

# TRUCK NEWS

December 2010 Volume 30, Issue 12

Delivering daily news to Canada's trucking industry at [www.trucknews.com](http://www.trucknews.com)

## Cabotage concerns

Are US carriers flouting Canadian cabotage law?

By James Menzies

**TORONTO, Ont.** – What's wrong with this picture: A pair of drivers with distinct American accents openly discuss the trip ahead as they wait to pick up a load in Rexdale, Ont. destined for Richmond, B.C.? Or how about a team driver from Tennessee that admits over the CB he just dropped a load in Dorval, Que. and is headed to Vancouver with a new load in tow? Or in Portage La Prairie, Man., where team drivers from a northern state talk of their regular run between Sault Ste. Marie, Ont. and B.C.?

Each of the cases described above, and others, have been brought to the attention of *Truck News* in recent weeks as Canadian drivers say they've noticed a recent increase in what appear to be Canadian immigration and cabotage law violations by US-based trucking companies.

The most egregious case we've heard of involved a US team out of a northern state that told Canadian driver Darla-Jean Wotherspoon they were hired specifically for a dedicated run within Canada. The team drivers, Wotherspoon recalls, said they cross empty into Canada at Sault Ste. Marie, do a switch with a solo driver at the Husky Truck Stop and then take that load to Richmond, B.C. where they pick up another load for return to the Soo. That team then drops its return load with a solo driver in Sault

Continued on page 10

## Convoy for a Cure rolls on



**READY TO ROLL:** This truck belonging to Alan Warren of Montrose, P.E.I. and driven by Mike Ouellet took part in the support convoy in the New Brunswick version of the popular Convoy for a Cure.

By James Menzies

**CORNWALL, Ont.** – In just their third year, the female-driven Convoy for a Cure truck convoys have already raised nearly a quarter million dollars for breast cancer programs. This year marked the best yet for the growing event,

with well over 100 trucks taking part in five convoys and raising about \$118,000 between them.

The New Brunswick convoy raised the most money, with 35 truck drivers contributing about \$40,000. The original convoy in Cornwall, Ont. was again spear-

headed by Rachele Champagne, the founder of the event, and it included 45 trucks and raised nearly \$20,000. For the first time, a second convoy was held in Ontario, including 35 trucks and raising \$30,000.

Continued on page 8

## Everything you need to know about skirt shopping



See pg. 34

### Inside This Issue...

- **The view from the US:** A full report from the American Trucking Associations annual convention, including an economic outlook. Is a complete recovery on the near horizon? Page 12
- **Down east:** The Atlantic Provinces Trucking Association recently held a transportation summit that shed new light on the Maritime trucking industry. Page 15
- **A new standard:** US legislators have introduced fuel economy standards for trucks. How will they affect you? Page 40
- **A Merry Dalton Christmas:** Feeling lonely, Mark Dalton tries to make the most of his Christmas season. Page 60

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# CLASS 8 TRUCK SALES TRENDS

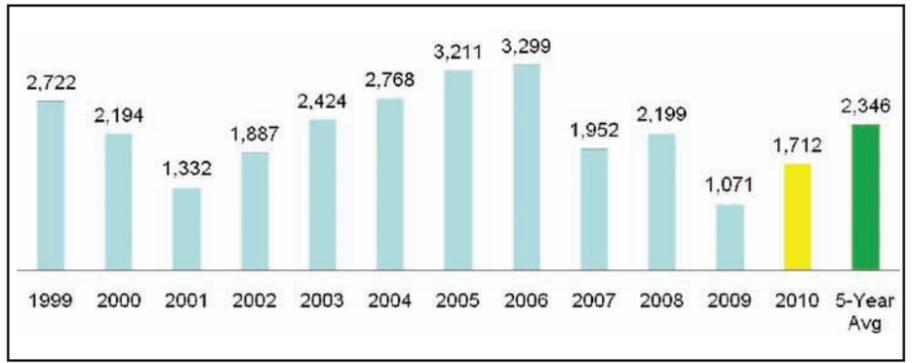
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There were 1,712 Class 8 trucks sold in September this year, continuing the pattern of considerable sales increases over the previous year. The sales total was also higher than the September total back in 2001. Looking at Canadian truck sales over the entire decade, however, it's clear there is little to be excited about. The sales numbers are still far below the five-year average with the North American economy slowing down. It's also interesting that both Freightliner and Kenworth once again posted higher sales this month than market leader International.

### Monthly Class 8 Sales - Sept 10

OEM	This Month	Last Year
Freightliner	362	236
International	358	275
Kenworth	361	187
Mack	114	68
Peterbilt	181	138
Sterling	1	35
Volvo	245	88
Western Star	90	44
<b>TOTALS</b>	<b>1712</b>	<b>1071</b>

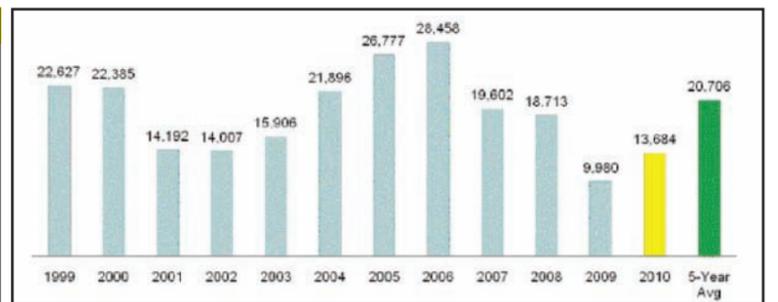
### Historical Comparison - Sept 10 Sales



### Class 8 Sales (YTD Sept 10) by Province and OEM

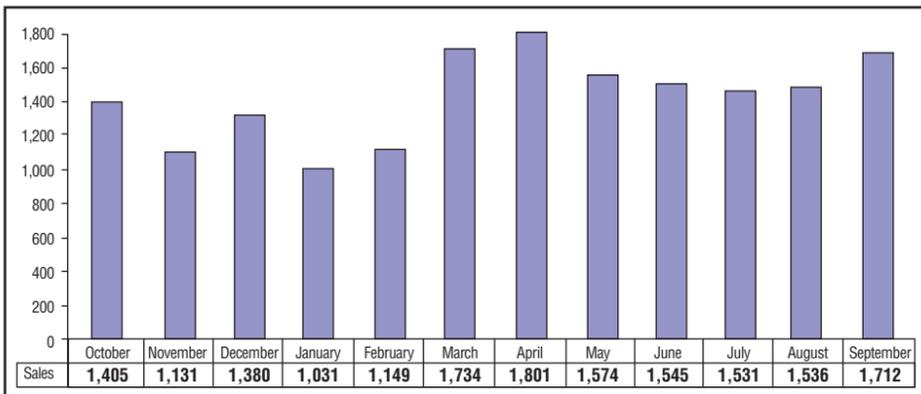
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	180	279	156	128	1,182	452	239	117	8	9	2,750
Kenworth	264	804	127	164	561	766	94	0	0	0	2,780
Mack	43	56	58	47	417	134	42	18	0	1	816
International	167	359	59	166	1,549	842	145	90	10	71	3,458
Peterbilt	114	410	112	150	235	403	78	37	0	0	1,539
Sterling	23	42	15	2	8	43	0	0	0	0	133
Volvo	53	70	48	80	675	291	68	40	0	11	1,336
Western Star	131	222	35	21	177	146	53	76	0	11	872
<b>TOTALS</b>	<b>975</b>	<b>2,242</b>	<b>610</b>	<b>758</b>	<b>4,804</b>	<b>3,077</b>	<b>719</b>	<b>378</b>	<b>18</b>	<b>103</b>	<b>13,684</b>

### Historical Comparison - YTD Sept 10



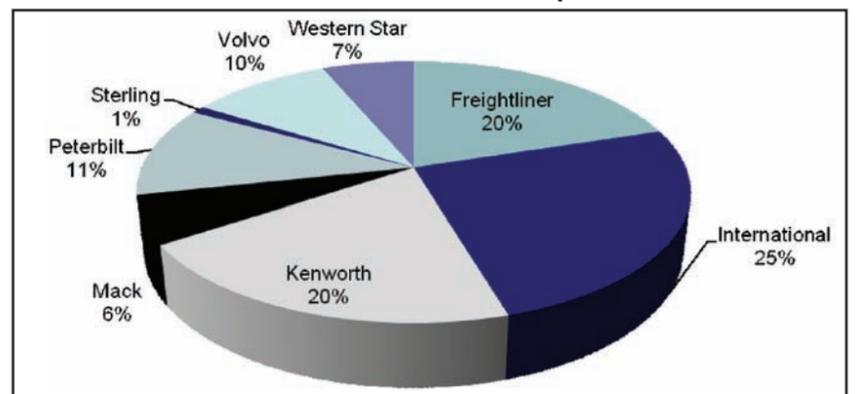
During the first eight months of 2010, there were 13,684 trucks sold in the Canadian market. That's a considerable improvement over last year but that's about it. As Daimler North America's Martin Daum told the media during a briefing at the recent American Trucking Associations conference, "It's good compared to last year. It's lousy compared to everything else. We would not be smiling if we didn't have 2009 to match against." Sales figures now are about 7,000 units below the five-year average.

### 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. September saw a much more robust increase. Still 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. 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 - Sept YTD



International, the only truck manufacturer not to adopt SCR engine technology, has been experiencing a drop in market share in recent months, but it remains the market share leader. As noted earlier, both Freightliner and Kenworth posted higher sales for August and September. 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 25% 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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# Turning attention to the trailer

In the quest for improved fuel economy, it's always best to pick the lowest hanging fruit. But in many cases it seems the trailer is last to receive attention. This despite the fact the two arguably most proven and effective fuel-saving technologies – low rolling resistance tires and side fairings – can both be applied to the trailer quite easily.

When the US announced its much anticipated fuel economy targets for medium- and heavy-duty trucks last month (see story, pg. 40), trailers, curiously, were not included.

Spec'ing aerodynamic trailers, or retrofitting existing trailers to become aerodynamic, seems like an obvious way to improve mpg. And it's also a great way to proactively help with owner/operator retention when the widely feared driver shortage again rears its head in the not-too-distant future.

In conversation this month with Sean Graham, president of Freight Wing, I asked him if owner/operator-driven fleets are investing in fairings to help improve the profitability of their O/Os. He said some progressive fleet are, in fact, using aerodynamic fairings as a driver retention tool for owner/ops.

"I have worked with some owner/operator fleets that have been pretty progressive and have come to us



wanting to implement aerodynamic trailers simply as a driver benefit," Graham says (see story, pg. 34).

Greg Decker is a rare breed of owner/operator who can see the value in technological investments with a proven track record of saving fuel. He shelled out nearly \$5,000 for a set of trailer fairings but is on pace to recover that investment in only a year. Trailer fairings represent a great – yet often overlooked – opportunity to lower operating costs if you're an owner/operator with your own trailer.

Most fleets already know this – you see evidence of it every day along Canadian highways. And now there's more good news when it comes to trailer aerodynamics. Just the other day I received a package from the Ontario Ministry of Transportation stating the recently passed Bill 68, the *Open for Business Act* will include amendments to the *Highway Traffic Act* to adjust the province's vehicle dimensions to allow for boat tails. These rear fairings will be permitted to extend up

to 61 cm from the rear of the trailer and will not count as part of a vehicle's overall length, according to the MTO. One manufacturer of these devices says they can reduce fuel consumption by as much as 6%.

Finally, something comes out of Queen's Park that's worthy of applause.

Also on the subject of aerodynamic trailers, you may want to check out a new company that you may not have heard of. SmartTruck has an interesting looking trailer under-tray system that can be used as an alternative to side fairings. This may be useful if you're still having problems with damage or snow and ice accumulation with traditional skirts.

The under-tray system can save fuel by as much as 10% according to SmartTruck. The system is EPA SmartWay-certified and has received rave reviews from companies including Con-way Truckload and PepsiCo. For more info, visit [www.SmartTruck.com](http://www.SmartTruck.com).

