is it us against them? Are drivers being unfairly targeted of late? Are there too many rules being introduced of late? Are added laws and legislation limiting a driver's ability to do the job and to earn a decent living?

I can't answer those questions for anyone other than myself. But I can relate a couple of experiences that helped me to see the bigger picture and open up my mind to a view beyond the confines of the wheelhouse that we all spend our days in.

This past August I had the opportunity to present a driver's position regarding electronic on-board re-

orders. I attended a meeting with the senior managers of my company and a representative from the Carrier Safety and Enforcement Branch of the Ontario Ministry of Transportation. It was a frank discussion and I was able to present some of the major issues I was facing with the live implementation of an EOBR in my truck.

What impressed me the most about this meeting was learning how little feedback decision-makers receive from individuals on the front line. The users most affected provide the least input into how this new technology affects their daily routine. Think about this: So often we react to decisions that are made and systems that are put into place *after* the fact. We need to participate more in the process and have more of an influence on decision-makers.

When I think about the numerous experiences I have had with enforcement officers throughout North America at various government scales, I have not had a really bad experience.

I have had some equipment issues at a couple of those inspections but have always been treated in a professional manner and I have never had the feeling that anyone is out to get me. I also spent a day observing inspections at an Ontario scale during the annual CVSA spring blitz a couple of years ago and was impressed with the latitude inspectors gave to drivers.

I noted a number of drivers that day that had not received the ade-

quate training or information they needed to do the job to the best of their ability. Inspectors gave these drivers a good bit of leeway and assistance so as not to punish them unfairly.

Over this past month, my own company has recognized that I would benefit from a more structured routine and has put together a program for me that gives me more home time.

This came about as a result of changes with the EOBR. It's time to adapt and change in a positive way. We can't continue to do things the same old way with new technologies and systems in place.

So it's not us against them after all. At least, not in my case. This job confines you to your cab for long periods of time. That confinement can result in a narrow point of view on our part. There are many excellent people in this industry with nothing but good intentions.

Those good intentions need information from the front lines to have the greatest impact. More than ever, we need to share our experience and insight with the decision-makers in this industry. It's easier than it has ever been to share information. It builds bridges and your own morale. □

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

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INDUSTRY

Hiring procedures can be improved

While working our collective way through the recession (which in case you are unaware, is reported to have officially ended in June of 2009), some issues or ideas that may have been considered to be longer-term or esoteric in nature have been sidelined. It could be time to pull some of them to the fore.

One such issue that is deserving of attention is that of driver hiring practices, and more specifically the tools that are available to fleet managers and human resources departments to help ensure the 'good hire' that everyone is looking for.

At the Private Motor Truck Council of Canada (PMTC) we have long held the view that this industry needs a more comprehensive hiring tool than is commonly available; one that goes far beyond the standard verification of a licence, a road test and cursory check with former employers.

While responsible carriers already go to a great deal of effort when hiring, much further than the minimum checks described above, most still don't have at hand the type of tools needed to go beyond the obvious when hiring drivers; such as tools that would help identify specific characteristics or attributes that an applicant may possess that differentiate excellent drivers from poor or mediocre ones.

And it's not simply a matter of fleets wanting to hire excellent drivers; it has become an imperative. The risks of simply handing over the keys to someone with the appropriate licence



Private Links

BRUCE RICHARDS

are too great. A company's safety record impacts their ability to operate, the cost of insurance and relationships with customers as starting points.

The real challenge in the hiring process then is to get inside the individual's personality a little in order to determine whether an applicant has the specific attributes that successful drivers are known to possess, and as importantly, whether they have any of the characteristics that we don't want in a driver. These are characteristics that the average interview may not reveal, no matter how skilled the interviewer may be.

Absent specific tools that help identify character traits, it is difficult to make the correct choices when hiring for any position. It's a given that most job applicants can prepare well enough for a short job interview to portray themselves in the best light possible. Added to that is the fact that most former employers may be reluctant to say anything negative about the applicant. In fact, many companies adhere to a policy of simply acknowledging that the individual worked for them and the time frame in which they were employed. These issues can combine to make the hiring process less than

scientific at best, a crap shoot at worst.

Of course the first step in creating the type of tool we envision would be identifying the specific attributes that make a driver successful. PMTC has done some work on this project recently with a consulting firm to do exactly that.

In order to determine what those attributes fleets are looking for might be, we enlisted the cooperation of some of the drivers who have been inducted into the PMTC/Huron Services Hall of Fame for Professional Drivers. The drivers in the Hall of Fame have already been identified as the best of the best – the ones any fleet would be proud to have behind the wheel.

Because of that, we knew that if there were some common denominators to be found among excellent drivers they would be found within this group. Our 'test' drivers agreed to complete an online personal assessment and we merged all the data to use in our study.

We were not disappointed with the results. The study identified the most common characteristics that the Hall of Fame drivers possessed – the ones we would all like to have in our drivers.

The study measured specific characteristics in eight categories. They were: the ability to focus on the task at hand; poise under pressure; combative/confrontational; the ability to anticipate problems on the road or with customers; awareness of space and time; self confidence; competitiveness; and so-

ciability, which is defined in part as the ability to work with people.

Using this type of analysis tool, the individual being assessed can be graded on each of these characteristics and depending on where their results fall along the scale, the assessor should be able to make a reasoned determination on whether the individual would make a good addition to their company. For example, the drivers in the Hall of Fame exhibited some common characteristics such as great attention to detail, self-discipline, and were conscientious in their duties. They were comfortable working on their own for long hours; were generally low-key but pleasant; and can stay on task – in short, diligent and no-nonsense types.

This initial study was lead by MBA Consulting Inc., and proved so promising that we are now considering furthering that research to compile a tool that could be used by any fleet manager when selecting new drivers. It is an exciting concept that we plan to pursue. There are of course downsides and objections to any such testing and we have heard most of them.

But we believe strongly in the value of such an assessment tool as an important step towards even safer roads and more efficient operations. We see this as the next logical step to the checking of training, qualifications, experience and work history of an applicant. Who can deny the benefits? □

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



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FLEET NEWS



LTL SHOPPING: Hi-Way 9 is growing, following two recent acquisitions.

Hi-Way 9 buys pair of LTL businesses

DRUMHELLER, Alta. – Hi-Way 9 Group of Companies has purchased the assets and business of Westlock Pony Express, adding the Westlock, Barrhead and Mayerthorpe areas to its service network.

Hi-Way 9 has also purchased Drayton Valley Transport, a company with more than 70 years in the LTL business.

While Hi-Way 9 previously serviced this area, company officials say the acquisition will strengthen its position and service in the Drayton Valley area.

Group president Dean Kohut says the purchases are part of Hi-Way 9's strategic mission to strengthen its position in the Alberta marketplace. □

Wills Transfer going green

OTTAWA, Ont. – Household goods mover Wills Transfer has announced it is installing rooftop solar power systems at three of its Ontario warehouse facilities.

The company will be installing the systems, developed by Enfinity Canada, at warehouses in Ottawa, Brockville and Perth.

The total capacity will be 1.308 MWp (megawatt peak), according to the company. That's enough to produce about 1.5 million kilowatt hours (Kwh) of energy per year, enough to power the needs of more than 125 homes, the companies announced. Brent Ellis, director of commercial warehouses for Wills Transfer, says the project is proof of the company's commitment to a green supply chain.

"Energy efficiency and reduction of greenhouse gases are key business and environmental strategies for Wills Transfer, and we continue to work to make them an integral part of our operations," said Ellis. "The Enfinity model will enable us to implement sustainable energy production without investment. Enfinity's demonstrated professionalism and expertise additionally provides us with confidence in the long-term safety and security of our facilities."

Solar array design and development is currently underway for the three facilities with construction slated to begin early next year. □

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FLEET NEWS

Challenger Motor Freight donates used trailers to charities

Canadian Diabetes Association to deploy trailers across Canada for storage

By James Menzies
CAMBRIDGE, Ont. – Challenger Motor Freight CEO Dan Einwechter is sick of seeing his used trailers being placed in service by competitors. So one sleepless night, he had an idea: Why not donate the used trailers to charity, contributing to the communities in which Challenger operates while also keeping the retired trailers – which were still in good condition – out of the hands of competitors?

Einwechter did just that in September, donating 90 used trailers to charity, 84 of which were presented to the Canadian Diabetes Association.

“I found that when I would sell a secondary-use trailer, we were also helping our competitors because they were buying my used trailers, which were better than they deserved to have, so why not give them to somebody who could use them?” Einwechter quipped during a hand-off ceremony at Challenger headquarters Sept. 17.

Einwechter says Challenger over-spec’s its new trailers, so even after 10-13 years of use they are still in good condition.

“When we bought them, we over-spec’d them with stronger cross-members and lots of extra spec’s that extend the life of the equip-

ment,” Einwechter said. “So, our trailers at 10 years old may be like somebody else’s that are seven (years old). They last a long time.”

Einwechter predicts the trailers would fetch about \$5,000 each on the used equipment market, bringing the total value of the donation to about \$450,000.

Romeo Callegaro, senior manager – logistics, business operations with the Canadian Diabetes Association, was extremely grateful for the donations. The organization will use the trailers to store clothing and household items collected through its Clothesline program. Those items are then sold, with proceeds going towards diabetes-related programs. Callegaro said the Clothesline program raised more than \$33 million last year alone, which goes towards the pursuit of a cure for diabetes. The Canadian Diabetes Association has about 100 trucks across Canada dedicated to picking up donations. It then stores the product in trailers parked at its 28 locations across the country. Currently, the Canadian Diabetes Association leases its trailers, which is obviously quite costly.

“These trailers will last forever and take a significant amount of costs out of their base, because right now they’re renting trailers every



WIN-WIN: Challenger CEO Dan Einwechter (right) is joined by Canadian Diabetes Association manager Romeo Callegaro for a special hand-off ceremony at Challenger headquarters Sept. 17. *Photo by James Menzies*

month,” Einwechter said.

“The association is very grateful for the opportunity that’s been given to us,” added Callegaro. “The association has been leasing trailers – that’s our storage system. It’s the least expensive way to store product across the country, so this is removing a huge expense for us. This is going to provide us with a great opportunity to continue our savings and contribute to the cause of trying to find a solution to diabetes.”

He pointed out that nine million Canadians suffer from diabetes or pre-diabetes conditions. For Challenger, this may mark the beginning of an ongoing relationship with the

association and other charities. The company has already donated several trailers to local church groups and Einwechter sees no reason not to continue.

“If we look over the past 12 months, we have donated over 100,” he said. “I would suggest that even going forward, every year we may look at donating some to different organizations.”

It’s a win-win situation, he added.

“We are always wondering about finding a secondary home for our equipment and this satisfies our need to give back to the community and helps us refresh our fleet at the same time.” □

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Canpar wins government deal

MONTREAL, Que. – TransForce subsidiary Canpar has won a major, three-year contract with the government of Ontario to provide overnight courier services.

The contract kicked in Sept. 1 and runs through to 2013 with two extension options, the company announced.

Canpar says it will hire 90 new drivers and add new vehicles to its fleet to meet demand. The deal involves about 16,300 shipments per day, with 95% being completed within Ontario.

“Winning this competitive bid is a major step forward for Canpar. It not only adds about 20% to revenues, it increases the utilization of Canpar’s sorting and distribution hubs and enhances the density of the company’s delivery services across the province, which is a key factor in operating efficiency,” said Alain Bedard, chairman, president and CEO of TransForce.

“We are convinced Canpar won this contract because of the investments we have made in equipment, infrastructure, technology and, especially, in ensuring we had the best people in the business. Together, these factors will ensure we can meet our commitment to the Ontario government which, in turn, should create new opportunities to continue to build Canpar and our package and courier group.” □

Contrans acquires Edmonton waste collection biz

EDMONTON, Alta. – Contrans Group is getting into the waste collection business with the acquisition of Edmonton-based ProWex Disposal.

ProWex provides industrial, commercial and residential waste collection services in the Edmonton area. It operates 15 vehicles and uses about 1,500 collection bins of various sizes and configurations, the company says.

“Contrans has long been known for providing specialized transportation services – either through specialized equipment or service offerings to our customers,” announced Stan Dunford, CEO of Contrans. “As a result, our growth has been focused on businesses with sustainable and recession-proof margins. ProWex is a business that has produced significant organic growth in the market over the last four years, and is positioned to continue to grow.”

Dunford added: “We have identified waste collection as a business segment with strong margins and sustainable cash flows, two factors which Contrans and its shareholders have always valued. We believe the entry into this market will open the door for greater future potential and it is our intention to continue to pursue opportunities in this segment.” □



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PRODUCT REVIEW

Secure every weekend

Load securement is just as important for weekend warriors as it is for flatdeckers

TORONTO, Ont. – Load securement is the driver's responsibility. No matter whether you're hauling 40 tonnes of concrete slabs or taking a fold-up bed to the cottage – the same rule applies. A couple of times this summer I've seen traffic completely snarled with household debris strewn across the highway. And we've all seen mattresses or plywood strapped on top of cars with flimsy twine just waiting to break loose. There's no end to load stupidity when it comes to four-wheelers.

After I wrote in my blog about trying to get a bicycle to Montreal in a day cab, *Truck News* editor James Menzies told me about a line of se-



On-Road Editor

HARRY RUDOLFS

curement devices that Kinedyne has introduced to the market. Kinedyne is, of course, one of the most trusted names in transportation load security, and their Steadymate line of products is meant to supply the same peace of mind to recreational operators moving snowmobiles, motorbikes, ATVs and the like.

I offered to write a story about recreational securement in hopes



NOT GOING ANYWHERE: Leif Hovring demonstrates how to properly secure a Harley Davidson motorcycle.

of determining if there's a significant difference in quality among tie-down products in the market.

Truckers, after all, are big on toys. A few days later two boxes of straps, cinches and a wheel chock arrived at my house. So I loaded my Bianchi road bike in my car and headed out to Ross Mackie's Harley shop in Oshawa to check these things out.

"It's only common sense," says Leif Hovring of Mackie Moving Systems who just finished supervising the strapping of a 1912 McLaughlin Buick inside one of Mackie's car carriers. Hovring is a retired driver and spry 70-year-old who makes sure things are loaded right at Mackie's warehouse. There's not much he hasn't tied down over the years. He explains that the McLaughlin Buick is so valuable and fragile that towels are wrapped around the axles before the straps are applied.

"In the old days we used to use ropes and blocks," pipes in senior patriarch Ross Mackie. "A lot of guys in trucking came from a farming background and were used to working with horses, and Mackie had some of those. Many of those guys knew how to braid their own ropes, and there's still some guys around who know how to do it. We liked using those ropes because they looked good and they worked well."

"We moved cars, boats and even a totem pole," he continued. "Anything that would fit in a trailer. There was no air-ride in those days, of course, so we were always stopping and checking the load. There weren't any tie-downs on the floor but we nailed down blocks, and we could attach ropes to the trailer walls. We'd usually wedge blankets or cardboard between the ropes and the furniture. Stuff like E-track on the floor and the first cinch straps came later, at the end of the 50s."

We drive around back of Mackie's warehouse to find a Peterbilt day cab. My real-life dilemma is how to carry a 10-speed bicycle along for an overnight trip without ruffling the feathers of my employer or Ministry of Transport inspectors.

Hovring grabs my road bike and hops up on the catwalk.

"You see, as long as you get behind the hoses and cables, no-one's going to bother you," he demonstrates. "I've seen drivers keep small motorcycles up there as well, but for that you need to fabricate a bit of a rack. Bicycles will fit flat snugly against the back of most any tractor, but a motorbike needs a frame, something like what you see on the

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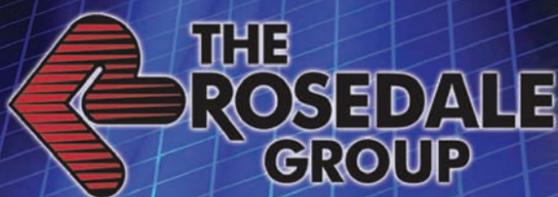
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front of buses these days.”

Of course, Ross Mackie and sons are all about Harleys; the next stop takes us across the 401 to the family bike shop. As it turns out, Mackie Harley uses Kinedyne and Steadymate accessories, so I hardly had to unpack the boxes.

I also brought a variety of other straps along that I purchased at a big auto retailer. Hovring takes a look at them.

“That one’s alright, but I don’t like that one,” he says. That’s the thing about recreational tie-downs. Most of them come with a load rating and working load limit. Most of them look good and will probably do the job, but some aren’t very good at all.

One ratchet assembly didn’t come in a package, and although it has a stamped load limit on it, the buckle doesn’t inspire confidence. It just looks poorly machined. The kicker is that it’s only a few dollars cheaper than brand name products. Most consumers would never know they’re overpaying and using an inferior product.

Dorothy Creighton, product manager for Steadymate Canada, thinks the problem lies with competitors outsourcing from different suppliers overseas simply to get the cheapest price.

“We manufacture for the heavy-duty trucking industry, for the airline industry, wheelchair and occupant restraints for transporting individuals with special needs, so we hold ourselves to exacting quality-control standards,” she explains.

“Our competitors (might) put together webbing purchased from one country, hooks from another and cam buckles from another place. The cam buckle has a certain number of teeth which has to work with the webbing that has a certain number of threads in the weave pattern. Otherwise the web can slip inside the cams. The public doesn’t know what kind of quality control is applied to products sourced like this. Sometimes they put a working load limit on the tag that rates the textile only. This means that even though the webbing might have a working load limit of 500 lbs, the hook and buckles have a lower rating – they might not test the overall assembly. We put our straps through pull tests so we know what the entire assembly is rated for. We also do abrasion testing, salt and fog testing, corrosion testing, etc., so we test for all North American climates.”

As you can imagine, there are plenty of people making and selling chocks and tie-downs for motorbikes – it’s a big market. There are lots of varying prices and designs. Wheel chocks are crucial for moving bikes, especially big ones, because you can’t afford to have the front wheel move anywhere. One common mistake to avoid is bending the tailgate of your pick-up truck by cinching the wheel of a motorbike against it.

For moving Harleys, Mackie fits its trailers with custom-made wheel chocks that flip over and grab the wheel when you ride into them. Steadymate’s wheel chock offering comes on rubber feet and can be removed between trips and be used as a stand-in the garage, or bolted down permanently.

Ratchet straps are the way to go

with motorcycles. Try to fasten the straps as close to a 45-degree angle as possible. To avoid marring the bike with the hooks, padded soft loops are attached to the front handle bars, or the front strut assembly in the case of a big Harley.

Hovring picks out a new Street Glide for demonstration purposes. Mackie Harley uses one-inch Steadymate ratchet straps, rated at 835 lbs, which can easily hold a 600- to 800-lb bike.

“For lighter bikes we use four straps, two at the front and two at the rear. But heavy bikes like this only need two on the front. This won’t go anywhere,” he explains. The only other thing he adds is put a piece of foam between the windshield faring and the nose of the trailer, to buffet any contact that might occur there. The whole tie-down process took five minutes, if that.

The same principles apply when tying down cars, ATVs or snowmobiles. No matter what you’re tying

down, it’s important to use straps and anchors that are rated beyond the load you’re carrying.

“People spend thousands of

dollars on a motorcycle and then use cheap stuff to crank it down,” puzzles Mackie. “It doesn’t make any sense.” □

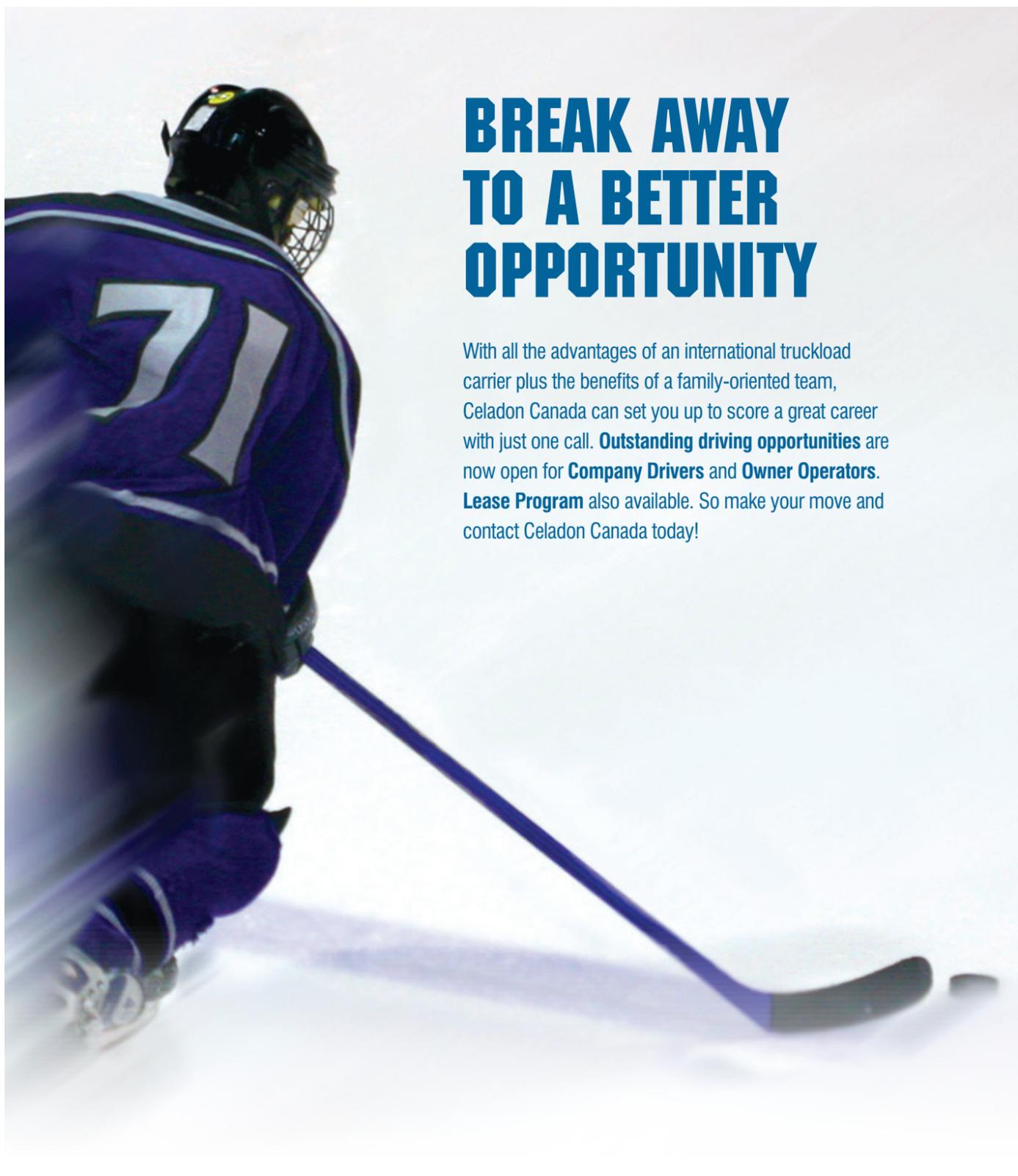
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FEATURE

APU market cools

Will hybrid models spark new interest?

By Ingrid Phaneuf
TORONTO, Ont. – After the fall-out of a recession and the disappointing discovery that not all gen-sets are created equal, there are few APU manufacturers remaining, but those that do remain have a loyal following.

A case in point is the unit created by Rigmaster, according to Bob Causton, general manager for XTCC, located in Mississauga, Ont. The company, recently brought back from the brink by a

supplier, has made a quiet yet unmistakable comeback in a market that has seen many falter, Causton says.

“I like the Rigmaster because it’s 100% Canadian, it doesn’t have a condenser with an extra component and extra hoses, and it’s easily installed and maintained,” says Causton. “Also it’s one of the most reliable for heat and cooling and electrical output in the industry.”

Indeed maintenance and reli-



MAINTAIN IT: XTCC’s Bob Causton reminds customers to check the oil level.

ability are just a few of the issues that have plagued APU owners and manufacturers since the fuel-saving device first came out. Other issues included high up-front costs, including the cost to make them California-compliant (which adds up to \$3,000 to the initial \$10,000 cost of the APU), the added weight (400 lbs), the

racket many of them made and the fact that most of them were challenging to install, says Causton.

Add the unfortunate death of a federal government subsidy program that covered the up-front costs of the all-in-ones and you’ve got a recipe for new technology says Causton.

“APU sales across the board have fallen off,” he admits. “They’re still popular but they’re not selling like they were five years ago.”

Still they’re just about the only solution for southbound truckers with long hours-of-service resets or lengthy layovers, he admits. Battery-based climate control systems are becoming increasingly common, but they too have their shortcomings, according to John Dennehy, vice-president of marketing and communications for Espar Products in Mississauga, Ont.

“If there’s anything that’s a shortcoming to battery-based solutions, it’s that they cannot really provide for the length of time drivers sometimes have to pull over, so the downside is you’ve got to start adding more batteries – and more weight equals more cost. And drivers are already unhappy about having to add more weight because it reduces the amount they can haul,” he reasons.

A 12-volt battery-powered air conditioner can run between eight

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and 10 hours without using fuel, but it won't give you hotel load power inside the cab, says Steve Cupa, service manager for Manwin Enterprises in Ayr, Ont., which sells anti-idling systems from Webasto, Carrier, and InelB.

12 volts and beyond

"The 12-volt air-conditioner will run on two fully-charged batteries that weigh approximately 70 lbs each," explains Cupa.

If you want to use a microwave or a computer, or charge your truck batteries, you need more batteries and more technology.

In fact, the amount of add-ons you need to enjoy all the functionality of an all-in-one APU costs just about the same as buying a spanking new APU, Causton notes.

So all things considered, how do you figure out what's the best return on your potentially substantial investment?

As usual, it all depends on where and what you're running. Given just how little many truckers do know about what and where they'll be running next month, never mind next year, insiders say they suspect the "hybrid" option is the next big thing.

"Even if you end up spending as much as you would on the APU, you don't have to spend it all at once," points out Causton. "For example, you could get an engine pre-heater and a bunk heater this

fall and then think about getting a battery-operated air-conditioning system in the spring."

The other advantage is that you can also keep these auxiliary systems if and when you sell your truck, an advantage over having an integrated system installed by the OEM, points out Causton.

In fact, Causton has even seen truck owners buy heaters when they already have APUs. "They want to protect their investment," he says. "It reduces winter wear and tear on the much more expensive APU."