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The lowly van trailer seems to have shed its image as just a box on wheels and is now being seen as a lucrative opportunity to reduce fuel consumption and lower operating costs. If you're not looking at how your trailers can be made more efficient, what are you waiting for? □

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## Time to kill the sacred cow

In this month's issue you will read about the US introducing its first national standards to reduce greenhouse gas (GHG) emissions and improve fuel efficiency for trucks. Just as I warned in my column *It's time to face reality* a few months ago, the US government is done with skirting around this issue. The US Environmental Protection Agency (EPA) and the Department of Transportation's National Highway Traffic Safety Administration (NHTSA) division are calling for an improvement in overall operating efficiency on Class 8 long-haul vehicles of up to 20% by 2018, using 2010 as a baseline. Expect Canada to follow suit – we almost always do.

Heavy truck engines will have to be tweaked to contribute a 3% improvement in fuel consumption by 2014, but the remaining gains in efficiency will have to be found through decreased tire rolling resistance, lower



tare weights, reduced idling and one thing some drivers won't be happy about: improved aerodynamics. That's right, more of those "slippery" trucks as some of you like to call them.

If the high fuel prices we saw earlier this decade and the low rates we are seeing now were not enough to kill the classic long-nose conventional, over the next decade this legislation certainly will. This classic design, which is the hands down choice of many owner/operators (and company drivers if they could convince management to get into one) used to account for 25% of Class 8 sales back in 2000 but has now dropped to less than 6% of the North American market.

But that's a very vocal 6%, as I found out this year after penning a couple of columns predicting the end of the long-nose conventional in our industry. The folks that drive them just don't want to let them go. Many have bought into the image of a long-haul trucker as being behind the wheel of this classic design. And they were not too happy when I suggested they should perhaps think otherwise. I'm still getting angry calls.

Well, folks, this new legislation is a sharp dose of reality. The long-nose conventional is doomed. It really is the dinosaur everyone outside North America thinks it to be, and will not make it past the next decade without significant redesign. But don't take my word for it, read what *Automotive World* had to say in a recent article: "Those iconic flat-fronted, long-bonneted heavy trucks, often dripping with chrome, which are beloved of many North American drivers and other transport traditionalists, are set to be outlawed by US fuel efficiency/CO2 emission standards."

Or listen to what Bill Kozek, general manager of Paccar's Kenworth

division, believes: He told the American Trucking Associations recently that 'long and tall cowboy trucks will go away,' citing as an example his own company's W900 tractor. Why? Because their aerodynamic drag would incur unacceptable penalties under the new CO2/fuel-efficiency rules.

The outward appearance of the traditional long-nose conventional has not changed much since the 1950s; it's too much of a sacred cow. As a result they are heavier, carry less payload, and suck up more fuel.

Killing this sacred cow has nothing to do with disrespect for image or tradition. It has everything to do with coming up with an efficient design most likely to give fleets and owner/operators a chance to improve their bottom lines. And at the end of the day, that's what smart business decisions should be about. □

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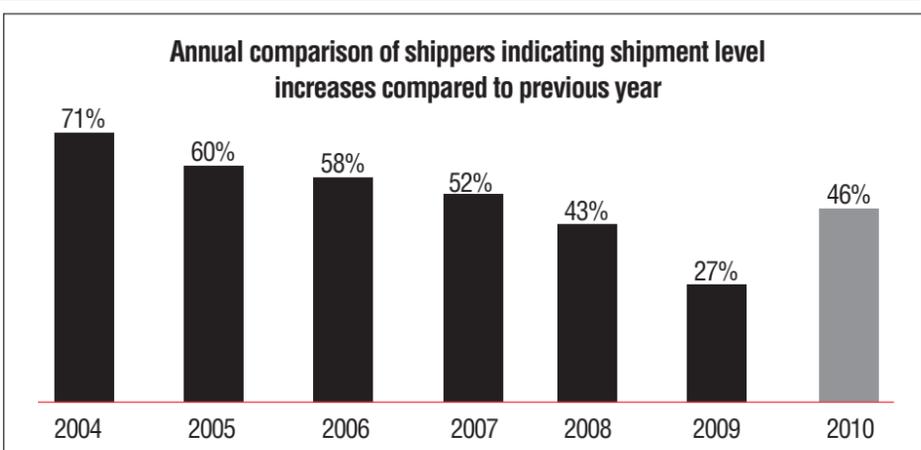
## Did you know?

### How much freight levels have rebounded since the recession

Our annual *Transportation Buying Trends Survey* of Canadian shippers has just been completed and the results are encouraging. They indicate that after five straight years of declines in the number of shippers reporting a year-over-year increase in their shipment levels, freight activity is showing a significant increase from the disaster of 2009. Forty six per cent of the shippers surveyed across Canada said they increased

their shipment levels in 2010 compared to the previous year. This is consistent with the findings of the Transcore Canadian Spot Market Freight Index, which has been showing strong growth all year, and the Nulogx Canadian General Freight Index, which has been reporting rising ground transportation costs for several months now.

However, the numbers need to be placed in perspective. Last year freight volumes suffered a precipitous drop with only 27% of shippers reporting an increase in their levels, compared to the 71% who said likewise back in 2004. So 2010 volumes are being judged against very low numbers for 2009. Our survey also found that about a third of shippers increased their shipment levels by



5-9% over the previous year while a tenth reported less than a 5% increase. Looking ahead to next year, 60% of shippers expect to raise their volumes in 2011, although that figure should be viewed with consider-

able caution as shippers historically tend to overestimate future freight volumes. For example, back in 2009 59% said they would be increasing shipment volumes in 2010, yet only 46% ended up doing so. □

# TRUCK NEWS

## Question of the month

*Do you feel safe stopping to help a motorist in need?*  
page 62

## Mark Dalton in... A Merry Dalton

### Christmas Part 1



page 60

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**OEM/DEALER NEWS:** Navistar offers a look inside its big bore engine plant. Pages 40-47

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## IN BRIEF

### Behind the headlines

An episode of trucknews.com's weekly WebTV show, *Transportation Matters*, has won the Best Video award at the second annual Canadian Online Publishing Awards. The winning video was *DriveTest Strike Continues*, which originally aired on Nov. 26 at the height of the DriveTest strike and focused on the work stoppage's affect on the trucking industry, combining compelling strike footage with on-site interviews.

The win was the second for *Transportation Matters* at the COPAs, having already won Best Video at the inaugural awards ceremony last year. *Transportation Matters* episodes *Going Long* and *Fun at Fergus* were also nominated in the Best Video category this year.

Trucknews.com's other nominations included a nod for Best Overall Web site (magazine) for Trucknews.com itself, and one for Best E-newsletter for executive editor James Menzies' bi-weekly installment of *Hooked Up*. The awards program, produced by Masthead magazine, recognizes excellence in online editorial and innovation by Canadian magazine, newspaper, broadcast and Web site publishers.

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. Trucknews.com competes in the Blue Division.

For more information or to see a complete list of finalists, visit [www.canadianonlinepublishingawards.com](http://www.canadianonlinepublishingawards.com). □

## Canada posts best OOS rate during Brake Safety Week

**WASHINGTON, D.C.** – Canadian drivers have bested their neighbours to the south once again with a superior out-of-service rate during Brake Safety Week, held across North America Sept. 12-18.

According to officials from the Commercial Vehicle Safety Alliance, historically, out-of-service (OOS) rates have been lower in Canada than in the US during Brake Safety Week.

In 2010, the trend stayed constant with 13.7% vehicles in the US placed OOS for brake adjustments compared to 10.3% in Canada.

Canada also reported a significant drop in the OOS rates for brakes in 2010 (4.4%) versus 2009 (6.5%). □

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CANADA

# Convoy for a Cure-themed tractor-trailer to travel year-round

Continued from page 1

The Alberta Convoy for a Cure featured nine trucks and raised about \$15,000 and the US version of the event in Texas included 15 trucks and raised about \$13,000.

There's already talk of a second US convoy next year, covering Michigan and Ohio, Champagne told *Truck News*.

The event is also becoming more inclusive of the less fair of the sexes. Most events now include a 'support convoy,' offering men the opportunity to participate.

"I met a driver a couple months ago whose wife had passed away from breast cancer and he said he would really love to participate in this," Champagne said. "So we decided to create the support convoy. The top three guys raised pretty much as much money as the top three women."



**FULL-TIME RIDE:** Convoy for a Cure founder Rachele Champagne now has a specially designed tractor-trailer to drive year-round to help raise awareness.

And the men were no less enthusiastic than any of the ladies when it came to decking their trucks out in pink, Champagne

pointed out. Also new this year at the original Convoy for a Cure in Cornwall was a lead vehicle of another type. A limousine carrying

eight breast cancer survivors led the way, keynote speaker Anna Capobianco Skipworth (aka Anna Banana) among them.

"We had a limo leading the convoy carrying the most precious cargo of all, the breast cancer survivors," said Champagne.

Perhaps one of the kindest gestures came from a professional driver not directly connected with the Convoy for a Cure. This year, Champagne's employer Normandin Transport provided a specially designed reefer trailer that's sure to raise the event's profile as it criss-crosses North America year-round. The day before the Convoy, they presented Champagne with the trailer and had the decals ready to apply to her tractor. However, it just wouldn't look right to pull the white and pink trailer behind an older blue Kenworth T2000.

Normandin has about 300 trucks but only a handful of new Kenworth T660s are white. With little time to spare, fleet manager Danielle Normandin checked to see if any of the white trucks were nearby. All but one were out on the road. Long-time Normandin driver Normand Boulet was at home with his two-year-old Kenworth T660, a truck he loved dearly and had been slowly dressing up with about \$600 worth of chrome accessories.

When he got the call from Normandin, Boulet immediately offered to permanently swap rides with Champagne, downgrading to an older blue T2000. He rushed right over to the yard, cleaned out his truck and helped Champagne move into her new ride. Champagne was touched.

"Not all drivers would have done that," she says. "He loved that truck. Every couple weeks he would buy a new piece of chrome and he left it all on there. Just the fact he came down on his day off, came down to the yard, emptied his truck, cleaned out the whole truck and helped me with my stuff..."

Boulet has been told he's in line to receive a new T660 when one becomes available. In the waning hours of the eve of the Convoy, the pink decals were applied. No detail was overlooked, even the 'Fire Extinguisher Inside' and Champagne's handle 'Cocotte' (a French term of endearment, like 'sweetie' or 'hon') were re-lettered in pink.

The white and pink T660 and Great Dane reefer trailer will continue to raise awareness of the campaign year-round, helping ensure that next year's event is even bigger and more successful.

The unique fundraiser is gaining a lot of attention, especially when the cheques are written and handed off to the Canadian and American Breast Cancer Foundations. Per capita, there's no other event like it.

"If you look at the number of participants we have, it averages between \$500 and \$1,000 per participant," Champagne said. "For such a small community of female truckers, I think we do amazing." □



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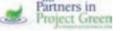
**Current sessions are:**

Partner	Session Dates	Location	To register
Trucking Human Resources Sector Council Atlantic	January 14 '11 January 21 '11 January 28 '11	Halifax Cape Breton Woodstock	Visit <a href="http://www.thrsc.com">www.thrsc.com</a> , email <a href="mailto:admin@thrsc.com">admin@thrsc.com</a> or call 902-893-8410
Partners in Project Green	February 8 '11	Toronto (Airport)	Visit <a href="http://www.partnersinprojectgreen.com">www.partnersinprojectgreen.com</a>
British Columbia Trucking Association	January 19 '10 March 23 '10	Kamloops Langley	Email <a href="mailto:BCTA@BCTrucking.com">BCTA@BCTrucking.com</a>

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FLOOR, 46K HENDRICKSON SUSPENSION,  
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### (14) 2002 TRAILMOBILE 53' REEFERS



Thermo King SB111 units, 100 gal. fuel tank, overhead rear door, heavy duty flat aluminum floor, 2 rows of recessed "E" track, 6 interior lights, curb side and road side (62" width) doors, 16" scuff liner, heavy duty side posts on 12" C/L, stainless radius corners and rear door case, Hendrickson air ride suspension.