Indeed, some manufactures even specialize in bunk and engine pre-heaters that hook up to APUs.

"Bunk heaters are more efficient," says Espar's Dennehy. Espar, for instance, manufactures fuel-operated engine and bunk heating and cooling systems that hook up to APUs, such as those manufactured by Thermo King, Bergstrom and ClimaCab, which

can all use the Espar as their source of sleeper heat and engine pre-heating.

"So you still don't have to run the engine to heat or cool the bunk," explains Dennehy.

For APU owners

For those of you who have already invested or intend to invest in an APU, with or without add-ons, maintenance is key, cautions Causton.

"Oh man," he exclaims, "the problem with an APU is you've got a high-voltage electrical device running down the highway 10 inches off the ground. It gets all kinds of abrasive stuff on it. Maintenance is a huge issue."

Causton recommends checking, cleaning and rust-proofing all the connections and internal windings before the winter season begins, once per month throughout winter and then again in spring.

"Because what gets on there in winter will stick on and eat away

at everything throughout the summer," he says. Drivers also need to make sure they check the APU's oil.

"They've got to get out of the truck, take the lid off, go find a dipstick and take a look at it," Causton says. "Those units only take about 2.5 litres of oil, it doesn't take long to go bad."

APU owners should also take care to run the air-conditioning once per month, even through winter, Causton adds. "You've got to keep the oil flowing inside the system and keep the seals lubricated. That won't happen if it just sits still for four or five months."

Hybrids taking over for APUs?

Given the history of APUs, the technology's cost up-front, tightening emission restrictions and increasing installation difficulties as frame rail space becomes more of a premium with modern exhaust systems, fairing brackets and other chassis accessories, Causton is convinced so-called hybrid systems are the way of the future.

"I see the hybrid side of our business overtaking the APU business for the long-term future," Causton says.

"And what I mean by hybrid is a combination of diesel fuel and battery power to provide climate control solutions. I believe that's where the industry is being forced to go." □

Green for green?

While a popular federal grant program for fuel-saving devices may be no more, there are still a couple provincial programs in place.

Alberta has the **Trucks of Tomorrow** program, which awards up to \$1,500 towards the purchase of an APU and \$400 for a cab heater: www.trucksoftomorrow.com.

Manitoba recently revived its **Manitoba GREEN Trucking** program, which contributes up to \$2,500 towards the purchase of EPA SmartWay-verified fuel-saving devices including APUs: www.greentrucking.ca. □

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FEATURE

MEGA-LOADS

Wind turbine transportation is lucrative, but the barriers to entry are high

By Carroll McCormick

Photo supplied by Challenger

CAMBRIDGE, Ont. – Wind turbines, perched on faraway hilltops, with their skinny little blades and pencil-thin towers, are bigger than they look. But 700,000 pounds apiece bigger? Wind turbine generators (WTG), as the industry refers to

them, are enormous. Gigantic. Huge. Just ask Challenger Motor Freight, in Cambridge, Ont. Late this August, its crew and equipment returned from an 80-day trip to British Columbia. They moved over 28,857,760 lbs (Canadian turbine transporters

like talking pounds and feet) of components and other odds and ends for 48 WTGs to the Dokie Ridge Project, northeast of Prince George, for Plutonic Power. The home stretch of that 420-truckload marathon was a grunt up a 4.5-km road that

gained 3,500 feet of elevation, for an average grade of 18%. To make the climb, some trucks were simultaneously pushed by a flat-bed truck loaded with concrete blocks for traction on the greasy road and pulled by a 550-hp articulating tractor, which wore out



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four sets of chains on the job.

A WTG breaks down into three or four tower sections: a nacelle (the bungalow-sized generator that perches on top of the tower); three blades; a hub/spinner; and some miscellaneous loads. It takes as many as a dozen truckloads to move a single WTG. Blades weigh 15,000-18,000 lbs and can be over 160 feet long.

A nacelle weighs 180,000-190,000 lbs. Once assembled, a WTG can measure nearly 400 feet high from base to blade tip.

The equipment Challenger uses is built especially for the task. There are blade trailers and multi-axle contraptions called Schnabels grab onto the front and back of the tower sections.

"A Schnabel allows you to carry the component lower to the ground and carry larger diameter loads. There is no need for a structure under the load," explains Frank Devries, business development, heavy haul and wind energy with Challenger. Multi-axle (think 80 wheels) flatbed carriers carry the nacelles. Tractors have three drive axles, and some have two steer axles.

The barrier to entry is high. For example, a typical tractor and two Schnabels costs \$600,000. Challenger has been hauling WTGs since last November. It bootstrapped itself into the business by buying the assets of Centurian Heavy Haul, then bought an additional \$6-7 million worth of equipment.

Challenger also hired Centurian's employees and imported Devries and his knowledge acquired hauling WTGs since 2004.

"I wear a lot of hats, because it is all new here, like sourcing and purchasing trucks and trailers, advising maintenance and repair people and providing driver training," Devries says.

Challenger also has a complete in-house logistics rail/ocean department.

"We can turnkey entire projects and look after loads from door to door, from the chartering of ships, rail and truck. Two or three people work full-time just scheduling and ordering permits alone," Devries says.

Devries mentions some of the challenges in this business: "Scheduling is usually a difficult component. There are permit restrictions. Most provinces and states deem (WTG components) 'super loads,' which are usually defined as over 100,000 lbs and 120 feet long. Not one of the provinces, or any of the states, have the same regulations. They each have their own little twist. Cranes and riggers are big money, and they don't like to wait around. You can't travel in inclement weather, such as rain or snow."

Groupe Robert in Quebec entered the market with the purchase of Transport Bernard Mathieu in October 2009. Robert then bought six Schnabel kits, enough to move 18 tower sections, and other equipment, creating a specialized division for the transportation of wind turbines and oversize loads. It can now transport all the components

of a WTG – at a stately 40 km/h, by the way.

Last December, Groupe Robert hauled four complete towers a week. This year, its moves include 13 complete towers to Indiana, nine to Illinois and contracts to haul WTGs to Nebraska and West Virginia.

Groupe Robert only hinted at the extent of its ambitions, but considering the company's size, think big.

"Road transportation will adapt to the rail and maritime transportation and we will create, over the next years, a partnership in multimodal transportation," says Eric Tessier, director, wind turbine operations, Groupe Robert.

Devries says getting into this line of work is a leap of faith, and Groupe Robert notes that business has been a little slow this year. But there is no question about which way the wind is blowing: Canada already has 3,472 megawatts (one MW is one million watts, and will keep about 285 homes happy) of wind-generating capacity. This is a moving target: the Canadian Wind Energy Association (CANWEA) pegs the capacity at 3,499 MW.

If, for fun, you assume 1.5 MW per WTG, current capacity translates into 2,315 installed towers. At a minimum of nine truckloads per tower, that was at least 20,835 loads.

According to CANWEA, wind energy generates 1.1% of the country's energy – enough to power a million homes. It believes that Canada has the potential to supply 17 times that.

It lists 51 new projects, with a total capacity of 7548.5 MW, that already had signed purchase power agreements or were under construction as of this April. Every province but Prince Edward Island is represented on this list, but note that PEI already derives 25% of its power from wind. An educated estimate is that these new projects represent 40,000 to 60,000 truck loads.

It is no wonder then, that Groupe Robert's Tessier com-



SPECIALIZED GEAR: Called a Schnabel, this gear keeps massive tower components closer to the ground, and further away from overhead obstructions. Photo supplied by Groupe Robert

ments, "For 2011 and in the long run, (prospects) look very good. Many projects on standby will start in 2011 or a few months later. The next five years should be busy in our market." Groupe Robert is in discussions for the transport of 2000 MW worth of WTGs, awarded by Hydro Quebec.

At the 21st World Energy Congress, held this Sept. 12-16 in Montreal, energy ministers from several provinces and territories mentioned their windy ambitions.

Although Alberta's Energy Minister Ronald Liepert burned up most of his talk time trying to paint the oil sands green in front of an informed audience, what he did not mention is that

Alberta has extraordinary ambitions for generating electricity from wind.

"We are predicting a \$2-billion investment in wind energy over the next two years," says Kris Hodgson, senior manager of business development, Southern Alberta Alternative Energy Partnership, in Lethbridge. "Over 2,700 MW of additional wind generation will occur in southern Alberta in the next 10 years."

The province has an estimated

'The next five years should be busy in our market.'

Eric Tessier, Groupe Robert

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11,500 MW of proposed wind applications, with 7,500 MW of that concentrated in southern Alberta.

It is a good question how many trucking companies in Canada have the specialized equipment and skills to move WTGs. Devries thinks maybe 15 companies are into this game, in varying degrees. The Canadian government's outdated *Canada Wind Energy Directory, 2007-2008*, mentions carriers like Lenron, Transport Watson, Groupe Bellemare, Mammoet, Equipment Express and KR Wind. □

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NEW PRODUCTS

Tires & Wheels

Bridgestone Bandag Tire Solutions has redesigned its www.trucktires.com Web site. The company says it will offer tires solutions and advice, helping fleet customers increase tire life and reduce cost per mile. Fleets will be able to find the right tire and re-tread for their application, locate a local dealer and access emergency road service, the company says. Load/inflation tables, tire care videos and links to government and industry Web sites are also included. For more info, visit the site at www.trucktires.com.



Spectra Products says its **Zafety Lug Log** can help prevent lug nut loosening, wheel damage and wheel-offs. It secures two adjacent wheel nuts together, minimizing their ability to rotate and loosen, the company claims. The use of strong thermoplastic resins makes them durable enough for rugged conditions and provides a high strength-to-weight ratio that allows it to maintain its flexibility, the company says. For more info, visit www.spectraproducts.ca.

Tracking

PeopleNet has announced it is integrating its PeopleNet Fleet Manager with TMT Fleet Maintenance to automate inspection ticket creation

and workflow. The companies are working on **eDVIR (electronic driver vehicle inspection report)** to automate the creation of inspection tickets. TMT Fleet Maintenance will poll PeopleNet's message history and create a work order when it detects a vehicle defect identified by a driver in an eDVIR form message, the companies explained. The system will automatically red-tag safety-related issues for highest priority maintenance. When the vehicle repair is completed, the system sends a message through PeopleNet Fleet Manager to dispatch and the vehicle's driver, letting them know the defect has been fixed. For more details, visit www.peoplenetonline.com.

Xata Turnpike says it is now offering its flagship **RouteTracker** product to Canadian customers via the Rogers Communications nationwide network. The RouteTracker EOBR transmits GPS and vehicle data to a truck driver's handheld device and sends it to the Xata Turnpike database, where it can be viewed by customers. They can also generate reports and manage compliance of hours-of-service logs, speed management and CSA 2010 risk scorecards as well as fuel management and driver productivity data. For more info, visit www.xataturmpike.com.

WebTech Wireless has announced it is integrating Maptuit's **truck-specific navigation capabilities** into its Quadrant In-Cab MDT3100 Mobile Data Terminal. The MDT3100, introduced earlier this year, is an in-vehicle navigation, dispatch and fleet management device designed specifically for the trucking industry. The Maptuit NaviGo system is a real-time hybrid (combination of on-board and server-based technologies) in-cab navigation service that provides truck drivers with interactive maps and information to improve routing efficiency, the companies announced. For more information, visit the Web site: www.webtechwireless.com.

Trucks



Kenworth has come out with a new **front engine power take-off** option for its T800. The FEPTO is well-suited for municipal and vocational fleets that require a front engine power take-off for snowplow, dump, mixer, refuse, crane and other applications. The T800 with FEPTO comes with a new hood to optimize cooling without raising cab height. The grille is mounted to the 1,440-sq.-in. rad in a fixed position, allowing the hood to be tilted for daily under-hood inspections. For more info, visit a Kenworth dealer.

Accessories



Air-Weigh has come out with a new **in-cab display** option for its Load-Maxx series of truck and tractor scales. The display includes all of Air-Weigh's features in a small, rectangular package that's 1.8"x3.3" – about the size of a credit card. It can be mounted on any flat surface with adhesive tape, the company says. The new display is ideal for quick retrofits or vehicles where mounting the original round gauge in the dash isn't practical. For more details, visit www.air-weigh.com.

Cummins Filtration has come out with two new Diesel Pro **fuel filtration systems**: the Fleetguard FH235 with a flow rate of 60 GPH (230 L/H) and the FH236 with a flow rate of 90 GPH (341 L/H). The new filters remove more than 95% of free and emulsified water and hard particles down to two microns from diesel fuel systems, the company announced. New features include a clear bowl indicating when to drain and an improved collar, allowing for easier filter changes, the company says. For more info, visit www.cumminsfiltration.com.



TRP Aftermarket Parts has introduced a new line of glass for all makes of Classes 6-8 trucks and tractors. The **windshields** can be installed by authorized TRP retailers, including Kenworth and Peterbilt dealers. The windshields can be purchased from Kenworth and Peterbilt dealers as can a range of other related products including wiper blades and butyl installation tape, the company says.