### 2003 UTILITY 53' REEFER



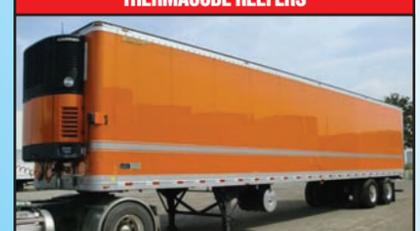
Carrier Ultra unit, pre-painted Black side panels, Stainless front, rear doors, bumper, wing plates, front & rear vents. Extra light pkg., interior lights, "E" track, Hendrickson air ride suspension, aluminum wheels... **PRICED TO MOVE!**

### (1) 2004 UTILITY 53' INSULATED VAN WITH CARRIER ULTRA REEFER UNIT



Insulated front, roof, and sides, hardwood floor, 8' x 10' storage compartment in bay area, tires and brakes like new condition, logistic posts, plywood lined.  
**Extra clean.**

### (4) 2000 GREAT DANE 48' THERMACUBE REEFERS



Carrier reefer units, flat aluminum floors, Hendrickson 6' spread suspensions, aluminum wheels, very clean and **PRICED TO MOVE.**

### "48" STEP DECK" 2005 TRANSCRAFT FLAT



20" drop, aluminum combo, 4 wood nailing strips, Hendrickson 10' spread air ride suspension, 255/70 x 22.5 tires on aluminum wheels, aluminum storage box, 12 winches in sliding track.

### 2003 WABASH 53' x 102" TRIDEM REEFER



Thermo King Super II unit, Stainless front panels, rear doors and bumper, front & rear vents, Neway air ride suspension with 5' and 5' spreads, aluminum wheels, 18" alum. scuff liner, quad door locks, HD duct floor, well spec'd trailer from well maintained fleet.

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



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

### "New...Just arrived" 53' x 102" UTILITY TAUTLINER



Aluminum combo, Hendrickson air ride suspension, aluminum wheels, 12 winches and straps in sliding track, white curtains.



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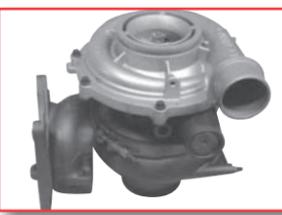


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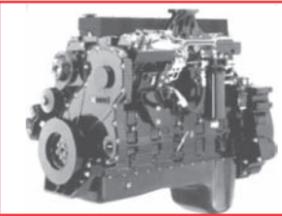
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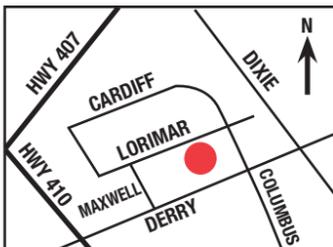
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**BORDER**

# Cabotage

Continued from page 1

Ste. Marie and heads back across the border to enjoy their time off, Wotherpoon claims.

“They had been working for this company for four to six weeks and hadn’t done any loads in the States at all,” she recalled.

*Truck News* asked the company in question about the accusations and was assured no such activity ever took place. The company won’t be named, since the allegations have not been proven.

“We can assure you that the scenario you’ve described has never occurred, nor will it,” a company spokesperson said, suggesting “unfounded speculation” and “rumours” may be resulting from the company’s successful bid on a large piece of business from a Canadian small-pack shipper.

The company in question recently advertised eye-popping signing bonuses for Canadian teams, and Wotherpoon speculates they may not have been able to keep up with the demands of the new business using existing Canadian drivers.

“I can’t say they’re planning on continuing this for a long period of time,” she said. “I’d say they have no choice but to do it until they have a Canadian base of drivers to handle this freight. A lot of this freight is team freight and it requires quite a bit to do it, especially with the Christmas rush coming up.”

Complaints of cabotage and immigration violations and lax enforcement by Canadian officials can hardly

be chalked up as baseless CB chatter amongst drivers. Several fleet executives *Truck News* spoke to all agreed there’s little doubt US carriers are using US drivers and equipment to haul freight within Canada.

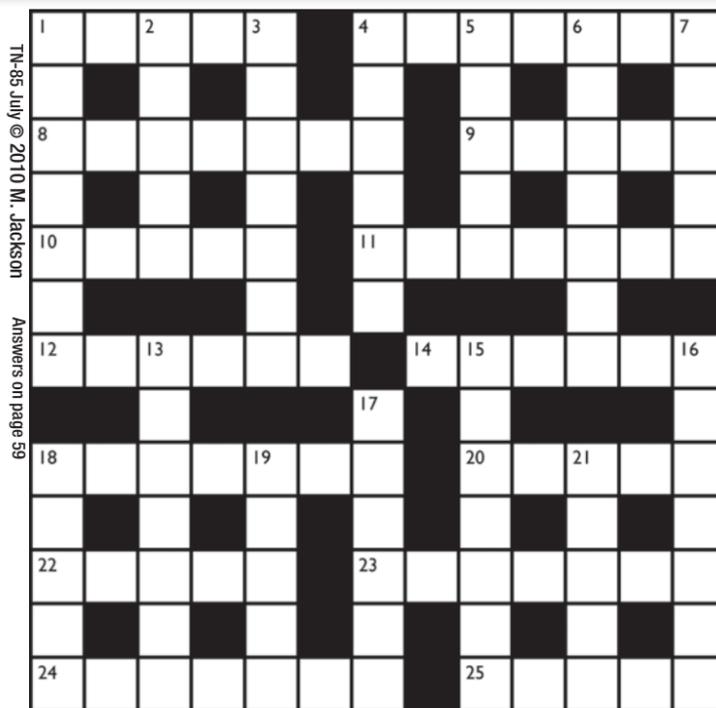
“I, and others, may have been naive in thinking it didn’t occur (in the past) or that if it did occur, it was in the event of an equipment breakdown or that type of thing,” said one prominent Canadian fleet executive, who asked not to be named.

“We know for a fact there are carriers that are not adhering to current cabotage law,” said another, who also requested anonymity to avoid reprisal from shippers who may be enabling the activity. “We have drivers reporting this activity to us many times a week and they are concerned and upset about the lack of attention and enforcement being paid to it, particularly on the Canadian front. We see US-plated equipment moving domestic freight from east to west across Canada every single day.”

Reports of US carriers flouting Canadian cabotage rules have been common enough that the Canadian Trucking Alliance (CTA) has sought, and received, interpretation from Canada Border Services Agency (CBSA) on specific examples of apparent violations.

“As a general rule, only Canadian truck drivers operating Canadian vehicles (conveyances) can engage in point to point transportation of domestic goods within Canada,” the CBSA confirmed to CTA. But there are exceptions. “With that being said tariff number 9801.10.10.00 and 9801.10.30.00 both allow the use of foreign convey-

## THIS MONTH'S CROSSWORD PUZZLE



**Across**

1. With 9-Across, December 24th teamster
4. A Kenworth sleeper model
8. Brand on Xpeditor ACX trucks
9. See 1-Across clue
10. Fruit pictured on Georgia plates
11. Cab-top noisemaker (3,4)
12. Used-truck transaction
14. Fast-lane manoeuvres
18. Common cab-paint damage
20. Syrup-sap source
22. State at I-95's northern end
23. Driver's downtime, perhaps
24. Smokey's radar-gun target
25. Brief traffic stoppage (3,2)

**Down**

1. Driver's assistant
2. US crash-test agency, briefly (1,1,1,1,1)
3. Breathalyzer target
4. Crash-activated four-wheeler component
5. NASCAR or CASCAR driver
6. Truck-washer's leather
7. Winnipeg-based carrier
13. Regularly scheduled maintenance
15. Driver's seat appendage, often
16. Accelerate (5,2)
17. Welcome truck-stop facility, sometimes
18. Big rigs
19. Tire's outer circumferential layer
21. J. Cash's Cadillac song, "One \_\_\_\_ at a Time"

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ances, trailers and semi-trailers in the transportation of goods from one point in Canada to another point in Canada where that transportation is incidental to the international traffic of the goods... If a carrier enters Canada loaded at the Detroit-Windsor crossing with less than a full inward load destined for Montreal; domestic goods could be picked up at Hamilton for delivery to Cobourg since this move would be incidental to the international trip. However, on the same trip it would be unacceptable to carry domestic goods to Sudbury, Ont. or locales which would divert substantially from the international trip."

Welcome to the murky world of cabotage, where there are a million rules and nearly as many exceptions to those rules. But based on CBSA's interpretation of the rules, none of the examples *Truck News* has heard about would qualify as "incidental to the international traffic of the goods."

Whether US-based carriers don't fully understand the rules or are willfully disregarding them is subject for debate. In speaking with US drivers, Wotherspoon feels they are not aware of the rules while she asserts the companies they work for most certainly are.

"They (the carriers) know damned well what they're doing is illegal," she said.

Gordon Baird, a full-time driver out of Kingston, Ont. said he has confronted US drivers hauling Canadian loads from point to point within Canada on the CB as well as at truck stops and shippers' yards. Most recently, he said he chatted on the CB with a US team that said they had delivered a load they picked up in Toronto to a shipper in Dorval and from there they were heading to Vancouver with another load.

"I explained to them that's cabotage, it's the same thing as interstating in the US and they didn't realize that," Baird recalled. "I don't have a problem with them operating up here as long as they have Canadian drivers."

So dismayed are some Canadian drivers about lax enforcement of Canadian cabotage rules that they are sharing information and gathering evidence in an unprecedented manner. Some are taking inventory of US-plated tractors and trailers seen at ship-

pers' yards as well as equipment that appears to be waiting for switches in places like Blind River and Sault Ste. Marie, Ont. Others are filing complaints with CBSA's Border Watch hotline and some drivers working for different companies are even working together by sharing information and reference numbers so any evidence is consolidated in one file.

All this raises the question of whether cabotage rules need to be relaxed or eliminated in both countries, a view that's held by some fleets here in Canada and even by some south of the border. At the Ontario Trucking Association's (OTA) 2007 convention, Ray Kuntz, then-chair of the American Trucking Associations made the bold claim that it may be time to permit the free movement of goods in Canada and the US, as it's the next logical step in improving efficiencies for transporters on both sides of the border. However, Kuntz, CEO of Montana-based Watkins and Shepard Trucking, prefaced his remarks by saying the opinion was his own, and not necessarily reflective of ATA's position.

"It won't be popular but it's time to start looking outside the box," he said at the time. CTA chief David Bradley agrees it may be time to revisit current cabotage rules.

"CTA and, I believe, the Canadian government, has long favoured a more open cabotage situation in North America. However, this is not something Canada can do unilaterally. Unfortunately, the political climate in the United States has not been conducive to making the necessary changes," Bradley said. Exactly who stands

to benefit the most from such an arrangement is difficult to say. Canadian carriers, for the most part, are already border-savvy and would no doubt welcome unfettered access to a market 10 times the size of their own. But on the other hand, it would take little effort for US fleets to serve the vast majority of the Canadian market, since it's been said about 75% of the Canadian population resides within 100 miles of the US border.

One thing's for sure, carriers on both sides of the border would like to see a relaxing of the rules as they relate to the repositioning of empty trailers. Carriers are shelling out a lot of money and burning a lot of unnecessary fuel by bobtailing and contracting third-party carriers to reposition empties.

"Such archaic laws seem out of place in today's world where the North American supply chain needs to be as efficient and productive as it can be to compete with supply chains in other parts of the world, where the North American industry is facing a severe driver shortage and where all modes are being challenged to reduce their carbon footprint," Bradley said.

Bison Transport has been critical of the current rules when it come to repositioning equipment. Vice-president of operations Rob Penner says the company pays about \$40,000 per month to hire US carriers to run its empty trailers about 30,000 unpaid miles for repositioning purposes.

"As the laws stand today, when we have a truck destined to the US going to a shipper that does not live unload, we have to bobtail to that shipper even though we may have an empty

trailer sitting at our delivery point," he explains. "We either have to hire a US carrier to move our empty trailer to the next shipping location or we bobtail another truck into that location to pick up our empty trailer at which point we have to find a shipper to live load the equipment to exit the country."

Penner, however, said he doesn't favour the complete removal of cabotage laws in Canada and the US.

"We understand the need for countries to protect employment and would not support a wide open interstate environment where carriers and foreign drivers can move unimpeded on either side of the border," he said. "With that said, we definitely believe carriers should be allowed to reposition their own equipment, unladen, from point to point in a foreign country."

Whether cabotage rules in both Canada and the US are due to be reworked, scrapped altogether or left unchanged, everyone can agree on one thing, that the rules need to be applied equally on both sides of the border. Baird said it would be unfathomable for a Canadian carrier to make point to point deliveries in the US with Canadian drivers and equipment. They'd be put out of business and lose their authority to operate in the US, he said, "so why is the Canadian government allowing them to do that?"

Drivers with evidence of carriers and drivers who are violating Canadian immigration and cabotage laws can call Border Watch at 888-502-9060. They can also report it to a CBSA investigation unit; a list of locations is available at [www.cbsa-asfc.gc.ca](http://www.cbsa-asfc.gc.ca). □



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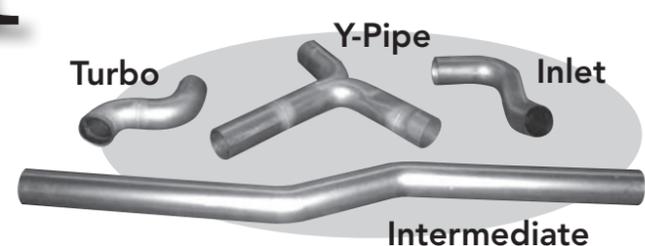
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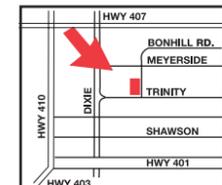
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**BORDER**

# All eyes on the economy: Stuck in the "worst of both worlds" right now

By Lou Smyrlis

**PHOENIX, Az.** – You know things can't be good when the experts have to turn to Hannah Montana lyrics to describe the current state of the economy.

Yet that's exactly what happened during the widely attended *All Eyes on the Economy* session at the American Trucking Associations' annual conference, held in Phoenix in mid October. Although association organizers had hoped the city's name would be symbolic of their industry's own resurgence from the ashes of two years of slumping freight volumes, downward pressure on rates and rapidly deteriorating profit lines, the best the experts could do was point to continuing difficulties.

Playing on the theme of Montana's hit song *The best of both worlds*, David Huether, chief economist, National Association of Manufacturers, said the North American economy remains stuck in the "worst of both worlds right now" with the most severe recession of the post-war era followed by an irritatingly slow recovery.

Bob Costello, chief economist with the ATA, put some sobering numbers behind Huether's statement. Historically, strong recessions have been followed by even stronger recoveries. For example, GDP was set back by 3.2% during the 1975 recession in the US but was followed by 6.5% GDP

growth during the recovery. The 1982 recession took a 2.6% slice out of the nation's GDP but the recovery posted a 7.7% gain. That pattern is not being followed this time, however. Although GDP declined by 4.1%, so far GDP growth has been a comparatively meager 2.6%.

Admittedly looking to remain positive, Costello said "I'm going to say the glass is half full... The probability is we are out of the woods but it will be sluggish growth ahead. I don't see growth above 3% till the last quarter of next year." He added that the chance of falling into a dreaded double-dip recession is about 25% right now. (Other economists, including Export Development Canada's Peter Hall have placed the likelihood higher, between 40% and 50%).

The North American economy did seem ready for a strong rebound during the final quarter of last year and the first quarter of this year, fuelled in large part by the large influx of stimulus spending conducted by both the US and Canada (and much of the industrialized world). So why has the rebound fizzled?

Consumers are a huge part of the US economy, comprising about two-thirds of GDP spending. But US consumer confidence has been on the decline since March. Consumer purchases of

services such as dining, insurance and travel, account for 48% of the US economy. Yet their purchases of such services right now is considerably below previous recoveries.

"Right now consumer confidence is a scary roller-coaster. The consumer is still operating as if we are still in recession," said Scott Krugman, vice-president of industry relations with the National Retail Federation, adding that dropping confidence is continuing into the start of the holiday season, which accounts for 30-40% of US retail sales. Retailers are already being forced into heavy markdowns to attract buyers.

Krugman forecasted a 2.3% gain in holiday sales for 2010. To place the gain in perspective, over the past decade a 5% gain in holiday sales was considered healthy. Discount stores stand to do well in this lingering malaise and, paradoxically, retailers tailoring to the luxury market, which is rebounding well.

"That leaves the department stores stuck in between. If everybody is discounting, how do you stand out?" Krugman asked.

Huether also pointed out that the US housing market, another major contributor to robust economic growth during past recoveries, is also off. House buying has risen only 5% this year.

A huge contributing factor has

been the continuing high unemployment levels in the US, which with the state governments now laying off thousands of workers, will likely climb above 10%, according to the ATA economic panel experts. Costello pointed out that so many jobs have been lost during the recession that it will likely take till the end of 2013 for the US economy to gain them all back.

"When unemployment is high, the probability of people buying new homes is quite low," Huether cautioned.

Manufacturing in the US has been particularly battered during the recession with production falling 17.5% and two million jobs shed. The sector, an important client for trucking companies, has begun its comeback with 8.5% growth so far and the recalling of workers. But most of those recalls were during the first four months of the year and job growth in manufacturing has been stagnant since.

"A pace of 2-3% growth is not enough for job creation," Costello said. It doesn't amount to much good news for trucking companies, many of which were hanging on by their fingernails hoping for a strong uptick in the economy to bring freight volumes back to life and bring a reprieve from the downward pressure on rates. Total tonnage fell by 16.5% over the

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recession. In the truckload sector, loads fell 24% peak to trough.

“No industry can handle that kind of decline,” Costello said.

Are there any bright spots? Remember, Costello did say he was taking a “glass half full” approach to his economic outlook. Costello pointed out that while credit conditions are not good, they are im-

proving. And for those companies with balance sheets strong enough to warrant easy credit, rates are at historic lows. Huether believes US business is sitting on \$1.6 trillion in cash reserves and is not spending due to the uncertainty in the marketplace. But that also means when the uncertainty is over there will be plenty of money

to invest in a resurging economy.

Looking specifically at trucking, Costello likes what he sees happening on the capacity front and believes it will drive future prosperity for the industry.

“We have never seen so much supply come out of this industry. It wasn’t easy to do but it is now starting to pay dividends. And

there is nothing to suggest that there will be a strong capacity influx. Government regulations (such as CSA) will also be taking capacity out of the system. I think this industry can do very well in this situation,” he said. “When we meet in Dallas next year, we will be on the cusp of some of the best years in trucking.” □

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## BORDER

### Timing of trucking rebirth remains elusive

By Lou Smyrlis

**PHOENIX, Az.** – Phoenix proved an apt setting for the American Trucking Associations' annual conference. The town's name signifies a rebirth from the ruins of the past, in much the same way that the large gathering of trucking executives who descended on the sun-drenched city are hoping to see a resurrection of their industry.

The industry is poised for a turnaround after two years of hardship but as ATA president Bill Graves reminded everyone in his opening address, the timing of that rebirth remains a question mark.

"The timing of that rise back to profitability, back to robust freight volumes, back to the need for new trucks and trailers, back to having headaches over where to find drivers – the timing of that anticipated recovery keeps eluding us," Graves said. "The timing of that moment has been speculated about for a good portion of the year,

and now seems destined to be sometime in 2011."

When the industry does re-emerge from its economic funk, it will be doing so during one of the most significant periods of transition since the deregulation days of the early 80s. Graves rhymed off a number of challenges ahead, including: CSA 2010, hours-of-service legislation, electronic logging, fuel efficiency standards, a yet to be determined new way to pay for infrastructure improvements, a transitional time of shifting to alternative power and fuel for trucks, continued assault on the independent contractor model, pressures to change the manner in which drivers are paid, and adapting to the nation's growing need for capacity.

Improving the road infrastructure has long been a key driver of ATA lobbying efforts and Graves warned that although the US president is saying all the right words, the political will may still not be there to push through the required investment. He pointed to president Barack Obama's recent push to spend \$50 billion on infrastructure projects and his statement that "all that is needed is the political will."

Graves said he couldn't disagree more.

"There is a reason why you can't do it, and it's called political expediency," Graves said. "The political will that's needed to get this done is stuck in a bottleneck, an old-fashioned political bottleneck that is the result of both political parties pandering shamelessly to voters – pandering the notion that one of the nation's most pressing problems, one of the key elements of our nation's ability to be economically competitive with the rest of the world can be solved by thinking outside the box or by using creative financing. That's really their way of saying that making a tough vote to raise taxes in support of infrastructure investment is less important than their own re-election."

World-class infrastructure costs money, Graves said, adding that anyone who claims privatization, securitization or monetization is the solution is missing out on the reality that all those strategies involve the collection of tolls and tolling is nowhere close to being as economically efficient as raising infrastructure funds through the fuel tax. And the former Republican Kansas senator had a warning for his Republican friends: "Tolling is not the Conservative solution for building roads and bridges."

Another issue worth watching, according to Graves, is legislation aimed at encouraging fleets to convert to natural gas. There is to be a vote in the US Senate this Nov. 17 on a bill that would provide financial incentives as a means to increase the number of natural gas-powered trucks on the road and to promote the build-out of natural gas refueling stations. In his own address later the same day, Daimler executive Martin Daum said financial incentives to encourage a shift to alternative fuels "is the only way to go."

"You see significant savings with alternative fuels. However, the downside is that the savings do not allow for the recovery of the high investment costs," Daum said, pointing out that government support would create the demand necessary to drive economies of scale that would eventually reduce production costs. □

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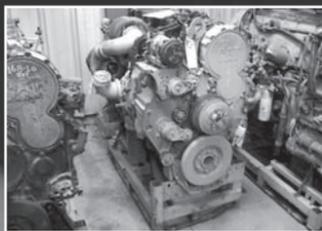
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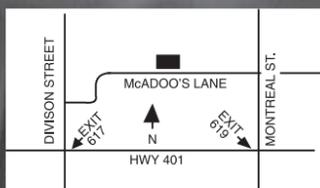
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**EAST**

# Eastern transport leaders mull future at APTA summit

**By Tom Peters**

**MONCTON, N.B.** – Technology at the borders will play a greater role in processing products moving in and out of the country, says Jason Proceviat with the Canada Border Services Agency.

“There are a lot of changes coming and there will be choices you will have to make,” Proceviat told delegates attending the Atlantic Provinces Trucking Association (APTA) transportation summit held recently in Moncton.

Specifically, eManifests will become the rule over the next year or so and the trucking industry moving product over the Canada-US border will have to comply.

Proceviat, with the CBSA’s eManifest stakeholder consultations and implementation division, was one of several speakers on a panel discussing the future of trucking – shippers and border views.

“Technology has been a blessing and a curse at the same time. Without it at the border we wouldn’t be able to do truck processing. Without, we would have to shut the border down,” he said, adding that it takes on an average about 30 seconds to process a truck. The curse is that technology sets big expectations. “Everything is about immediate gratification and we have to be cognizant of your needs, which is driving us to have technology to understand your issues.”

The implementation of sophisticated electronic systems has presented its challenges to the CBSA because the

agency can’t close the border to install the new technology.

The implementation of the technology for eManifests will be done in phases, Proceviat said.

As of Oct. 31, EDI clients or those who go through a service provider or send transmissions through Internet connections provided by the service provider will be required to provide cargo and conveyance data on a system matching or mirroring what US Customs and Border Protection now has in place.

In the spring of 2011, “we are going to be getting a portal that will mirror the US CBP’s ACE portal for small carriers that don’t have the means, or if they want to reduce costs they can use the portal to send a manifest which is a cargo and conveyance report,” Proceviat said.

“From the time the portal becomes available, there will be a one-year im-

plementation window or phase-in period and at the end of that period we will have a six-month period of informed compliance, but that means at the end of that one year it will be mandatory for everyone to provide electronic advance cargo and conveyance information,” he said.

Other members of the ‘cargo chain’ will also be included. Once the cargo carrier program is implemented and providing the cargo and conveyance “we are going to have freight forwarders who are involved in the provision of data, provide their data mandatorily. By 2012 we are looking to get all mandatory importer data in advance so there will be three different members of the trade chain that will have to provide us all their information at least one hour before all the cargo gets to the (marine) border and the land border,” he said.

The federal government has bud-

geted approximately \$400 million to implement the program.