There's a new online resource available for fleets interested in the latest 'green' trucking news. The Green Truck Association (GTA) has set up a Web site at www.greentruckassociation.com, which will serve as a clearinghouse for news on the development and deployment of green trucks. The Web site will be updated daily with information such as: industry news; technical resources; legislative activity; research findings; training opportunities; and an extensive glossary of terms. □



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FEATURE

Always on the run

Meet four extraordinary long-haul truckers who run hard on the highway – and on their time off, as well



MARATHON MEN: A group of Polish-Canadian truckers parked their trucks recently to take part in the Scotiabank Toronto Waterfront Marathon. Pictured clockwise from the top left are Marek "Mark" Nowakowski of Laidlaw Carriers, Mariusz "Mario" Rozanski of Verspeeten Cartage, Zbigniew "Ben" Ek of XTL Transport and Boguslaw "Bogie" Wojewodka of Globetrekker Express.

Photo illustration by Beata Rozanski

By Adam Ledlow

GUELPH, Ont. – Long-haul trucking is a physically demanding job. Not in the same way that, say, construction work is physically demanding, but by spending the bulk of your shift parked on your keister, spending your nights cramped in your bunk, and, often, eating your meals on the fly (read: fast food), the life of a truck driver is bound to take a physical toll over time.

But three truckers based in southern Ontario – all friends, no less – are bucking that stereotype and have been finding the time to train and compete in marathons.

Meet Boguslaw "Bogie" Wojewodka, originally from Poland and his fellow compatriots – both in occupation and in country of origin – Mariusz "Mario" Rozanski and Zbigniew "Ben" Ek, who each boast the physique of a true athlete.

While each of the three trucker/runners are impressive examples of athleticism (each between the ages of 40 and 50), it was even more impressive to discover that these three weren't even the ringleader of the group. Marek "Mark" Nowakowski, a driver with Laidlaw Carriers and the unquestionable inspiration behind the group's decision to take up running, was unable to get out of work the day of a recent interview and asked Ek to come in his place.

In fact, there were even more marathon-running, truck-driving friends of theirs waiting in the wings. Was there something in the water in Guelph? Poland?

For his part, Wojewodka had been something of an athlete in his native Poland, having dabbled in competitive speed skating for many years during his youth. Though he had given some thought to taking up running as a teenager, it wasn't until he struck up a friendship with Nowakowski that he took to the pavement.

"Mark has been doing marathons for seven or eight years now, with great success," said the driver with Globetrekker Express. "He has completed five world major marathons already. He was a major in-

my inspiration too, and I have been running for two years."

At 50 years old, Ek, the eldest of the group and a driver with XTL Transport, was inspired by Nowakowski – and a desire to improve his health – to start running about four years ago, and within six months, he had ran his first half marathon.

"I was out of shape driving a truck, changing the seats because my back hurt so badly. I couldn't think of anything else to do with myself in terms of physical fitness. My knees hurt and I was over-

'When I started four years ago, it was painful; I couldn't run half a kilometre.'

Zbigniew 'Ben' Ek

weight," Ek said. "When I started four years ago, it was painful; I couldn't run half a kilometre. Then I slowly progressed to longer runs, and after two weeks I decided that I was going to prepare for a half marathon the next year. Then I started to feel more pain, but I didn't give up. I knew that the benefits were going to come, and they did."

Though their age and current fitness level was not enough to deter them from taking up the sport, how, as long-haul drivers sometimes driving in excess of 3,000 miles per week, could they possibly find time to train to the elite level of fitness required for mara-

thons running? "Sometimes it is really hard to manage time at work and training. We try to train three times per week. We go training on Tuesday, Thursday and Sunday," said Rozanski. "For me, there are days that I had to set up my alarm clock at 4 a.m. to do my training before I go to work. There are days that I am very tired, and I have in my mind that I have to do my training to achieve that result of half a marathon. So far I've run five half-marathons and a few 10-kilometre (races), and I will be running my first full marathon on Sept. 26 in Toronto."

thons running?

The group of drivers often referred to their decision to take up running not as a hobby, but as a passion. And they clearly weren't bluffing.

"It's not just a hobby in my case, it is a passion," said Wojewodka. "I love what I am doing, and I am doing it because I know I can, and everybody else can do it too. I know I can do better and compete with serious runners who have more time to prepare themselves. That is what drives me, and that is fuel to my brain. In our case, with our families – wives, kids and a house that needs to be taken care of – it is really difficult to do what we are doing. We might not be seen as typical truck drivers, but we are. We spend so much time on the road, and in between our regular training we put in sometimes over 3,000 miles each week. It makes it even more exciting for us to challenge ourselves, knowing that you have to do what you have to do to provide your family with what they need, and on top of it do what you love to do, which is running in our case."

So what kind of results are possible with that kind of dedication? In Wojewodka's case, he finished 89th out of a roster of more than 2,700 runners at the Scotiabank Toronto Waterfront Marathon on Sept. 26. Rozanski finished the same race (his first marathon) in 542nd place with Ek finding his way into the middle of the pack in 1,361st position after having some trouble with cramps.

So, for any truckers out there looking to get back into shape, Wojewodka offers these sage words of advice: "First of all, you have to set up your mind. You have to be sure that you want to do it. Anyone can do it," he says. "You might not run a full marathon right away, or even within two or three years, but at least go get a proper pair of shoes for yourself and give it a try. It is going to hurt for the first few days, but in the end the benefits will come, and you will see the difference."

"Just like a truck, try not to grease your truck for a month or two and you will see what will happen. It's the same with your body," he adds.

"If you are sitting for who knows how many hours a day, and then you get out for half an hour at most, that is about the exercise you are getting for a day, you will see the difference. You will feel the energy, because your blood will flow better and faster. It is in your mind. You have to set up your mind properly first, and then you can do it." □

EXECUTIVE VIEW

In conversation with...

Jeff Jones, vice-president of sales and marketing communications with Cummins, discusses new products, future engine technologies and the realities of competing against your biggest customers

it's there, some customers think they're getting better than that and others can't see it yet, but we believe it will prove itself especially as (fleets) get more than one or two trucks in service and are able to do before and after comparisons.

TN: When Cummins first announced it was going to employ SCR on its heavy-duty engines, it cited the use of a copper zeolite material in the catalyst as a major advantage. We haven't heard much about copper zeolite since. Is Cummins still using it and are the benefits that were expected being realized?

Jones: It's used on all Cummins SCR engines, heavy- and medium-duty. We mention it in our sales presentations and in our ads because it is a differentiating feature on the Cummins product, but we don't put it in the headlines because to the customer it's just another feature.

We're using it; it is a differentiator. The ability of an SCR system with this material in terms of converting NOx is better than we thought it would be. We're consistently seeing over a 90% NOx conversion efficiency with this system versus other materials we tested, which were down in the 80-85% efficiency range.

The ability to convert NOx at that high rate is a dream come true for the engine engineers, because then they can make the engine perform with more advanced timing, bigger fuel maps, wider sweet spots – the engine is just a better engine.

These engines run like the engines back in the 90s in terms of timing characteristics and fuel economy is heading back in the right direction and copper zeolite is a critical part of that.

TN: Is the launch of the ISX11.9 on track?

Jones: It is absolutely on schedule and we're delighted with the program. We hit the Aug. 1 start date right on target. We built approximately 100 limited-production engines in June and July. Field tests on the engine were outstanding; we saw really good reliability. The key to the success was the common architecture with the ISX15, it uses the same turbocharger, same ECM, same fuel system.

We have a good order board for the product. We expect to see over 1,000 in service by the end of the year given what we're seeing in orders. It's going to be a



JEFF JONES

really good replacement for the Cummins ISM and for any customer wanting to operate a medium bore, heavy-duty engine.

TN: Paccar has been promoting its own MX engine quite aggressively. How much of a threat is that engine to Cummins?

Jones: The reality for Cummins is that, at least in the North American truck market, among the global OEMs, anyone that offers a Cummins engine in their truck also offers their own engine.

So that's the world we live in and that's the world we compete in. In the case of Paccar, they're our largest customer and I believe we're their largest supplier partner and we team up with them on advanced engineering of future truck and engine technologies, so there's a long-term partnership with Paccar.

We believe the opportunity for Cummins to complement the Paccar MX engine, which is aimed at the 13-litre market, with the Cummins 15-litre product, the 11.9-litre product and the Paccar-branded PX-6 and PX-8 Cummins products is a win-win opportunity. The 13-litre market is important to them and it was primarily a Cat market in the past for Paccar, so the MX, in some ways, is more of a replacement for the Cat C13 than it is a threat to Cummins. We will complement the Paccar engine strategy with the Cummins products that allow them to offer a full line of engines.

TN: Earlier this year, Cummins said that fuel economy will be the next battleground for engine manufacturers. Are waste heat recovery systems the next frontier and if so, how far are those systems from being developed?

Jones: I think the advanced technologies that are practical

solutions, and waste heat recovery fits into that category, will be (available) in the second half of this decade, probably around 2017.

They're developed enough, proven enough technologies that we are starting with the product development phase of that implementation. It's no longer a technology that isn't proven, we now have to develop it for real-world applications.

I think there'll be ongoing improvements to engines. If you want to put things in two buckets and think about this decade, the second half of the decade will see the introduction of significant new technologies like waste heat recovery.

I think the first step though, in the first half of this decade, is the introduction of 2010 products. Because even though we were driven towards much lower emissions, the technologies are enabling us to deliver better fuel efficiency in 2010.

So that trend where lower emissions meant higher fuel consumption will swing in the other direction. In the next few years, say 2013-2015, we'll continue to optimize the technology that's on the engine today. SCR systems will get more precise in their ability to control NOx, combustion technology will continue to advance, variable geometry turbos will continue to advance. Divide the decade into two halves and think of it that way.

TN: There's been more talk lately of natural gas as a viable fuel in Class 8 applications. Do you expect that to continue?

Jones: All the trends would say we're going to see a significant increase in interest in natural gas engines. The ISL G 9-litre gas version of the ISL diesel has been in production now for four or five years and it's been well received in the bus market and in non-attainment areas. I'm guessing we have close to 10,000 ISL Gs in service around the world, many here in North America.

What's happening today, is gas is now being looked at not just as a way to meet environmental regulations in regional areas, but it's being considered as a viable alternative to diesel because of economics. When you look at the price of gas versus the price of diesel, there is a significant spread there right now and it's pretty easy to do the math. For a long-haul truck consuming 15,000-20,000 gallons of fuel per year at \$3 per gallon, if you could consume gas at \$1-\$2 per gallon, it's not emissions-driven, there's a good payback.

There are some non-starters like availability of the fuel and range issues but I think many of those things are going to get addressed. We view gas as a key part of our product line and we're looking hard at where to expand our gas products.

TN: What's your overall outlook for the North American Class 8 market for the next year?

Jones: I think we saw a lot of information here over the last two days that I would agree with. I think the economy is driving

'The (Paccar) MX, in some ways, is more of a replacement for the Cat C13 than it is a threat to Cummins.'

Jeff Jones, Cummins

DALLAS, Texas – As an independent engine manufacturer, Cummins faces the unique challenge of competing against its most important customers – the truck manufacturers who also offer their own engines.

How does the company plan to stay competitive? And what's in store in terms of future engine technology now that EPA2010 engines have been rolled out? Executive editor James Menzies caught up with Jeff Jones, vice-president of sales and marketing communications with Cummins during the recent Commercial Vehicle Outlook Conference to discuss those issues and others.

TN: Cummins recently announced it has shipped more than 20,000 EPA2010-compliant engines with selective catalytic reduction (SCR). How are those engines being received in the marketplace?

Jones: The performance of those engines has been received very well. There has been almost universally positive feedback on the impression that they've left with drivers in terms of throttle response, noise levels, power and torque. Several of our OEM partners and their dealers have put demo trucks out, and at this conference a couple dealers have remarked how well the demos have gone. And there's nothing obvious about the performance that would cause the customer to have any negative reaction to SCR; it's a non-event when it comes to the driver.

The other thing that has been really good is that diesel exhaust fluid (DEF) availability is not an issue. It's available in a lot of places. Some of the customers, the big ones I've talked to, seem to be able to get DEF at less than the price of diesel fuel, somewhere in the \$2.50 per gallon range if they buy it in any kind of bulk at all. We believed that would happen, but I thought it might take a year. The suppliers of the fluid are out there getting product out on the shelves and people are able to get it in totes as well.

We have built 26,000 SCR engines by the end of August, about 60% of those are medium-duty engines and 40% are heavy-duty. A lot of those aren't in service yet, but I'd guess a third of those are out there now and some of the showstoppers we were worried about like DEF availability haven't been an issue.

TN: How about reliability?

Jones: It's really too early to comment on reliability but we track every warranty claim, we investigate it, analyze it and try to determine what the issue might have been, and the rate of warranty incidences is dramatically lower than we saw on the 07 and 02 product launches at this stage of the game and there are no broad issues; no major systemic problems. It's all been pretty minor stuff so far.

The thing that's really tough to tell – because its seasonal and doesn't show itself accurately until you get 40,000-50,000 miles – but we think we're leaving a good impression on fuel economy.

We think a 5-6% improvement is there. The engine testing says that



SO FAR, SO GOOD: Cummins official says the EPA2010-compliant ISX15 is delivering promising fuel economy in the field.

more freight and I believe truckers are starting to use up their available capacity.

I think there's enough uncertainty in the economy that people generally are very cautious about spending their capital on equipment right now and are continuing to run their older trucks longer, and that'll continue for a while.

But there are enough things going right, like improving used truck values and in some cases financing becoming more available and I think the risk people perceived with the 2010 products will diminish.

Some of the numbers we saw this week, somewhere next year in the 180,000 to 210,000 range in terms of Class 8 production, that's where most of the industry believes it will be. That barely keeps up with replacement demand.