David Bradley, CEO of the Canadian Trucking Alliance, said eManifests means another step toward automating the border.

“We’ll be able to submit what is now paperwork electronically. That way it can be checked prior to getting to the border and that should make clearance when you get to the border that much easier,” he said.

For the industry, Bradley acknowledged implementation won’t be cheap.

“You do have to invest in computer systems so that is why we are always pushing for the technological platform at least to be identical or similar to the US, so we don’t have two different systems going,” he said. “They have made some strides in that regard but it will really depend on each company. There is a lot of support for this program within the industry and, therefore, we will see the return on that investment.”

**Continued on page 17**

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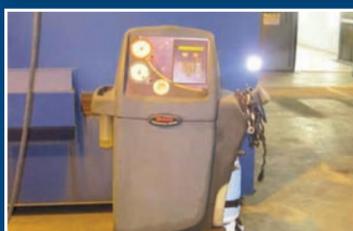
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EAST

# Shippers, truckers want closer ties

Continued from page 15

In other discussions on the future of trucking, shippers Andrew Oland, president of Moosehead Breweries of Saint John, and Matthew Bragg, vice-president, Oxford Frozen Foods in Oxford, N.S. both agreed the trucking industry is a key partner in their success and what they expect from the carriers is safety, dependable service and sustainability. They both said they continue to work closely with the trucking industry to understand the complex issues each face.

“We are responsible to our consumers, our customers and truckers. Our carriers understand our issues in getting product to the market,” Oland said. Going forward, both men expressed concern that continual contact between the shippers and carriers is an important issue, as is the issue of a driver shortage and the quality of drivers. Wes Armour, CEO and president of Armour Transportation Systems, said in a question and answer session, trucking is a complicated business and “we need support on rates to attract drivers.”

There was a suggestion from one delegate that carriers should be going after double-digit rate increases so they could be in a position to offer better wages and compensation to attract and keep drivers.

CTA's Bradley said in an interview that in central Canada and Atlantic Canada, while there is always a shortage of qualified people, “right now, because of where we are at in the recovery, there isn't a critical driver shortage. Out west it's a different story. Go to Alberta and Saskatchewan and they are having difficulty. But the reality is, given the age of our workforce, one of the oldest workforces in the country, we are not getting anywhere near our fair share of people under 25 coming into the business. It is just a matter of time and the demographics will ensure that we are going to have a chronic and extended driver shortage in the not too distant future.”

The environment and the future reduction of greenhouse gas emissions was another topic addressed by Lynda

Harvey, senior manager, Natural Resources Canada. She said the consumer is looking at manufacturing these days “with an eye toward a green footprint” and a spin-off of that will impact the trucking industry.

She discussed Canada's plan to reduce greenhouse gases by 17% by 2020 and the trucking industry's contribution to that reduction in the coming years with more efficient heavy-duty vehicles.

Harvey outlined a number of voluntary programs available that would help cut the greenhouse gas emissions and was pleased that the trucking industry was responding to these programs. One such program mentioned was offered by Nova Scotia. The program provides rebates to Class 8 carriers and owner/operators who purchase and install new equipment to upgrade tractors and/or trailers registered and plated in Nova Scotia. The province had \$1 million available and approximately \$700,000 was rebated at the time of her presentation. □

## Marine Atlantic kills reservation system

**ST. JOHN'S, Nfld.** – Marine Atlantic has suspended its maligned commercial vehicle reservation system. As of Nov. 14, reservations will no longer be required for commercial vehicles, Marine Atlantic announced. It said capacity issues and ferry reliability are to blame.

“The mechanical breakdown of the *MV Joseph and Clara Smallwood* in October once again highlighted the issues associated with aging vessels and insufficient fleet capacity,” said Marine Atlantic president and CEO, Wayne Follett. “Commercial reservations have significant benefits for our commercial customers and their clients; however, the approaching severe winter weather and the need to make the transition from the current vessels to the new fleet are important considerations. Therefore we have decided to suspend the commercial reservations system until the new fleet capacity comes on stream.”

The Atlantic Provinces Trucking Association (APTA) also withdrew its support from the reservation system at its recent annual meetings, recommending the ferry operator suspend the system until new capacity is in place.

“With the recommendation of the APTA and other industry players, Marine Atlantic will move to a first come, first served approach until the new fleet capacity is available,” said Follett, adding a reworked reservation system will be launched when capacity issues are addressed. □

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## EAST

## Economic outlook gets mixed reviews at APTA summit

By Tom Peters

**MONCTON, N.B.** – Although Canada's economic standing remains fairly strong following the global recession, its close trading relationship with the US still has a bearing on this country's economic future, according to Earl Sweet, BMO senior economist and managing director.

Sweet told delegates at the recent Atlantic Provinces Trucking Association (APTA) Transportation Summit in Moncton that the global economy is slowly recovering "from a deep recession powered by energy from Asia and some parts of Latin America."

But although he said North America has performed better than many of its European counterparts, his presentation was littered with cautionary comments about the US economic situation and Canada's ties to the American marketplace.

"Despite strong fundamentals in Canada, we are locked at the hip with the US," and despite Canada's financial strengths, it is heavily influenced by what happens in the US, he said.

Sweet added Canadian banks and financial institutions are in good shape, the country has a strong fiscal policy and Canada's labour force remains strong.

But he pointed out there will be challenges ahead. He anticipates a slowing of economic growth "as government stimulus is cut back" and he warned that as the Canadian dollar strengthens, with the upward trend expected to continue, Canada will move up interest rates ahead of American financial institutions which will not be good for manufacturers.

Other challenges he mentioned are the anticipated sluggish recovery in the US and the American attitude toward trade protectionism.

He also expressed concern for the latest housing foreclosure issue now under investigation in all 50 states.

There are allegations that US banks may have failed to review foreclosure documents properly or filed false information when foreclosing on properties.

"This is serious stuff. If banks have to buy back those mortgages, it could have serious implications for the overall economy," he said.

He countered that Canada's housing sector is "rock solid."

"Mortgages are very strong compared to the US and our household debt is underwritten by a strong Canadian banking system," said Sweet.

Canada's corporate balance sheet "is healthy" but there is a "huge amount of cash" on-hand, suggesting businesses are hanging on to their money rather than investing it.

Sweet said the overall global economy will grow about 4% this year and in 2011 with China and India ahead of that growth curve with growth rates of 10% and 7% respectively.

Canada, with its strong export commodities situation, will benefit from the Asian growth, he said.

Those countries have a strong middle class and are experiencing good internal growth "so that should keep the commodities demand strong and good for Canada," Sweet said.

That demand will also be good

for the trucking industry, which handles a large volume of imports and exports.

Industry officials attending the summit were encouraged with Sweet's overall message.

Wes Armour, president and CEO of Armour Transportation Systems, said what he heard was "quite encouraging."

"Obviously, as he indicated, the US has a big impact on our future here in Canada. But certainly this country looks to be in good shape and things look pretty positive. I don't think we are going to see huge growth real quickly but at least it is going to be positive growth," he said.

"In the trucking industry, our business depends totally on the how well the economy does. If our customers are busy, we are busy and if our customers are healthy, we are healthy. And the good part is it looks like the debt in Canada is manageable

for business and homeowners as well, so I think there are going to be some good opportunities here, particularly in this region."

However, Armour expressed concern about the strengthening Canadian dollar.

"That is a real fear. Looking at it from a position of greed, the stronger the Canadian dollar, the less we pay for our equipment and the less we pay for our fuel but if we don't have any customers because they are not able to sell in the US, then obviously that doesn't really matter because we won't have the volume to go there," he said.

"We have been through this with a high Canadian dollar before and it does have a major impact on Canadian manufacturers," he added.

Paul Easson, general manager of Eassons Transport in Berwick, N.S. said what he took from Sweet's presentation was "he thought that truck-

ing industry would be a good place to invest and that the future looks good for us. The only reservation he had was if we get a double-dip recession, that could be bad. But other than that I think he was positive on the Canadian trucking industry."

Like Armour, however, Easson was concerned about a strong loonie.

"I am very concerned. If it gets stronger it makes it harder for my customers, the manufacturers of goods who are trying to sell in the US. If they can't sell, I can't truck it."

Sweet's message, however, didn't hit a positive note with Jean Marc Picard, executive director of the APTA.

"I would say I was discouraged. It's not the news we were hoping for, obviously. Everybody is optimistic things are going to turn around but it seems it will take longer than anticipated, so that put a bit of a damper on everybody's perception of things. But it is the big picture and it might not reflect that way in Atlantic Canada, but it certainly is a good indication," he said. □

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## QUEBEC

# Is photo radar working?

After 12 months, speeding and accidents are down

**By Carroll McCormick**  
**MONTREAL, Que.** – Transport Quebec released its evaluation report on the first year of its 18-month photo radar pilot project this Oct. 20. The report concludes that photo radar has been effective in reducing speed and accidents, is accepted by the public and is technically and administratively manageable.

The report makes 51 findings, which are summarized in six areas. Here are some of the findings:

**Road safety:** There was a significant reduction in Highway Safety Code violations in the 15 locations that make up the pilot project: six fixed photo radar sites, three mobile photo radar police vehicles and six fixed installations that will photograph vehicles that run red lights. In the areas with the stationary photo radar, drivers reduced their speed by an average 12 km/h. Where police operate the mobile photo radar, drivers reduced their speed by an average 9 km/h. There was a 99% reduction in excessive speeding, a 63% reduction in speeding and an 83% reduction in red light violations. (There was, however, a 56% increase in rear-end collisions). There was also a 20-35% reduction in accidents across the 15 locations.

**Social acceptability:** Eighty per cent of the public support the use of photo radar, consider it to be effective in reducing speed and the number of accidents; 84% believe it is effective in reducing red light violations. The public shares the road safety objectives of the pilot project, which are to make drivers stop at red lights and to obey the speed limits.

**Organizational:** As set up, the way the pilot project was organized was considered satisfactory to the stakeholders, allowed the pilot project to be executed successfully and for it to continue operating.

**Operational:** The pilot project was able to manage the nearly 10,000 files generated every month from the 15 locations. That number breaks down to 1,181 mobile site files per month, 7,798 fixed site

files per month and 797 files at the red lights per month. Twenty-five per cent of the files were cancelled or rejected by the evidence-processing centre (this is where the information collected by the photo radar equipment is analyzed to check that all the necessary elements for a successful conviction are present). Twenty-five per cent of the violations were contested, but 95% of the drivers who fought their violations in court were found guilty.

**Technological:** The speed measurements are accurate. The stationary equipment monitored 92% of all the passing vehicles and the mobile equipment was able to monitor over 80% of the vehicles that passed. The report concluded that data was secure. The report did note that the technology is difficult to install, requires considerable expertise to operate, and requires regular maintenance.

**Financial:** It cost about \$250,000 to purchase and install the equipment. From the start date on Aug. 19, 2009 to the end of the fiscal year on March 31, 2010, more than \$6.1 million was collected and deposited into a Highway Safety Fund; this money is being used to fund road safety and road accident victim programs and measures, according to Transport Quebec. The overhead; ie., equipment, police, administration, runs to about \$75 per file. The report predicts that the project will be self-funding.

Passenger vehicle drivers were responsible for most of the traffic violations. Commercial truck drivers came out looking very good: they committed an average of just 40 violations per month, for a total of 360 in the first year.

Concerns by the trucking industry that tickets would end up at the doorsteps of trailer owners, not the tractor owners, seemed to have been addressed. Photographs of the front and rear plates are taken, and those taken of tractors are used to identify their owners; 19.7% of the heavy vehicle tickets were contested.

One feature of the pilot project is that the owner of a ticketed ve-

Continued on page 22



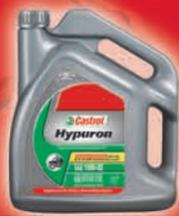
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## QUEBEC

## Truckers face few fines during Quebec's photo radar pilot project

Continued from page 20

hicle, if not the driver at the time of the infraction, can write in the name of the person who was driving it. On average, 11% of vehi-

cle owners did this, but for heavy trucks, this figure rose to 24%.

The report acknowledges that questions remain to be answered. They include: how photo radar sites can be

better chosen to be more effective; how an enlarged program should be organized to operate effectively in processing a larger number of files; and whether different equipment should

be considered for Quebec's particular environment. The report is available on the Transport Quebec Web site, in French. The pilot project will run till Feb. 18, 2011, or longer. □



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ONTARIO

# Is Ontario fleet optimism wavering?

**TORONTO, Ont.** – The majority of Ontario fleets responding to the Ontario Trucking Association’s Q4 Business e-Pulse Survey are still optimistic, but some are less optimistic than they were just three months before. The Q4 survey of 70 Ontario carriers shows 62% of respondents are optimistic about the trucking industry’s prospects for the next three months, an 11% drop compared to the Q3 survey.

More than a quarter of respondents said they were “unsure” what the fourth quarter would bring. The OTA says optimism may have peaked in the last quarter for the time being as economic growth slows to a crawl.

Sixty per cent of fleets surveyed said their freight volumes have increased compared to a year ago with 21% reporting increases greater than 10%. However, a softening of freight growth has been noted in the second and third quarters.

Just 36% of fleets reported southbound US freight volumes had improved over the past three months, making the southbound market the “weak link” in terms of volumes, the OTA reported. Of the four markets examined (southbound, northbound US, intra-Ontario and interprovincial), southbound freight growth is the weakest. In fact, 21% of fleets reported southbound volumes had decreased over the past three months.

Northbound US freight is the

strongest segment, with 52% of fleets reporting growth over the past quarter. Intra-Ontario and interprovincial freight appears to be softening, with 42% reporting improved volumes intra-Ontario (down from 56% last quarter) and 44% reporting volume improvements interprovincially (down from 53% last quarter).

Most respondents described the freight rate environment as “about the same” as in the third quarter. Forty-two per cent of carriers reported rate increases on northbound US freight and 24% said the rate improvement is improving for southbound loads.

The majority, 82%, say fuel surcharges are adequate but carriers continue to complain about shippers who take too long to pay their bills. Nineteen per cent of carriers reported credit availability is improving while 64% said credit conditions are about the same.

Nearly 75% of respondents reported capacity had either decreased or stayed the same as the previous quarter. The OTA concluded excess capacity remains a problem in some markets.

Fifty-four per cent of fleets said they will be hiring company drivers in the next three months, up 10% from the last quarter. Forty-two per cent said they will add owner/operators. Most fleets, however, will not be adding to their net fleet size. Just 44% of fleets indicated they would be adding tractors to their fleet. □



**GROUP EFFORT:** After collecting a record haul for the Caledonia Food Bank, volunteers posed for a group shot.

## KRTS helps break food bank donation record

**CALEDONIA, Ont.** – A record amount of food has been contributed to the Caledonia Food Bank as part of KRTS Transportation Specialists’ annual Honk for Hunger initiative.

Nearly 11,000 lbs of food has been contributed, thanks in part to Shaw Communications and Campbell’s Canada, who matched the total amount of food brought in by KRTS and the Honk for Hunger team.

Timing for the record-breaking food donation could not have been better, according to Dorette Allemang, manager of the Caledonia Food Bank. “I’ve never seen the shelves so empty,” she said.

The Honk for Hunger initiative was started by KRTS president Kim Richardson and his family several years ago, and has since turned into a friendly competition between KRTS and the Lions Club, which also holds a food drive annually.

“It is after events like Honk for Hunger in our community that I am so proud of the town my family and I live in, and equally as proud of the fabric of the people who make Caledonia their home,” said Richardson.

The pound-for-pound matching by Shaw Communications and Campbell’s Canada is part of the “Together is Amazing” initiative, which runs until Nov. 15.

“We may need to find them a trailer to store some of this food now that the shelves are filled,” Richardson joked after the event. □

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## OVER THE ROAD

## Taking stock of the past year and preparing for the year ahead

December already. Can you believe it? As another year draws to a close, many of us will be taking stock of the past year and planning for the next.

I visited the DriveTest facility here in London the other day and there was a tractor-trailer parked in front of the building along with a group of three drivers waiting to take their road tests.

I couldn't help but wonder what their expectations regarding their new career may be?

Who will orient them in their new careers? Will they receive ongoing training? How will they be treated in the first few months? The first few years?

Where will they be 10 years from now? Will they even make it past the first year? I certainly asked myself those questions 12 years ago.

Changing careers in mid-life is a traumatic experience. That experience has helped me to recognize that we never know exactly where our individual paths will lead us in this life.

Sometimes the years lay ahead of us like a strip of prairie highway on a clear day.

At other times that same road is covered in a thick fog blinding us to the opportunities and pitfalls that lay ahead.

As a 25-year-old, I never envisioned myself as a long-haul truck driver at age 50. So as I close out



## Over the Road

AL GOODHALL

another calendar year and move forward into my 51st, it's a great time to look at where I have been and where I am heading within the industry.

The big question is, can I make any long-term plans for the future in this day and age?

The idea of working for one company for a lifetime is no longer in the cards.

That was my expectation back in the 70s; a long and rewarding career with the same company, a comfortable 'middle class' life, followed by a comfortable retirement. Unfortunately I never took into account the fact that nothing in this life is permanent.

The best thing that ever happened to me is that my life was turned upside down in 1998 – although I did not think that it was such a good thing at the time.

The career I had planned through to retirement was over and I was left scrambling to find a new career, a new income, a new lifestyle.

That's the school of hard knocks. I graduated from that school into the trucking industry bringing along with me the knowl-

edge that change is imminent and the pace of that change is exponential as we move into the future.

So in the fall of 1998 I entered truck driving school and started my first job in the late winter of 1999. Trucking still possessed elements of the Wild West at that time.

Business was booming, drivers were in great demand, and the money was flowing pretty freely. Logbooks were a reality, but not a focus, and I was taught how to "manage" my book.

It was all about how many miles you could run in a week when I first started and the gravy train was never going to end. I always remember this line from my first year: "There's the ministry way and then there's the industry way." As I said above, change is imminent.

In the last 10 years I have experienced a huge shift in attitude and behaviour within the industry. I believe all of the changes we are seeing such as CSA 2010, the move toward mandating EOBRs, changes to HoS rules, and the move towards focusing on a driver's quality of life issues (health, fitness, home time, etc.) are driven by that shift in attitude.

That attitude shift is one towards safety and compliance on the part of enforcement agencies and carriers but too often it has

been presented to me at the end of a big stick and I have rarely been presented with a carrot that is worth chasing.

In other words, they're saying change your behaviour or I'll punish you.

A ticket, an audit, a new disciplinary plan, and so on.

Performance on the job is about job skills 15% of the time and about attitude, or behaviour, 85% of the time.

When it comes to adapting to change and modifying our behaviour, we all respond much better to the carrot than we do to the stick. I believe carriers are quickly waking up to this fact and the next 10 years have the potential to be very positive from a driver's perspective.

We have to play our part by communicating and criticizing constructively.

A driver's behaviour, attitude, and overall performance is by no means the sole responsibility of the carrier.

I'm ready for the new year and looking forward to it. How about you? □

– 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](http://Twitter.com/AlGoodhall).



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HEALTH

# Are you Vitamin D-ficient?

Winter weather is just around the corner. Soon you'll be bundling up in a parka and topping it with a hat, scarf and mitts every time you're unloading.

This wardrobe, along with fewer sunlight hours in a frigid outdoor climate, means that for the next few months your body won't be making much Vitamin D on its own. In Canada, this can affect your health.

Vitamin D helps the body in many different ways. It is most known for helping the body use calcium and phosphorus to build and maintain strong bones and teeth. However, it also builds the immune system, reduces inflammation, and maintains cell function.

Current research shows that adequate Vitamin D can help fight Types 1 and 2 diabetes, and some cancers (esophageal, pancreatic,



## Preventive Maintenance

KAREN BOWEN

colon and blood), as well as cardiovascular disease, autoimmune diseases (multiple sclerosis, osteoarthritis and rheumatoid arthritis) and infectious diseases (tuberculosis, seasonal flu and the common cold).

Too little Vitamin D can cause calcium and phosphorus levels in the blood to decrease, which causes calcium to be pulled out of your bones to help maintain stable blood levels. This can cause rickets in children, and softening of the bones (osteomalacia) or fragile bones (osteoporosis) in adults. Be aware, that the fol-

lowing conditions may hinder you from absorbing whatever Vitamin D you're getting: dark skin colour, obesity, or a physical inability to digest fats.

Certainly, Vitamin D is a unique nutrient because your body can get it two ways – either by producing it as a by-product of sun exposure, or through foods and/or dietary supplements.

The recommended daily intake for adults varies depending on the adult's age: Up to 50 years old, 200 IU per day; 51 to 70, 400 IU; and over 70, 600 IU. Even so, the Canadian Cancer Society recommends that 1,000 IU and even 2000 IU is considered acceptable for everyone over one year old. Excessive Vitamin D may be harmful because it is stored in the body, but this rarely happens in Canada. The side effects include nausea, vomiting, diarrhea, constipation and in severe cases can also lead to kidney stones and the calcification of other soft tissues

(heart, lungs and blood vessels).

Sunlight is the best source and it takes about 18 minutes of mid-day sun exposure every day for your body to absorb enough sunlight to produce the required amount of Vitamin D.

So, if you don't want a severe case of frostbite around Christmas, how can you get enough Vitamin D in winter? You probably won't get enough by eating more, since only these few foods are good sources of Vitamin D: fortified dairy products and breakfast cereals, and fatty fish such as salmon and tuna.

For this reason, around 80% of Canadians are low in Vitamin D during the winter. The Boston School of Medicine recently found that "healthy adults in the winter can barely raise their Vitamin D blood levels to what's considered healthy even when they eat fish once a week, take a multivitamin and drink a glass of milk every day."

Don't be discouraged. Just supplement your healthy diet with a concentrated form of Vitamin D, such as cod liver oil or another supplement. Certainly, be sure to read the label of the supplemental Vitamin D you choose because there are two types: ergocalciferol and cholecalciferol. Of these, cholecalciferol can be easily absorbed by your body; ergocalciferol cannot.

Even so, certain health conditions (cystic fibrosis, Crohn's disease, intestinal bypass surgery, epilepsy medication) may prevent your body from effectively absorbing Vitamin D from foods or supplements; consequently, it would be good to consider other options.

You could produce Vitamin D from artificial sunlight. One option is to use a tanning bed with medium-pressure lamps that generate UVB rays. As you know, many health experts are against going to tanning salons because of the risk of skin cancer. Yet, in the wintertime you can boost your Vitamin D level with little risk if the tanning bed puts out UVB from medium-pressure lamps only. (High-pressure lamps only put out UVA, which do not produce Vitamin D). UVB rays do not cause burns or even much of a tan, but do produce lots of Vitamin D.

Another option is to use a Serti Lamp. This lamp has been sanctioned by the US Federal Drug Administration as a viable Vitamin D producer, saying "they work very well for patients who have malabsorption syndrome." (Unfortunately, the special lights used to treat Seasonal Affective Disorder won't help your body produce Vitamin D because they don't emit UVB rays).

As a Canadian driver, you know that winter conditions can really affect your trip. They also impact your health. This season, boost your Vitamin D intake while you dream of next summer's sun, when you won't need to boost it any more. □

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

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# You've got a big heart. Can it hurt you?

The medical term for an enlarged heart is cardiomegaly. A common misconception is that an enlarged heart is a disease on its own but in fact it is only a symptom of another disease or condition. There are many reasons for having an enlarged heart which include high blood pressure, heart valve disease, weakness of the heart muscle and congenital heart defects, just to name a few. The symptoms of an enlarged heart vary from person to person. In some people, an enlarged heart does not cause any signs and symptoms while others may experience breathing difficulties, dizziness, abnormal heart rhythm, swelling, chest pain and severe cough.

The complications that arise due to an enlarged heart mainly depend of which part of the heart is affected as well as the underlying cause. By far, the most serious type of enlarged heart involves the left ventricle, which may lead to heart failure. Heart failure occurs when the heart can no longer pump sufficient amounts of blood to meet the demands of the body. As a result, the muscles of the heart eventually weaken and stretch to the point where the heart can not pump blood efficiently throughout the body.