TN: With Navistar continuing to challenge the effectiveness of SCR and trying to shift focus from fuel economy to total fluid economy, how confident are you that SCR is here to stay?

Jones: Cummins always considers all the technologies, we have to, and we are absolutely convinced that the SCR system we introduced in 2010 will continue to be our cornerstone for the next decade.

There's no better way to control NOx emissions at the levels we need to control them at than with SCR and I think that as much as it is an emissions control system, I like to talk about it as a fuel economy improvement system.

The other thing I'd say about the fuel economy of an SCR engine is that whatever the improvement is in fuel economy, the 5-6% or wherever it goes moving forward, the other thing that's likely in that mathematical equation is the price of fuel is going to go up and the cost of DEF is going to go down.

The math is a lot different if fuel is \$4 per gallon and DEF is \$1.50, so the value of SCR is not really static, it depends on the cost of DEF versus the cost of fuel and we believe that over time, supply and demand and the cost of producing DEF will cause those two fluids to separate even more than today.

TN: Finally, the rising cost of new trucks and engines has been difficult for fleets and owner/operators to absorb. When is it going to end? We can't keep adding

thousands of dollars to the cost of new trucks, can we?

Jones: When there are relatively modest technical advances, as will probably be the case in 2013 and 2014 – there's probably not going to be any new major emissions systems like EGR, DPFs or SCR – I would say that increases should be modest with a good ROI for the customer. I think as you get out into advanced technologies, the challenge we're going to face is to make sure the truck and engine technologies that deliver the significant improvements in fuel economy that we all want to achieve, really do have a good ROI for the trucker. We think the technologies are there to do that, but we've got a ways to go. □

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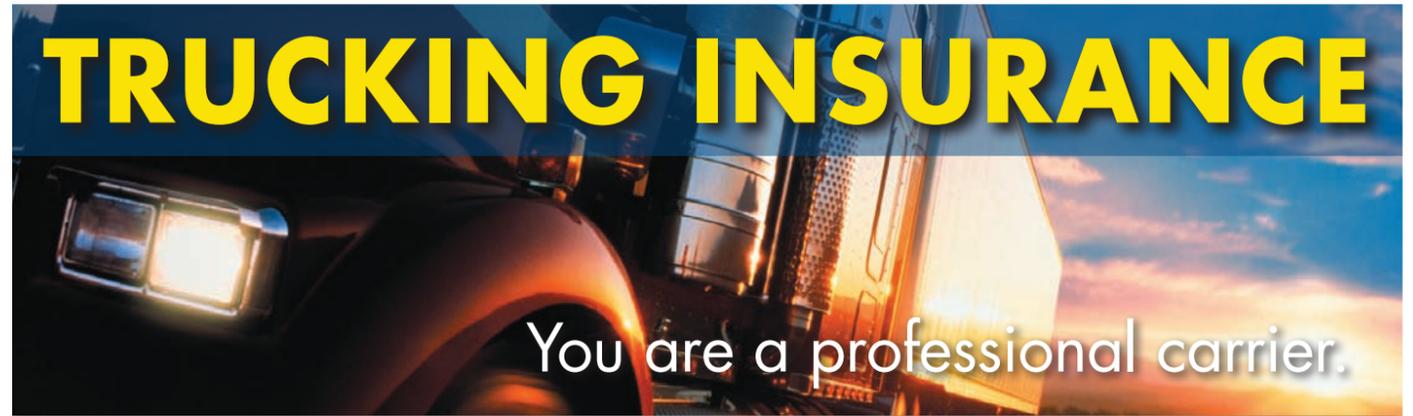
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OEM/DEALER NEWS

By James Menzies
GREENVILLE, S.C. – Those of you who have been around for a while may have seen a 1977 edition of the long-defunct *Canadian Road Knight* magazine, which featured an article on the “fat tire.” At the time, Michelin was experimenting with what essentially amounted to a wide-base single tire, which was being tested by Cambridge, Ont.-based AngelStone on the drive and steer axles of a 1977 Kenworth and the trailer positions as well.

Fleet supervisor Dennis Pickard told the magazine that the tires were getting one-third longer life than duals and a half-mile per gallon improvement in fuel economy. The magazine boldly proclaimed: “There is no doubt the fat tire is coming and the dual wheel will go the way of the hard rubber tire, but cost undoubtedly will be the deciding factor as to when.”

Fast-forward 33 years, and it ap-

Thanks a million

Michelin celebrates production of its millionth X One wide-base tire

pears wide-base single tires have finally burst into the mainstream. Michelin recently sold its one millionth X One wide-base single tire since its introduction in 2000, and with X One sales up 50% year-to-date, the company promises it won't take another decade to reach the two million mark.

During a recent unveiling of the one millionth X One tire produced by Michelin, company officials reminisced about some of the challenges faced when the tire was

first launched. For one, they were designing a tire that was a major departure from the traditional mind set on vision alone – not a proven design.

“We had to change our processes, our materials, the equipment, the mind set and the training of our employees,” recalled Ted Becker, vice-president of marketing with Michelin Americas Truck Tires. “To make it even more special, it was all done on a vision – not a product that was in the market at the time

with a huge demand for it.”

That vision stemmed from a fairly simple observation. About 35% – one of every three tanks – of fuel consumed by a truck is lost to the rolling resistance of the tires. Much of that energy was lost in the form of heat that escaped through the sidewalls. Since energy was being lost through the sidewalls, Michelin engineers concluded having two sidewalls was better than four.

The wide footprint of wide-base singles created some challenges as well. For one, Becker said the casing tended to expand at high speeds. Michelin overcame that challenge by developing Infinicoil; a quarter-mile long steel cable that retains the integrity of the casing.

“That was the breakthrough technology that made the X One possible and gave it the performance and stability you see today,” Becker said.

Michelin officials recounted that with the invention of Infinicoil, they knew they had a game-changer on their hands. But it wouldn't be possible to roll out to industry without some OE partners that shared their vision. Freightliner, Alcoa and Utility all aligned themselves with the X One, and the tire was unveiled amid much fanfare at the 2000 version of the Great American Trucking Show. Becker recalled that virtually every Freightliner at the show was fitted with X Ones and “there was no turning back.”

The next challenge was gaining the acceptance of fleets and drivers, something that still proves difficult today. Several of the earliest fleets to deploy the X One were represented at Michelin's celebration, including Robert Transport and Challenger Motor Freight from Canada.

“The fleet customers are the real pioneers who embraced this technology and made it a reality in the marketplace,” Becker said.

Challenger, which like true ‘fat tire’ pioneer AngelStone, is headquartered in Cambridge, Ont., recently ordered 600 new trailers all fitted with X Ones. CEO Dan Einwechter said the company is now considering equipping its waste

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division trucks and trailers with the tire as well.

“With our new seven-axle trailers with 41 metric tonnes of payload, we may put super-singles on all those positions,” he said. “We think this should work. These tires ride higher in the landfill than the duals, so we think there’s great promise there.”

And while he admitted there was some initial “reticence” among drivers, he said that has given way to confidence in the product as they gain more experience with the tire.

Einwechter’s experience with some initial driver resistance was not uncommon, according to other fleet executives in attendance. However, fleets that use the X One seem to have overcome those challenges. Con-way Truckload’s Bruce Stockton said “Every one of our tractors today has it on the drive positions and 75% of our trailers are now equipped (with X Ones). By the end of 2011, 100% of our trailers will be (on X Ones), so it’ll be a 10-wheeler instead of an 18-wheeler and someone will have to write a new song about that.”

Since launching the X One in 2000, Michelin figures its customers have collectively saved 63 million gallons of diesel and eliminated 639,000 metric tonnes of CO2 emissions. That’s equal to removing about 127,800 cars from the road. Michelin says fuel savings of 4-10% are typical and replacing duals with wide-base tires also shaves 700 lbs from the weight of a tractor-trailer.

“Each time you weigh out before you cube out, you can add additional payload,” said Michelin’s chief operating officer, Francois Corbin. But the savings are not exclusive to big fleets.

In a one-on-one interview with *Truck News*, Corbin said, “large fleets are more visible but a lot of owner/operators have moved or are thinking of moving to X Ones. It’s not focused on the large fleets. If you save 4-10% fuel, it’s as relevant to an owner/operator as it is to a fleet with 10,000 trucks.”

Regulators in Canada, at one time a major impediment to the widespread adoption of wide-base tires, also appear to have come around. Every province now allows US-legal weights on singles and Ontario and Quebec now allow full Canadi-



ROLL TEST: In a visual demonstration of rolling resistance, a truck equipped with X Ones coasted about 800 feet (14%) further than an identically-spec’d tractor-trailer on duals.

an loads to run on wide-base tires.

To demonstrate the fuel-saving potential of the X One, Michelin performed a visual demonstration of the tire’s rolling resistance supremacy. It spec’d two identical Freightliner Cascadias: one fitted with X One XDA Energy singles on the drive and X One XTAs on the trailer and the second truck equipped with Michelin’s ultra high mileage but not so fuel-efficient XDA 5 duals on the drive and XT-1s on the trailer. Both trucks were equipped with XZA 3 steer tires.

The trucks were driven on the same three-mile course and kicked out of gear at the same location at the same speed (40 mph).

The truck and trailer fitted with X Ones coasted 800 feet (about 14%) further, which would normally translate to about a 4.75% fuel savings. While visually impressive, field engineer Ty Cobb admitted it wasn’t a scientifically sound measurement of fuel consumption.

“This is just a demonstration,” he said. “If we were really measuring fuel, we’d be out doing an SAE J1376 fuel test.”

That said, Cobb noted the real-world fuel savings are consistent with what was demonstrated.

“This truck does not have as much

friction on the road,” he reasoned, gesturing to the X One-equipped Cascadia. “Rolling further means it takes less energy to turn the tire. And less energy to turn the tire means it’s going to save fuel – the fuel stays in the fuel tank.”

Stability is another of the X One’s strong points, and that was demonstrated on a wet, tight oval track at fairly high speeds, replicating what might occur if a driver takes a corner or ramp too quickly. Professional test drivers took editors on a spin in two similarly-spec’d and loaded straight trucks.

Make no mistake, you can still lose control of a truck fitted with X Ones. However, the truck with X One rubber was noticeably easier to regain control of while the driver of the truck on duals had his hand full trying to save a partially sideways truck. (It should go without saying, this is not a maneuver you want to try yourself on public roads).

Michelin, it’s fair to say, has pursued the wide-base tire market more aggressively than any other tire manufacturer. As a result, it enjoys a healthy market share advantage in this segment, which Corbin says it will defend vigorously as competitors – notably Bridgestone and



MILESTONE: The one millionth X One produced by Michelin is unveiled.

Continental – attempt to eat into Michelin’s share with wide-base singles of their own.

“We like competition,” he said. “Competition is good for customers and it’s good for us. But we’ve clearly created a gap with the competition and our intention is to at least keep the gap and perhaps to increase it.”

Getting back to the article in the 1977 edition of *Canadian Road Knight*, a photo caption read: “In the future, the looks of the wide single tire will be accepted as normal.”

The future, it appears, is now. □



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OEM/DEALER NEWS



FASTER RESPONSE TIME: A brave soul demonstrates confidence in Volvo's VEC, which identifies potential rear-end collisions and intervenes to slow the truck, when cruise control is active.

Volvo showcases trio of technologies for customers

By Adam Ledlow
WATERLOO, Ont. – Volvo Trucks Canada took to the testing track in early September to showcase a group of technologies designed to boost fuel economy, safety and driver productivity.

The three Volvo systems, Volvo Enhanced Stability Technology (VEST) by Bendix, Volvo Enhanced Cruise (VEC) by Bendix and the I-Shift automated transmission, were available on display and to test first-hand during a special customer event at the Waterloo Regional Emergency Services Training and Research Complex Sept. 9-10.

Representatives from both Volvo and Bendix were on-hand to showcase the three systems and also offer a rollover simulation experience and a ride-and-drive opportunity.

As a standard feature on all Volvo trucks, VEST is designed to make emergency braking more efficient, while reducing the likelihood of a rollover, jackknife or loss of control. VEST sensors detect dangerous driving situations and respond by automatically reducing the engine torque and activating the necessary brakes, according to Volvo officials.

“By automatically compensating for driver error, miscalculation or rapidly changing road conditions, VEST helps the driver keep the vehicle under control even on wet or snowy roads, black ice and exit ramps,” said Carol Girard, marketing manager for Volvo Trucks Canada. “We’ve been offering the technology for three years and we believe it’s the kind of safety feature that no driver should be without.”

Volvo Enhanced Cruise is designed to work with a truck’s cruise control to maintain a safe following distance between vehicles. Using a radar sensor, VEC monitors vehicles moving in front of and to the side of the Volvo truck. Officials say the system has the ability to detect up to 32 metallic objects within 500 feet of

the front of the truck, will alert the driver to potential danger and, when in cruise control, even automatically slow the truck to avoid a collision.

The I-Shift is a 12-speed, two-pedal automated transmission that Volvo officials say saves fuel while boosting productivity, safety and driver satisfaction.

Using microprocessor technology, I-Shift is designed to continuously monitor changes in grade, vehicle speed, acceleration, torque demand, weight and air resistance, and uses that information to automatically select the best gear for the engine.

“I-Shift is far superior to any other automated manual transmission on the market,” Girard said. “With the advantage of an intelligent transmission, drivers can shift like a fuel-efficiency expert, reducing costs and putting less stress on the driveline. When combined with Volvo’s new EPA2010 engines, customers will see even more significant fuel savings.”

Officials say the I-Shift also improves safety by reducing driver fatigue.

“The driver can focus on the road, making turns, avoiding other traffic, without worrying about being in the right gear on the right grade at the right time,” the company said in a statement.

“Volvo’s commitment to innovation has not wavered, even during difficult economic times,” said Brent Weary, vice-president of sales and marketing for Volvo Trucks Canada.

“We continue to bring unmatched value to our fleets and drivers, which ultimately will make a difference to the public in terms of improved safety, a cleaner environment and a reduction in the use of fuel.”

As part of the event, *Truck News’* weekly WebTV show *Transportation Matters* was on hand to film the products in action. To view the episode as well as the show’s archives, visit www.trucknews.com/videos. □

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Shell promotes safety during its first National Truck Safety Week

By James Menzies

BURLINGTON, Ont. – How can a lubricant company improve truck safety? The answer, at first, may not be obvious. But Shell took steps to raise awareness of truck highway safety with the trucking industry and the traveling public alike during its first annual National Truck Safety Week last month.

The event was marked in a number of ways. The company reached out to the drivers of passenger vehicles through several TV spots that have been shown on local television stations, providing tips on how to safely share the roads with big rigs.

The messages are no doubt familiar to commercial truck drivers, things like: leave more space for trucks; stay out of the ‘no zone’; wear your seatbelt; and ensure your car is properly maintained. Some of the TV spots, featuring former cop turned broadcaster Cam Woolley, have been aired on the popular local all-news network CP24 in the Toronto area.

Mark Reed, Shell Rotella global brand manager says “The hope is that Truck Safety Week will help drivers better understand how to share the roads to reduce collisions and injuries.”

Safety, Reed says, is an important part of Shell’s corporate culture. He told *Truck News* that the company banned its employees from using cell phones while driving before the law did. The company also pushes 11 “life-saving rules” to employees such as wearing seatbelts.

“We do take it very seriously,” Reed says. “If you choose to break these rules, you choose not to work for Shell.”

The company is also taking steps to help its fleet customers improve safety in their own operations. It has developed a Rotella Moment of Safety card that it encourages drivers to keep in their cab or personal vehicle. It can be customized with a picture of a driver’s loved ones and Shell suggests drivers glance at it before setting out on the road as a reminder they have a good reason to travel safely. The Moment of Safety program was developed internally and is now being rolled out to the industry. Reed himself keeps one in his personal vehicle. The cards are available free of charge to any driver or fleet that’s interested.

Shell also offers site assessments for fleets, which identify potential workplace hazards and offers solutions.

“We’re about engine oil, but we’re also about business solutions,” Reed says. Shell also promotes safety by educating truck operators on the importance of good vehicle maintenance practices and safe driving tips. As winter approaches, the company’s message to professional drivers includes: keeping your distance; driving defensively, not aggressively; being aware of the ‘no zone’; properly maintaining your truck; and wearing your seatbelt.

More information on the programs, including details on how to arrange a site assessment, is available at www.shell.ca/rotella. □

Xata inks reseller agreement with Glentel

TORONTO, Ont. – Xata Turnpike has announced it has signed a value-added reseller agreement with Glentel to further its reach in Canada. Glentel is the largest reseller of both Rogers Wireless Services and Motorola products. Glentel customers will be able to access Xata solutions such as RouteTracker with no up-front costs, the companies announced. The partnership will benefit fleets looking to optimize operations and automate regulatory compliance using consumer-grade handheld solutions.

“Partnering with a well-known established and respected reseller expands our market presence while also offering our joint customers more value,” said Rob Pallante, director of business development, Xata. □

Peterson Mfg., the ‘Quiet Giant’, turns 65

GRANDVIEW, Mo. – Peterson Manufacturing Company, known locally as the “Quiet Giant” in the Kansas City suburb of Grandview, is celebrating its 65th year of business. Starting out as a tiny, retail-oriented manufacturer in 1945, Peterson has evolved into a quarter-billion-dollar corporation servicing millions of customers with its safety lighting products worldwide.

Today, the family-owned company is headquartered on a 44-acre corporate campus in a 670,000-sq.-ft. facility housing all departments of Peterson’s operations.

“We’re proud to be celebrating our 65th anniversary,” said Peterson president and CEO, Don Armacost, Jr. “While much has changed here, one thing that hasn’t is a tradition of square dealing that my father established in the early days. It’s brought this company a long way, and will continue to guide our relations with customers, suppliers and employees as we move ahead.”

As one of the top three safety lighting manufacturers in the US, Peterson currently offers a line of more than 2,200 lighting-related products. □

Penske to host educational open house Dec. 14

MISSISSAUGA, Ont. – Penske Truck Leasing will be hosting a Discovery Forum educational open house in Mississauga Dec. 14.

Penske’s certified transportation professionals, other fleet experts and suppliers will be on-hand to discuss topics ranging from the latest engine technologies to preventive maintenance practices. Other topics on the agenda include financing, EPA SmartWay technologies, on-board fleet technologies, fuel management and CSA 2010.

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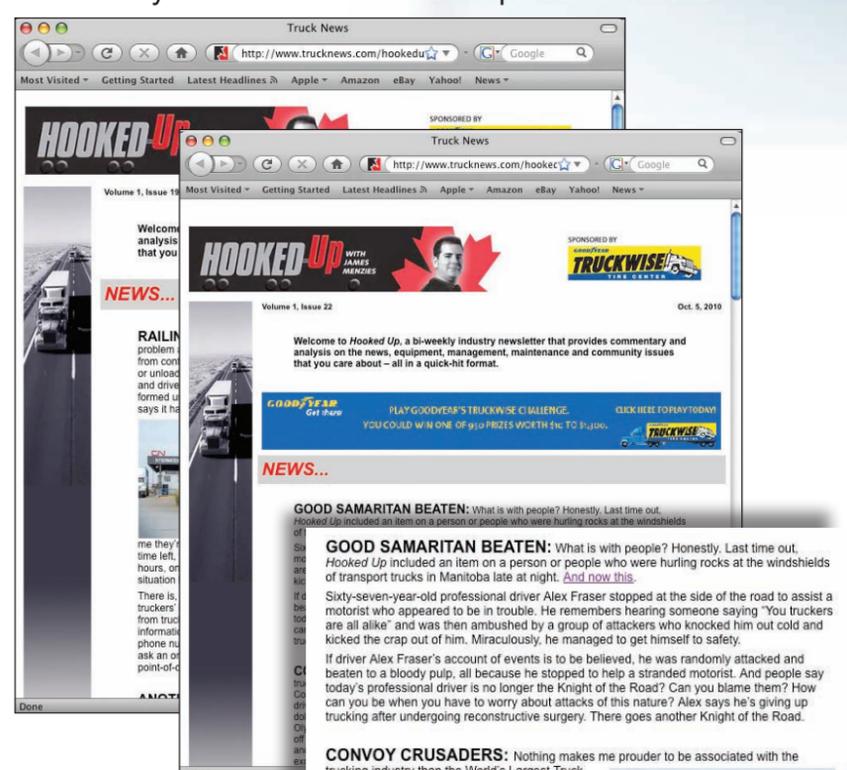
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OEM/DEALER NEWS

Kenworth T700, Paccar MX Road Tour draws crowds

By James Menzies

CONCORD, Ont. – It's not unusual for a truck maker to introduce a new model to customers via a comprehensive North America-wide road trip. What was unusual, however, about the Canadian leg of the Kenworth T700/Paccar MX Road Tour was that the truck being showcased was a fleet-owned unit, piloted by a company driver.

The Kenworth T700 that stopped at about a dozen Canadian Kenworth dealers in recent weeks was decked out in Challenger Motor Freight livery and driven by long-time Challenger driver

John Greathead.

While it was refreshing to speak to an objective driver about his impressions of the truck and engine, he was no less enthusiastic about the new products than had he been working for Kenworth itself. In fact, he joked that he may have sold a few T700s just in speaking to drivers along the way.

"It's the quietest truck I've ever driven," he told *Truck News*. "As far as torque and engine braking go, it works great."

Greathead was called upon to take the T700 on its inaugural run from Toronto to Richmond, B.C., pulling a



T700 ON TOUR: The Kenworth T700 taken on the Canadian leg of the road tour was owned by Challenger Motor Freight and driven by its long-time driver, John Greathead. *Photo by James Menzies*

load weighing about 30,000 lbs. Greathead said he averaged 8.1 US mpg on that journey.

"It gets consistently excellent fuel mileage," he said. "I've driven just about everything that's ever been developed for an engine and this thing works just great. It has lots of torque, the engine brake works fine and I've never gotten the fuel economy that I've gotten with this right out of the box."

Greathead often takes the longest of long hauls that Challenger offers, staying on the road for two to three weeks at a time, so it's little wonder he appreciated the spacious interior of the T700.

"It's quite large inside," he said. "You can't reach the passenger seat from a sitting position. There's lots of room and lots of storage. Teams, I think, would love this truck."

Unless Challenger has more T700s on order, its teams may have to wait a while. Greathead said he has been promised the new T700 will be his dedicated ride for the foreseeable future.

"That was part of the deal," he said. "I gave up a truck I really liked, so they said I could keep it. Somebody had to drive it, right?"

Truck News caught up with Greathead at the Concord stop on the T700/Paccar MX tour at Toronto Kenworth in September. You can see video of the truck in the Oct. 6 edition of our WebTV show *Transportation Matters* on Trucknews.com.

According to company officials, the truck and engine were well-received everywhere they went.



GOOD MPG: Driver John Greathead said the Paccar MX was getting 8.1 US miles per gallon on his run.

The Canadian tour began at Inland Kenworth in Langley, B.C., where sales manager Ray Cotton said "More than 100 customers came to our open house and there was a good feeling in the air about both these new products."

In Calgary, GreatWest Kenworth showcased the T700 during a tour date that coincided with the dealer's 40th anniversary celebrations.

"We had close to 300 customers on-hand and we dovetailed the tour with a vendor fair and anniversary celebration luncheon," said Jeff Storwick, co-president of GreatWest Kenworth.

At Edmonton Kenworth – Northside, about 250 customers came out to see the T700 and Paccar MX.

"Our market area is in an upswing and the T700 is really going to give us a push in the wide cab market," said Vance Klepper, truck sales manager. □

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Kenworth offering extended warranty for Canadian Class 8 customers

KIRKLAND, Wash. – Paccar Financial is now offering an extended warranty program for Canadian customers who purchase new 2010 Kenworth Class 8 factory trucks that meet eligibility requirements.

Customers may receive a three-year/480,000-km basic vehicle extended warranty by choosing Paccar Financial to finance purchases of new Kenworth Class 8 trucks with a standard highway warranty.

"Under this program, Kenworth and Paccar Financial are offering an additional two years and 480,000 kilometres of warranty coverage valued at more than US\$5,700 per eligible truck," said Gary Moore, Kenworth assistant general manager for marketing and sales.

The offer is available on Kenworth trucks ordered on or after Sept. 16 and financed through Paccar Financial no later than Dec. 31. For more information, call 800-777-8525 or visit www.kenworth.com. □

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OEM/DEALER NEWS



HITTING THE ROAD: Navistar says it is now delivering trucks with EPA2010-compliant engines, following a 'build and hold' period.

Navistar making 2010 deliveries, touting benefits of 13-litre power

WARRENVILLE, Ill. – Navistar International says it is receiving strong interest in its EPA2010-compliant trucks and has delivered more than 7,000 units to date.

"Full production of our EPA2010 products has been underway since June and we've shipped more than 7,000 of these units in total, and more than 4,700 in the past month," said Jack Allen, president of Navistar's North American truck group. "We're now well into delivery mode and as stated previously, we are on track to deliver more than 17,000 total vehicles to US and Canadian customers by the end of the quarter."

The company says it is building more than 380 engines per day, 85 of which are MaxxForce 13s. It also says it has received more than 23,000 orders for 2010 vehicles, including buses but not including long-term, multi-year contracts.

"Consistent with our 'buy-early, buy-late' strategy and confirmed by a number of pending deals in the works, we expect a significant increase in orders from October through December as fleets continue moving to 13-litre power and our MaxxForce Advanced EGR engine continues to resonate with customers," Allen added.

Navistar says it has implemented a "build and hold" quality control initiative which sees the company build trucks and then hold them un-

til extensive field testing has been completed.

"As we cycle through our build-and-hold processes, we'll continue to deliver thousands of vehicles in the weeks ahead as we draw down inventory of completed 2010 vehicles at our manufacturing plants," Allen added. "Our 2010 trucks are making their way into service and we're getting great feedback on their performance and fuel economy."

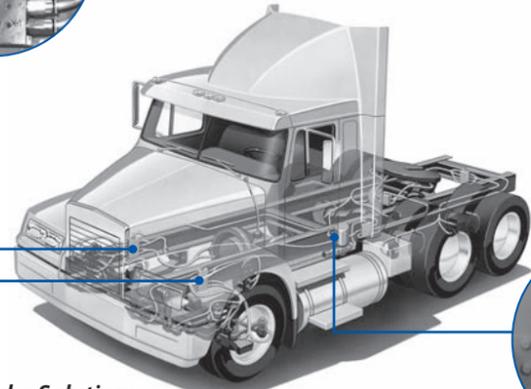
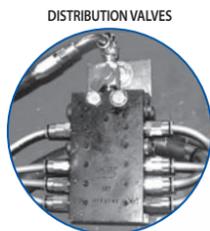
Navistar officials also said they are successfully convincing customer to downsize to 13-litre engines where applicable.