Blood clots are also a concern with an enlarged heart. Small blood clots that form in the lining of the heart may travel to other parts of the body causing complications such as strokes or pulmonary embolisms, both of which can be life-threatening.

Some rarer forms of enlarged hearts can lead to disruptions in the heart's beating rhythm. It may cause the heart to beat either too fast or slow. Unfortunately, both of these scenarios may result in cardiac arrest or sudden death.

As with most medical conditions, it is much easier to treat an enlarged heart when it is detected early. Thus, it is important to consult your physician if you have any concerns about the functioning of your heart.

If your physician feels that you are experiencing heart problems, they will perform specific tests to determine if your heart is enlarged and to find out the underlying cause of your condition.

A chest X-ray is often the first test ordered as it will display the condition of your lungs and heart. Next, your physician will order an electrocardiogram. This test is designed to monitor the electrical activity of your heart. The results of this test will allow your physician to identify heart rhythm problems and damage to your heart from previous heart attacks. An echocardiogram may also be performed, as it is an important test for diagnosis and monitoring an enlarged heart. This test uses sound waves to produce a video image of your heart in order to assess your heart valves and efficiency of your heart. Finally, your doctor may order a CT scan, MRI and/or blood tests in order to better diagnosis your condition.

As you may have guessed, treatment of an enlarged heart focuses on correcting the underlying condition. Usually, the first line of treatment will include medications to treat heart failure symptoms, including diuretics, beta-blockers and ACE inhibitors. If medications are not sufficient, surgery may be necessary. Surgery to fix valve problems and regulate heartbeat is often required. If all else fails, a heart transplant may be the only option. How-

## Back behind the wheel

DR. CHRIS SINGH



ever, the waiting lists are very long as there is a shortage of donor hearts.

Although it is impossible to completely prevent your heart from enlarging, there are a few things you can do to decrease your chances. Having a healthy lifestyle, which includes a proper diet and exercise is a good place to start. Specifically, avoiding tobacco smoke and excessive alcohol will also decrease your risk. Finally, try to sleep between six to eight hours each night.

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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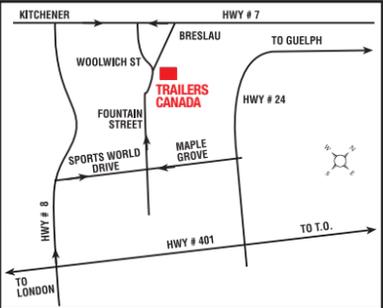
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Year two of Ontario's Long Combination Vehicle (LCV) pilot project will wrap up at the end of November. So far, there have been 16,800 trips covering 5.3 million kilometres in Ontario without an accident or major violation. Seventy-six permits have been issued to 38 carriers in Ontario. The Ministry of Transportation will evaluate the program over the winter and determine whether to extend it in 2011.

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OPINION

# Finding a work-life balance that works

If you're wondering what's on the minds of trucking company executives these days, "driver shortage" is back on the list of what's keeping them awake at night. Carriers who were asked by the American Transportation Research Institute (ATRI) to outline their top concerns ranked it number five. Other fleet bosses believe we're in a crisis situation, facing a shortage of unprecedented proportions.

With the exception of the past couple of years when the recession pushed it into the background, trucking has been citing "driver shortage" as a critical issue for decades, so what's got the top dogs so riled up this time?

They cite increased freight demand and anticipated changes to the US hours-of-service that could shorten driving time, and some say that CSA 2010 could have a "catastrophic" impact by making as many as 200,000 current drivers unemployable.

ATRI also asked industry leaders what their proposed strategies are for dealing with the issues, and to my mind, what carriers say about their plans for fixing the problems provides some insight into why some issues remain on the list, year in and year out.

The top strategies for dealing with the driver shortage this time around are to: evaluate the competitiveness of driver pay and benefits to bet-



Voice of the O/O

JOANNE RITCHIE

ter compete with other professions; address quality of life concerns by developing programs that advance work-life balance; and engage in high-profile marketing and recruiting efforts to get more people interested in the industry.

Sounds good so far. The first two – addressing driver pay/benefits and work-life balance – are pretty high on the list of just about every driver out there too. In fact, "better money" and "better benefits" remain the top reasons why close to 85% of Canadian drivers would switch carriers, according to a recent driver satisfaction survey.

So, where's the money? I haven't talked to too many drivers lately who've been offered a raise. Of course, carriers don't actually say they're going to pay drivers more – they're just going to evaluate pay and benefits in other sectors. But here's what really gets me: they single out the construction industry, which is, in their eyes, their biggest competitor for jobs. A seemingly innocuous point, perhaps, but it speaks volumes about where some carriers' heads are when it comes to understanding why they might have

trouble filling their seats with good drivers.

Trucking's competition is decidedly not a single industry sector. Almost every sector of the economy is facing shortages as the population of the industrialized world grows older, and peoples' attitudes and expectations toward jobs and work change.

We have a handful of enlightened carriers in this country who are brilliant when it comes to dealing with their human resources, but by and large, I think trucking is slow to truly understand how profound an impact demographic changes have on our industry. And that's hampering their ability to attract, motivate, and retain good employees.

For example, we're in the unique position in Canada of having four generations in the workforce at the same time, and each of these generations has different attitudes and values with respect to work and life.

Good employers – trucking companies included – need to understand what workers from each of these groups want from a job, what they want from their boss, what the consequences are if the organization doesn't deliver.

Work-life balance issues are – and have been for ages – a significant concern for truck drivers, and if the light is finally coming on for carriers, well, hallelujah.

The *National Study on Balanc-*

*ing Work, Family and Lifestyle*, a ground-breaking 2009 study on work-life issues commissioned by Health Canada, examines myths surrounding work-life conflict. One of these is that helping workers find work-life balance is something "nice" employers do for their employees, and has little to do with the bottom line.

Not so. People who can't balance work and life have lower levels of job satisfaction, they're less committed to their organizations, and less loyal. They report higher job stress and they're more likely to be absent – just not show up – at the desk or at the loading dock. Only recently have experts been able to put a dollar figure to all of this; just the incremental increase in absenteeism because of not being able to balance costs Canadian companies over \$4 billion a year in direct costs.

Understanding how imbalance manifests itself in truck drivers, then aggressively seeking ways to improve the quality of life for commercial drivers, is not only a key recruitment and retention strategy (as the ATRI respondents see it), it makes sound business sense.

The fact that carriers are finally looking at driver pay and benefits, as well as quality of life issues, as possible strategies for attracting people to the job is encouraging. A supportive work environment, a decent wage, and a good work-life balance: these are the kinds of things that are going to attract people into the industry.

But unless they get the first two right, the third strategy – high profile marketing and recruiting – will be all for naught. A glitzy advertising campaign might successfully lure individuals into the industry before they choose alternate career paths, but if the job doesn't measure up, they simply won't stay, and "driver shortage" will be back on the list next year too. □

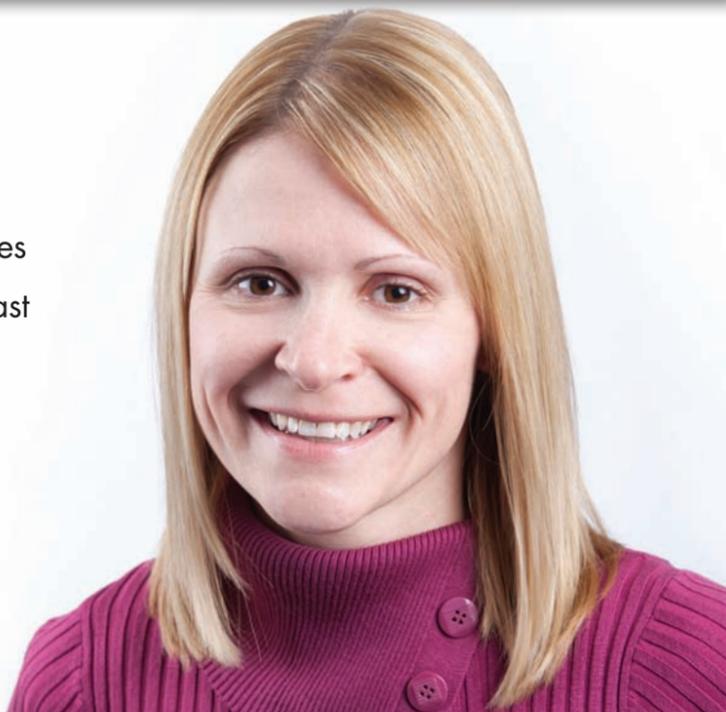
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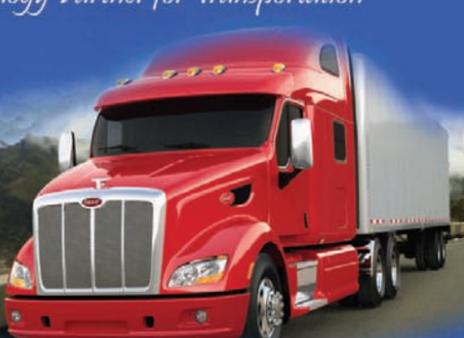
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**FLEET NEWS**

## Lodwick Transport, Road Link Xpress honoured by Lakeside Logistics

By James Menzies

**OAKVILLE, Ont.** – In its continuing effort to green the supply chain, 3PL Lakeside Logistics named Lodwick Transport its Vision Green Carrier of the Year.

The award, now in its fourth year, was presented during recent Carrier Appreciation Night festivities at Lakeside's Oakville headquarters. Accepting the award was Lisa Vegso, business development executive with Lodwick.

"We continue to work internally to decrease our own carbon footprint... but it is fair to say that our biggest progress has been with you, our carriers," said Susan Moore, director of sustainability with Lakeside Logistics, noting Lakeside itself became carbon-neutral in 2007. "Back in 2007, we had 17 SmartWay carriers hauling 9% of our miles. Today, we have 100 SmartWay carriers hauling over 40% of our miles."

Lakeside's goal is to move 50% of its customers' freight using SmartWay carriers in 2010. Moore also noted Campbell Soup, one of Lakeside's largest customers, became a SmartWay shipper this year. Joining the US EPA SmartWay Transport Partnership is not a requirement for Lakeside Logistics carriers, but it is strongly encouraged. Lakeside works closely with its carriers to help them achieve SmartWay status. This year, 10 fleets were shortlisted for the company's Vision Green Carrier of the Year award, each of them members of the SmartWay program.

Lodwick Transport received the nod because it took several steps to significantly lower its emissions, including



**BEST OF THE BEST:** Road Link Xpress won Carrier of the Year. Accepting the award from Lakeside's Jeff Moore was Raj Dhaliwal (middle) and Peter Sandhu.

adding auxiliary power units (APUs) to its fleet, a move that saw the company reduce its idle-time by 85%.

"In addition, they have a comprehensive driver program that is based on open communication and recognition for those that do a great job," Moore said. "Poor performers are coached through open dialog sessions and education and they have seen these drivers significantly improve their miles per gallon ratings after adopting fuel-efficient driving techniques."

Meanwhile, Road Link Xpress was named Lakeside Logistics Carrier of the Year. Jeff Moore, managing director of Lakeside Logistics made the presentation, noting all Lakeside carriers were evaluated using a complex formula involving wide-ranging criteria. "It's not just who we like the best," he said. The award was accepted by Road Link Xpress co-owner, Raj Dhaliwal and dispatcher, Peter Sandhu. □

## Robert orders 180 LNG-powered Petes

**BOUCHERVILLE, Que.** – Robert Transport has placed an order for 180 Class 8 Peterbilt trucks fueled by natural gas.

The significant order comes in partnership with Gaz Metro, which will be installing three refueling sites along the 401 corridor between Quebec City and Mississauga, Ont. The trucks will be powered by Westport HD's 15-litre GX engine and will run off liquefied natural gas (LNG).

"This is the single largest order for LNG Trucks powered by Westport HD," said David Demers, CEO of Westport Innovations. "It's evidence

that natural gas is gaining momentum as a mainstream transportation fuel in Canada. With the imperative to reduce GHG emissions from heavy-duty transport and the Quebec government's incentives, companies like Robert Transport and Gaz Metro are helping deploy natural gas transportation solutions to help reduce emissions."