"We've been successful shifting the focus from solely a displacement preference to where we're demonstrating to customers how they can get the same or better performance in horsepower and torque from our lower displacement, lighter weight and more fuel-efficient MaxxForce 13," Allen said. "In some limited applications, there will continue to be customers that require 15-litre power and we'll provide that as we introduce our MaxxForce 15, which is currently running in six fleets. However, as we're seeing, and arguably many of our competitors are seeing as well, many fleets can't deny the economic advantages of a lower displacement engine that delivers the same power, performance and durability characteristics required for their operations." □

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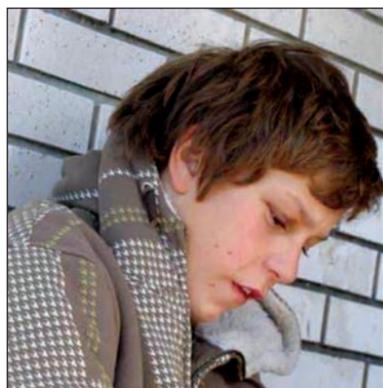


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Weight: 110 lbs.
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Hair: Light Brown

Characteristics: Justin Rutter is believed to frequent the Market/Lowertown/Overbrook areas of Ottawa. When last seen, he was wearing a brown/white patterned hooded coat (seen in photo), dark blue jeans, brown t-shirt and white/black Adidas running shoes.

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Lions Gate, Provincial Trailer Rentals work some branding magic

MISSISSAUGA, Ont. – Lions Gate Trailer Rentals and Provincial Trailer Rentals have taken on a new name: Trailer Wizards.

The new name and branding for the combined entities sets the stage for some expanded coverage, the company announced, including a greater presence in Manitoba and New Brunswick.

"Our business strategy over the last several years was to take the steps necessary to become a national provider of semi-trailer solutions without losing the regional strengths that created our initial success," said Doug Vanderspek, Trailer Wizards president. "We've spent the first half of 2010 bringing our 25 locations, 300 employees and coast-to-coast network together in preparation for this brand repositioning. Although we've taken a lighter tone with our branding, we're dead serious about our mandate to perform to a level that positions us as wizards at semi-trailer rentals, storage and maintenance throughout Canada."

Trailer Wizards bills itself as the largest semi-trailer rental provider in Canada. It includes the former assets of GE Trailer Fleet Services, formerly known as TIP. The company says new branding was required to avoid confusion in the market as the company broadens its scope.

It now operates 25 locations across Canada and offers programs including: trailer rental and leasing, full-service maintenance programs, 24/7 roadside assistance as well as a "green initiatives" program. For more info, check out the new Web site at www.trailerwizards.com. □

Goodyear's fleetHQ experiences growth, faster response time

WINDSOR, Ont. – Goodyear says its fleetHQ service program has experienced significant growth this year and has reduced response time by seven minutes compared to last year.

The program allows fleets and owner/operators to get back up and running quickly when they experience a tire-related problem. Companies that enroll in the program can place a call to fleetHQ at no charge and enjoy a prompt response and consistent pricing no matter where they are.

Goodyear says that at the end of July, 20,611 companies were enrolled in the program. Since the beginning of this year, the average customer was back up and running in two hours and 17 minutes from the time the call centre received the call, the company says.

“We’ve been able to reduce our average completed response time by seven minutes over last year, and we intend to continue working on getting that number down,” said Tony Starling, general manager for fleetHQ. “We feel our response time is the best in the industry.”

The program has fielded nearly 94,000 calls since the beginning of the year – a 61% increase over the same seven-month period last year, Goodyear says.

“The program is proving popular because its mission is to respond to customers quickly and cost-effectively with no incidence fee,” Starling said.

One Canadian customer using the service is Wolverine Freight System out of Windsor. The fleet of more than 200 trucks uses Goodyear dealer Benson Tire for local incidents and relies on fleetHQ when it requires service in the US.

“We travel primarily on the 401 corridor in Ontario, and then run all the way down to Texas,” said maintenance manager, Bob Smallhorn. “We’re using the fleetHQ program now for tire issues on the road, especially in the states. For our milk runs in Canada, we know where our service locations are and rely primarily on Benson Tire, our Goodyear dealer, to help us out with any flats or issues on the road.”

“We run Goodyear G662s on the steers, G182s on the drives and G316s on our trailers, so if there is a problem with one of those tires, we have them replaced with a like tire,” Smallhorn added. “fleetHQ has all our particulars loaded into their computer, so they know us and our requirements at the time of the call. That keeps our tire program uniform and cost-effective.” □



ON-ROAD SUPPORT: Wolverine Freight System uses Goodyear's fleetHQ to help manage its tire repair needs while travelling in the US.

PacLease opens three new Canadian locations

BELLEVUE, Wash. – PacLease has added 23 new locations in North America, including three in Canada.

The new Canadian locations are: Peterbilt Atlantic PacLease, 136 Rue de la VTL, C.P. 39, Saint Louis du Ha! Ha!, Que., G0L 3S0, 418-854-7383; Peterbilt Atlantic PacLease, 196 Church Road, Little Bras D'or, N.S. B1Y 2Y2, 902-736-7383; and Peterbilt Pacific Leasing, 3104 Hampton Street, Terrace, B.C. V8G 5R5, 250-638-1433.

“Our location growth has been exceptional,” said PacLease president Bob Southern. “Paccar dealers are looking for additional ways to serve their customers and markets; full-service leasing offers that opportunity. We also help our customers become more successful by offering programs that can preserve their company's capital in addition to providing fleet management tools, local service and a quality advantage that makes sense for their business.” □

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PEOPLE

Trailer manufacturer Arne's Welding has announced **Gerald (Butch) Bouchard** has been named president.

The announcement was made by principal owner Doug Harvey. Bouchard replaces Bob Munro, who recently retired.

"We thank Bob for his tremendous leadership at Arne's over the past four years and wish him well in his much deserved retirement," said Harvey. "Bob led the company through a change of ownership phase and introduced a positive culture of process improvement at Arne's using the principles of Lean Management."

Bouchard brings to the position "extensive hands-on experience in the gravel and construction industries," Harvey announced.

He spent 25 years at Midland Manufacturing, where he launched his career as welder, building trailers on the shop floor. In 2001, he was promoted to the position of general manager at Midland and handled the day-to-day operations of the company.

At Arne's, Bouchard aims to profitably grow the business.

Arne's Welding is a Winnipeg-based trailer manufacturer, primarily serving the gravel, construction and resource industries.

Bison Transport has announced that one of its drivers has reached 16 consecutive accident-free driving years with the carrier.

Aprim Shemoun, a Vaughan,

Ont.-based owner/operator, started with Bison in 1994 and currently works in the Greater Toronto Area with the company's fleet of city drivers.

"We congratulate Aprim on his achievement. As a professional driver and owner/operator, Aprim is a role model setting a benchmark in safety that very few achieve," says Garth Pitzel, director of safety and driver development for Bison.

Bison Transport will be formally recognizing Shemoun's achievement at its annual awards banquet on Nov. 27 in Toronto.

SAF-Holland has named **Carl Mesker**, a 22-year veteran of the heavy-duty transportation industry, to the position of vice-president, aftermarket (Americas).

"Carl's primary focus will be to provide comprehensive support for our aftermarket customers," said Alex Geis, president of SAF-Holland's aftermarket business unit. "He will assure complete continuity in parts availability, as well as providing customers with responsive parts information and support."

During his 13-year tenure with SAF-Holland, Mesker has held a variety of positions, including director of operations, regional sales manager, OEM account manager, and, most recently, director of product planning and market development for the aftermarket business unit. □



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UNIT 007 - 2007 REMTEC 50,000L 1 compt. TC-406 alum. petro. quad, vapour recovery, bottom loading, curbside discharge line, alum wheels, very good rubber, excellent methanol/ethanol tank, new safety and B-620. Hurry



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UNIT 8500 - 1980 HEIL Petroleum Tank, MC-306 9000 USG, 4 compt., bottom loading, spring ride, New safety and B-620.

FEATURE UNIT OF THE MONTH



UNIT 8654 - 2002 REMTEC 57,000L, 5 compt. DOT-406 petroleum quad, Que-Ont spreads, alum. wheels, ind. outlets, vapour, bottom loading, air ride etc,etc, new safety and B-620. Hurry!!



UNIT 8264 - 6600 USG TC-312 FRP tridem, very good overall condition, Hendrickson air ride, 72"x72" spread, recent safety and tests, avail. for sale or lease. Call



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UNIT 8409 - 1994 PARON 2800 cu. ft. Michigan spread alum. pneumatic, air ride, rear fill lines, very clean, new safety, excellent plastics or flour tank. Call

PROFITABILITY DASHBOARD

TransCore Canadian Spot Market Freight Index 2006-2010						
	2006	2007	2008	2009	2010	Percent Change Y-O-Y
Jan	204	173	214	140	171	22%
Feb	179	174	217	117	182	56%
Mar	211	228	264	131	249	90%
Apr	200	212	296	142	261	84%
May	275	280	316	164	283	73%
Jun	271	288	307	185	294	59%
Jul	197	219	264	156	238	53%
Aug	210	235	219	160	240	50%
Sep	190	206	203	180		
Oct	188	238	186	168		
Nov	182	227	143	157		
Dec	159	214	139	168		

TransCore Canadian Spot Market Freight Index 2006-2010

TransCore's Canadian Freight Index records highest August spot market freight volume

TransCore's Canadian Freight Index showed a 50% year-over-year increase in spot market freight volume with a two point increase from July. Freight for the month of August registered the highest volume ever recorded for the same month in the last five years.

Combined cross-border loads were 55% higher year-over-year, while equipment availability dropped 16% as compared to August 2009. Increasing level of freight availability along with a decline in trucks searching for loads has been the steady pattern throughout the last eight months. August was also the fifth highest performing month in 2010.

TransCore's Loadlink freight matching database constitutes the largest Canadian network of carriers, owner/operators, freight brokers and intermediaries and has been available to Canadian subscribers since its inception in 1990.

Over 12 million full loads, LTL (less-than-truckload) shipments and trucks are posted to the Loadlink network annually.

As a result of this high volume, TransCore believes its Canadian Freight Index is representative of the ups and downs in spot market freight movement and provides a historical account of the domestic and cross border spot market freight movement.

The first four columns in the table to the left include monthly index values for years 2006 through 2009. The last column indicates the percentage change from January through August 2009 to 2010. For the purpose of establishing a baseline for the index, January 2002 (index value of 100) has been used. □

Ground transportation rates continue to rise

The trend of increasing ground transportation rates continued through July, with overall freight costs increasing by 3% when compared to June, according to results published by the Canadian General Freight Index (CGFI).

Base rates, which exclude the impact of fuel surcharges assessed by carriers, also increased by 3.2% while average fuel surcharges decreased slightly from 13.42% of base rates to 13.13% during the same period.

"The information provided by the CGFI continues to indicate that we reached a floor in transportation costs for Canadian shippers in April of this year," said Doug Payne, president of Nulogx. "Since then we have seen three consecutive months of increases, led primarily by activity in both the domestic and trans-border truckload sectors." □

MAIL

Service centres are a joke

Dear Editor:

I just received the October issue of *Truck News* and read the story on the cover regarding the service centres along the 401. I have stopped in the one on the westbound side at West Lorne and I agree with James Garvin about the truck parking and with how wide it is – what a joke.

I am an owner/operator with a city cab doing local and I depend on these centres for quick stops between destinations. I am very good at backing into tight spots, even on my blind side, and this service centre is a joke for the parking. It's an accident waiting to happen and it's going to happen.

I have also stopped in the one on the eastbound side at Tilbury and went in to see if they had a taillight for my tractor. They have a few basic bulbs but for a place that receives a lot of truck traffic where are the basic things that we need? I doubt very much that MTO will accept that for the reason your taillight doesn't work. □

Joe Mendonca
Via e-mail

Who needs'em?

Dear Editor:

You asked in the latest issue "Most professional drivers are learning to live without these facilities – exactly where they're stopping, I have no idea." I've got a newsflash for you. There are things called "truck stops." Thirty-one of them between Windsor and the Quebec border.

Thirty-six if you count the larger cardlocks. Just quit whining about the service centres and deal with it. If the service centre types had their way, there'd be no trucks at all. Just think how many more cars they could jam in all those extra parking spaces. They seem to make out just fine in the 38 of the 50 states that don't have service centres. Start using the truck stops and show them we don't really need their service centres anyway. □

Clark Bain
Via e-mail

Why should we care about sex offenders and their waivers?

Dear Editor:

As a *Truck News* reader and trucker, I was clearly disappointed in the October pg. 14 story by Ingrid Phaneuf: 'Waiver renewal fees skyrocket for sex offenders.'

Are the views, which Phaneuf advances, supported by the publication? I see no disclaimer here.

The victims of these horrendous crimes must be truly disgusted.

Homeland Security is on the right track, we don't need these perverted criminals and their ilk behind the wheel here in Canada either. □

B. Taylor
Via e-mail

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GOODYEAR
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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 shown'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.

Mark offers money to the boys to throw eggs at the Freightliner, but they get paid more to throw eggs at Mother Load. Mark ends up cleaning his truck in the middle of the night, but just as he finishes, it starts to rain...

It was still raining when Mark woke up at eight the next morning. He climbed into the driver's seat and took a look around. There were puddles in the grass all around his truck and the dirt road that ran in front of the line of trucks was muddy with big dirty pools forming all along it.

Every time a vehicle drove down the road, muddy water sloshed and sprayed up on either side of it. "That can't be good for my truck," he said under his breath as a huge 4x4 lumbered down the road, its oversized tires sending drops of dirty water flying in all directions.

Mark changed clothes and got out of his truck to inspect the havoc the rain and mud was inflicting. As he suspected, the front bumper, fenders and tires were all covered by a brownish film. Higher up on the truck the film thinned out into random spots and speckles. Yesterday, Mother Load had been clean, but today it looked as if it had spent several days exposed to the elements, not just one night.

He checked his watch and saw there was little more than an hour before the judges would start making their rounds. The rain had stopped and looked as if it might hold off for a while, so there was no time to lose. He gathered up all his cleaners and clean rags and set upon Mother Load, wiping down the bumper and fenders and climbing up onto the cowling to wipe away the rain and get the windshield back to the way it looked the previous afternoon.

As Mark worked, he resisted the

temptation to look over at the Freightliner, but he couldn't hold off for long. He glanced over his shoulder and saw the man standing out in front of his truck in his usual t-shirt and shorts, holding a coffee cup in his hand. He was also barking orders like some General, making sure his crew didn't miss a thing.

Mark stopped what he was doing for a moment and watched. The family was amazing, climbing all over the Freightliner as if it were some playground apparatus, spritzing and wiping, spritzing and wiping, until the whole thing gleamed.

But that wasn't the end of it. Each time a vehicle drove by, the General would order his troops back onto the truck to make sure no new dirty droplets had landed on his machine.

Mark looked at the wet rag in his left hand and the bottle of window cleaner in his right and wondered how in the world could he compete?

The truth was, he couldn't.

He gave the windshield a few more wipes with the rag and then climbed down from off Mother Load. He'd done his best to keep the truck clean, but he was only one man. Whatever happened now was in the hands of the judges.

The judges came by a half-hour later. He could see them working their way down the line of trucks and from the way they circled and inspected each vehicle, they seemed to know what they were doing...or at least what they were looking for.

Mark knew from previous show'n'shines that judging teams were made up of people who knew and worked in the trucking industry, from dispatchers to mechanics, owner/operators to trainees. Some drivers, usually those who didn't win, claimed that judging was political and that judges could be swayed by the company name painted on the door of a truck. Mark didn't believe that, but he could picture the Freightliner guy blowing a gasket if some miracle occurred and Mark ended up winning the class.

The thought of that put a smile on his face.

But the smile didn't last long once the judges started in on Mother Load.

"You got a grease smudge here," said one of the judges.

"Found a stone chip," said another.

One of the younger judges rolled onto his back and made his way un-



der the truck. "There's rust under here."

'You don't say,' Mark thought. With all the kilometres he'd driven across North America, in all kinds of weather, with ice and slush clinging to his undercarriage and chassis for months at a time, what did the judge expect to find under there?

Mark could feel himself seething as the judges picked apart his truck. It was like someone was insulting his mother, and in a way they were.

"Not bad," one of the judges said as they finished their inspection. "One of the better trucks I've seen with that many miles on it."

"Really?"

"Yeah, for the year and the amount you're driving, it's a really good effort."

Mark beamed. "You think I have a chance at winning something?"

The judge shook his head. "No. It looks to me like you've spent the past couple of days cleaning your truck. There are guys in your class that keep their truck spotless 24/7. Your truck's clean, but it's not the cleanest."

"Thanks," Mark said.

The judges moved onto the Volvo on the other side of him, leaving Mark standing alone in front of Mother Load. He looked at her a long, long time, proud not only of how clean he'd gotten her but also of all the adventures they'd been through together.

"At least we gave it a try, didn't we Mother?" Mark said.

Mark knew it was impossible, but from the way the sunlight broke through the clouds and reflected off Mother Load's front bumper and grille, it looked as if she were smiling.

After breakfast and a walk around the show, Mark returned to Mother Load to drop off some of the stuff he'd picked up at the booths. The sun had come out now and he couldn't help but notice the large trophy positioned proudly in front of the Freightliner.

Mark sighed.

"Best in show," the man called over to Mark. "And top spot in all five classes I entered."

"You've done well," Mark said.

The man turned his attention from Mark to some of the admiring show attendees who had stopped in front of the Freightliner to admire it and congratulate him on the win.

"It was a lot of hard work," he said to one of them. "But it's all worth it in the end."

Mark shook his head.

The man's wife and two of his children were sitting on lawn chairs in front of the truck, but he still had one of the kids circling the truck and wiping away rain drops wherever he found them.

He looked over at Mother Load. There was no trophy in front of her, no admiring crowds, just a clean, hard-working truck that was more at home on the road than on display in some beauty contest.

"We don't really belong here, do we Mother?" Mark said aloud.

There was no reply, but in Mark's mind he knew she agreed.

Mark reached down, scooped up a handful of mud and threw it at his truck. The dirt landed with a hard splat on the windshield, sending dirty lines streaking out in all directions.

"That's better," Mark said.

He turned and walked away, ready to enjoy the show for the first time since he arrived. □

— Mark Dalton returns next month in another adventure.

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

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OPINION

Karma will catch up with thugs

I just spent three wonderful days in beautiful B.C. attending the bi-annual Truxpo show. It truly is God's country and we were lucky enough to have fabulous weather. To everyone who dropped by our booth, thank-you! Kathy, Jim and I appreciated the kind words and warm hospitality that was offered up.

I was shocked to hear about the attack of Monarch driver Alex Fraser. It didn't take long for word to travel at the show.

We were all sickened. In case you've been locked away in a closet (or just too busy to read the papers or Web sites), Alex was attacked while stopping to help what appeared to be a motorist in trouble recently on the Yellowhead Highway just north of Blue River. When he got out of his cab, he was attacked by three men, beaten to a pulp, and basically left for dead.

I can't understand for the life of me how someone can inflict unprovoked pain on another. I know there are some very scary people in this world. Thankfully, I don't know any of them or if I do, they are very good at hiding the evil within.

What these idiots don't know is that every trucker from one end of this country to the other will be looking for them.

These people will slip up, they will get caught and they will do time. Can you imagine if the people who find them happen to be truckers? It would be a real shame if the

Publisher's Comment

ROB WILKINS



police were delayed in getting to that call. Oh boy.

Anyway, enough of that, my blood is starting to boil. Speaking of boiling blood, Kathy Penner and myself had the unfortunate task of flying home on the red-eye last Saturday night from Abbotsford.

Never again. I forgot what a terrible flight that was. I suppose that if the airline gave us a 40-50% discount it would be worth the aggravation, but we paid full pop. Lesson learned.

The other bit of news that came out of the show was that Paul Landry, BCTA's long-standing president, has decided to retire. Although I haven't had many dealings with Paul, I still remember when I first met the man.

It was my first Truxpo show and he stopped by our booth to introduce himself and welcome me to the show (and industry). It may have only been a brief conversation, but it's one I haven't forgotten. The staff of *Truck News* and *Truck West* wish Paul all the best in his retirement. □

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

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TSQ

BOWMANVILLE, Ont. – Both travellers and truckers weary of the mass closures of service centres across Hwy 401 in Ontario were relieved (perhaps literally) to find seven new locations open as of Oct. 1. The event marked the end of Phase 1 of the months-long project that will see the redevelopment of 23 service centres across Highways 401 and 400.

But according to frequent *Truck News* contributor and truck driver, Harry Rudolfs, the remodelling process has been a “debacle” from the start, with many truckers struggling to find a place to pull over in the initial months of the project, and according to Rudolfs’ recent survey of some of the new locations, not much has changed (*Ontario rest stops still a joke*, www.trucknews.com).

So just how important are adequate service centres to truck drivers? We went to the Fifth Wheel Truck Stop in Bowmanville, Ont. to find out.



ADAM LEDLOW



Gerry Weeks

Gerry Weeks, a driver with Allied Systems out of Lambeth, Ont., said the sheer size of big rigs makes service centres vital to a trucker’s day.

“There is no place to put these things off the road. You can’t just get them in anywhere, so safety is the biggest thing,” he told *Truck News*.

“Our stops are a lot less frequent (since the redevelopment project began) because there is nowhere to pull over. You run four to five hours steady and you can’t get anywhere to pull over. Cars are in the same boat; they are looking for fuels stops and stuff like that. Some of the service centres put fuel up, but there is nothing set up for that now.”

John Webster, a driver with ATS out of Brockville, Ont., says that



John Webster

when it comes to service centres, “For us guys, it is nice to have them to pull in and grab a coffee; take a quick break and then back out again.”

While he says that adding more parking to existing centres would be a bonus, he also noted that he had been by the new stop in Trenton the day of the interview and admitted that he liked it.



Jennifer Salam

Jennifer Salam, a driver for Wilburn Archer Trucking in Norwood, Ont., said that with the recent changes to logbooks, service centres have become more important than ever for truckers.

“When we are tired, we need a place to pull over, and there are not a whole lot of truck stops, and a whole lot of towns don’t like us there,” she says. “You have got a lot more tired truck drivers on the road now with that 14-hour rule that came in – a lot more. I will still have room on my log to go and I might be tired, but there is no place to stop.”

Her suggestion for a rest stop feature for the redesigns? A drive-thru Tim Hortons for trucks.



Manford Wiltman

Manford Wiltman, an owner/operator with Echo, calls service centres “absolutely necessary” for truckers, noting that, “(we) need a place to rest and shower, even a motel.”

In light of the lack of rest stops over the past few months, Wiltman has resorted to using his GPS to find parking lots from some of the bigger chains like Wal-Mart or Home Depot instead.

Wiltman’s plans for an ideal service centre would include a swimming pool and sauna “so you can relax your muscles.” Next time they’re planning a redesign, maybe they should give Salam and Wiltman a call. □

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Partners in Project Green	February 8 '11	Toronto (Airport)	Visit www.partnersinprojectgreen.com
Humber College – Woodbine Campus	October 23 '10	Toronto	Call 416-675-5005 or email truck.info@humber.ca
Ontario Trucking Association	October 23 '10 November 13 '10	North Bay Toronto	Email events@ontruck.org
Alberta Motor Transport Association	October 28 '10	Calgary	Visit www.amta.ca or call 1-800-267-1003
British Columbia Trucking Association	November 3 '10 January 19 '10 March 23 '10	Langley Kamloops Langley	Email BCTA@BCTrucking.com

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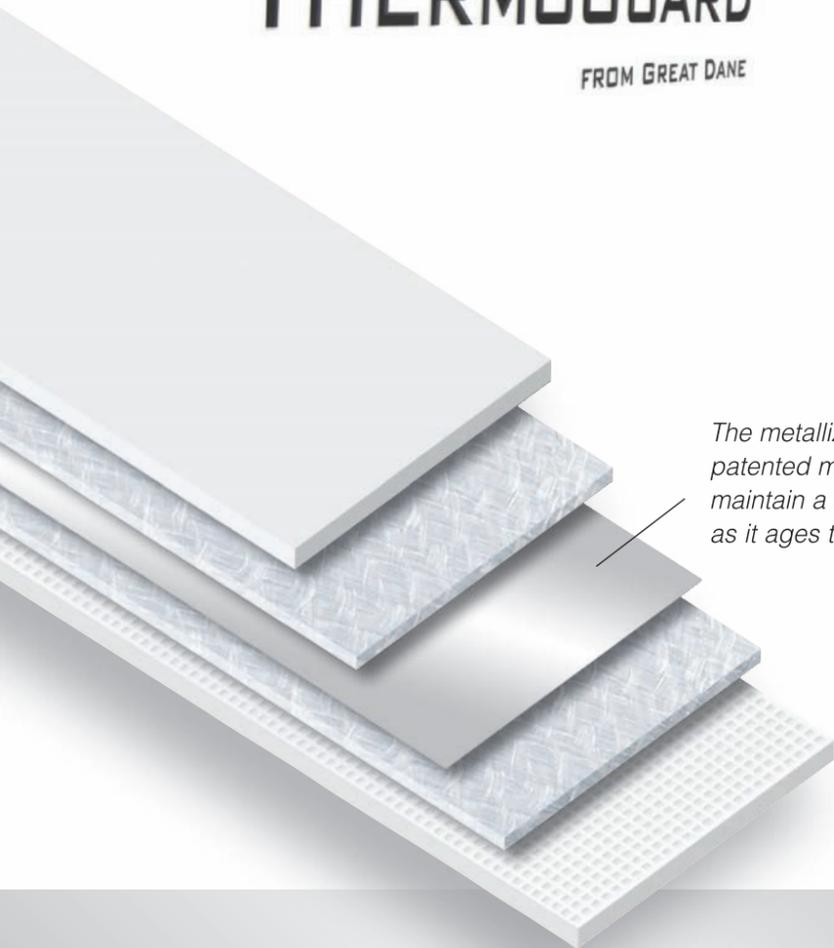
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