"Operating natural gas trucks helps reduce one of our largest input costs and reduces our carbon footprint," added Claude Robert, president and CEO of Robert Transport. "This is a win-win for both the environment and our company." □

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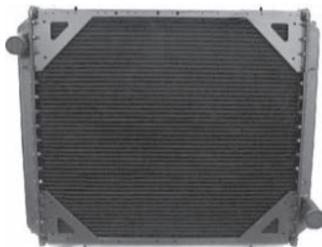
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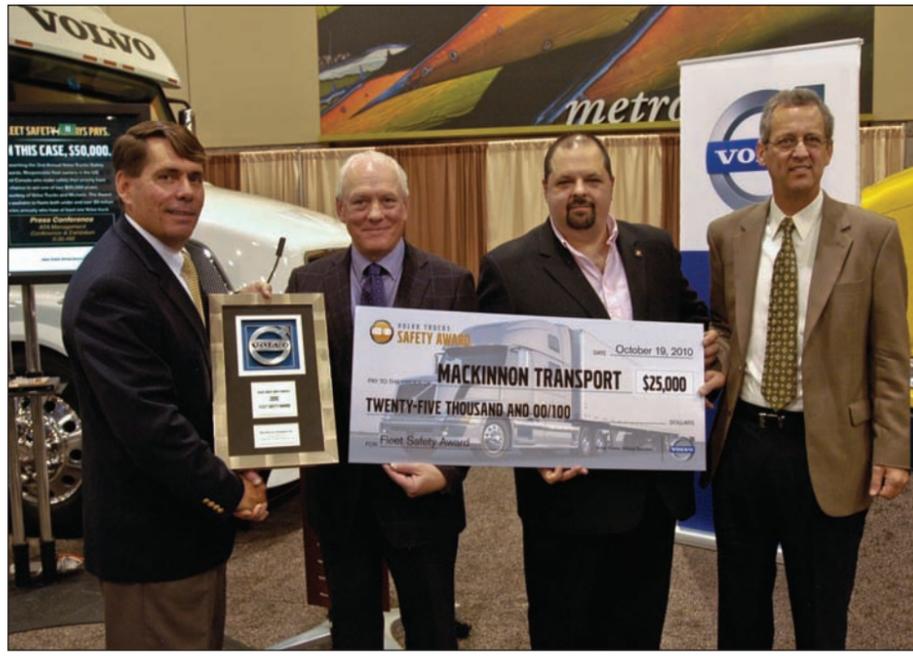
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**SAFETY PAYS:** MacKinnon Transport was named winner of the Volvo Trucks Fleet Safety Award. Pictured are (l-r): Ron Huibers, Volvo; Evan MacKinnon and Rick Miller, MacKinnon Transport and Tim Fulton, Michelin.

## Mackinnon wins Volvo fleet safety award

PHOENIX, Az. – MacKinnon Transport has been named winner of the second annual Volvo Trucks Safety Award, the second Canuck fleet to win the award in as many years.

Winning in the small fleet category was US-based Upper Lakes Foods.

“I am proud to say that our industry has continued to invest in safety – even during the difficult economic times we have been through recently,” said Ron Huibers, Volvo senior vice-president, sales and marketing. “As it is at Volvo Trucks, safety is an integral part of the corporate cultures at both MacKinnon Transport and Upper Lakes Foods, and that doesn’t happen without consistent, sustained effort at every level.”

The award was co-sponsored this year by Michelin. Volvo’s safety award looks at all nominated US and Canadian fleets with at least five units and measures their accident frequency rates using US DoT data. Two awards are given – one for fleets accumulating more than 20 million miles (MacKinnon) and one for fleets running less than 20 million miles (Upper Lakes Foods). Last year, Bison Transport won the award for fleets running over 20 million miles.

MacKinnon Transport, based in Guelph, Ont., runs 270 trucks and in 2009 had zero recordable accidents during 25.2 million miles of opera-

tions, Volvo announced. MacKinnon credits a safety program that begins with hiring quality drivers and then giving them comprehensive training and support. The company says it rigorously maintains its vehicles and applies operational standards to the fleet and safety equipment. It’s also a user of electronic on-board recorders.

“The culture at MacKinnon Transport is a safety-first attitude,” said Evan MacKinnon, president and CEO. “In addition to the various safety programs and procedures we have in place, everyone is encouraged to speak freely if they’re aware of something that could be unsafe. It’s one of the key reasons why we’ve been able to attract and retain such a great group of people – including drivers. The safety features that are in the Volvo truck are really second to none, and we have a lot of drivers who want to drive a Volvo for that reason. We wouldn’t win an award like this without a company-wide commitment to safety. And our drivers are at the forefront of that commitment.”

Upper Lakes Foods is based in Cloquet, Minn. and operates 42 trucks. In 2009, it had no recordable accidents while travelling 2.9 million miles.

MacKinnon and Upper Lakes Foods both receive \$25,000 to spend on their respective safety programs. □

## Bruce R. Smith exits creditor protection

MISSISSAUGA, Ont. – Bruce R. Smith, a large Ontario-based flatbed and reefer fleet with a storied 60-year history, has emerged from bankruptcy protection thanks to a cash injection from Ron Tepper’s Tepper Holdings Inc. (THI Group).

On Oct. 27, the company emerged from Canada’s Companies Creditors’ Arrangement Act (CCAA) protection and management says it is now looking to put the recession behind it.

“Like many carriers, we have had a tough go the past two years and it has taught me how valuable our 60-plus years in this business really is,” said president and CEO John Smith. “I owe a lot to our seasoned team and our long-standing customers who have stayed with us through these turbulent times. I am pleased to announce that we are back on our feet and have a solid footing thanks to the agreement with the THI Group.”

Bruce R. Smith went into bankruptcy protection in the fall of 2009. It has since restructured its business and affairs.

Tepper said he was happy to help.

“We are pleased that John Smith will actively continue his historical role as president and CEO of Bruce R. Smith,” Tepper said. “He knows his business best and has done a great job of maintaining the relationships necessary to guide the company through gruelling conditions. What we and the members of the THI Group have brought to the table is considerable financial stability and additional resources that will make it possible for John to successfully grow the business for generations to come. I am excited about what we can accomplish with our combined talents.” □

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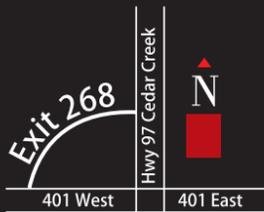


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## AERODYNAMICS

# Skirt shopping



**A short skirt may get your motor running. But does more ground clearance mean less fuel savings?**

**By James Menzies**

**TORONTO, Ont.** – When passing time on a recent drive between Boise, Id. and Seattle, Wash., Sean Graham noticed a surprising number of trailers with side fairings, and so he decided to keep count. The final tally revealed more than 10% of the 200 trailers he counted were fitted with side skirts. The findings of this interesting, if highly unscientific, study surprised Graham. But maybe it shouldn't have. After all, he's president of Freight Wing, one of the industry's largest suppliers of trailer side skirts, which now has about 10,000 units on the road with sales up threefold over the past year.

"The interest in aerodynamic trailers has increased tremendously and our sales volumes have really just skyrocketed this year," Graham says. "I think we've reached a critical mass and a tipping point in the industry where you now see them out there. You get on the highway these days and it's no longer surprising when you see a truck with an aerodynamic trailer rolling down the road."

Freight Wing was one of the first manufacturers to introduce trailer side skirts about seven years ago. While the premise remains the same – to keep airflow from tumbling underneath the trailer where it interferes with tanks, axles, tires and the like to create drag – the technology has evolved. And a whole lot of competitors have since sprung up with their own versions of the device, each with their own designs and fuel-saving promises.

Currently, trailer side fairings typically are constructed from three types of material: aluminum; plastic; or fiberglass. Each has its strengths and its fans.

"Aluminum works great for a lot of fleets, as long as you don't run into things," Graham says, noting Freight Wing's first side skirts were made from aluminum. "Some fleets can control their equipment pretty well and for an owner/operator that can really take care of things, aluminum works great. Larger fleets with trailer pools where they're

never sure who's going to pull them tend to see less favourable results with aluminum."

Today's version of the Freight Wing Aeroflex side skirt is constructed of automotive-grade plastic, like you'd find on a car bumper. The material is flexible when impacted from the side and also from the bottom, allowing the device to ride closer to the ground for greater fuel savings.

"Plastic wears quite well, even when it's dragged over obstacles such as railway crossings," Graham says. "It won't delaminate. A little bit of material along the bottom edge will get scraped off, but you're not going to wreck it."

Fiberglass fairings, while able to withstand side impacts reasonably well, tend to become frayed and delaminate along the bottom edge when dragged over obstacles, Graham points out.

Customers have their own opinions as well. Wayne Scott, senior director of transport maintenance with grocery giant Loblaw, said he favours fairings made of thermoplastic composites such as Ridge Corp.'s Green Wing, because they are easy to repair.

"They're very durable and easy to repair if they do crack," he says of Green Wing fairings as well as

Transtex Composite's MFS skirt, both of which are used by Loblaw. "You can use an iron from home to put a patch on it; there's resin in there that will melt with the heat. With the other ones we've tried, which are made of aluminum, you end up having to replace a whole panel."

Silver Eagle's Aero Saber skirt is one such offering that's constructed of aluminum. While it may be damage-prone, Scott said it does have its advantages.

"We tried some Silver Eagles more because of ground clearance than anything," he said. In fact, Silver Eagle says its aluminum skirts ride 18 inches off the ground, providing more ground clearance than any other offering in the market, and it comes with a limited lifetime warranty, which should provide some peace of mind about damage. While the ground clearance may be welcomed – especially in Canada where snow and ice can accumulate in truck yards and around loading docks – it can also limit the fuel-saving potential of the device, Graham contends.

"Our research and development wind tunnel testing clearly demonstrated that the closer you can get the fairings to the ground, the more fuel they save," he says.

In SAE track testing, Freight Wing found its older-style aluminum fairings with 16 inches of ground clearance yielded a 4% fuel savings while its new Aeroflex product that rides just eight inches off the ground delivers a 7% fuel savings.

SAE-approved fuel testing methodology, such as that employed by FPInnovations during its well-known Energotests in Blainville, Que., has validated the fuel-saving claims of trailer skirt manufacturers. The 2008 version of Energotest found trailer skirt systems from Freight Wing and Transtex Composite provided 7.5% and 7.4% fuel savings respectively. But those track tests are conducted entirely at highway speeds and don't account for stop-and-go traffic or other low-speed situations.

"A fleet that's doing local deliveries and never getting over 30 mph is not going to see the same results," Graham admits, noting most line-haul fleets will realize a 5-6% fuel savings overall.

Loblaw's Scott suggests fleets focus on line-haul equipment when choosing to retrofit trailers. His company is retrofitting about 100 of its trailers with fairings this year, but "not all of our vehicles will get them," he notes. "Some of our vehicles only average 25-30 mph. You can't get up to road speed between Milton and Pickering between 7 a.m. and 5 p.m., so we've selectively picked lanes that will best suit that type of technology. For the vehicles going in and out within a 50-mile radius of the distribution centre, they don't have any value – there's no wind resistance at 30 mph. But for our vehicles that are going from Toronto to Sudbury and Sault Ste. Marie, they make perfect sense."

With the driver shortage and capacity crunch that so many are predicting is just around the corner, some progressive fleets are even using side fairings as a creative way to attract and retain owner/operators.

"I have worked with some owner/operator fleets that have been pretty progressive and have come



**GREATLY IMPROVED:** Early generation trailer skirts were damage-prone, but new versions like this Freight Wing Aeroflex fairing are flexible and will normally bounce back into place.

**Continued on page 36**

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**AERODYNAMICS**

**Trailer skirts deliver real savings**

Continued from page 34

to us wanting to implement aerodynamic trailers simply as a driver benefit," Graham says. "We have worked with fleets that are 100% owner/operators, so the fleet itself doesn't pay for any of the fuel and it's no benefit to their bottom line to implement, yet they've gone forward and put aerodynamic fairings on trailers simply as a benefit to their drivers, because it can make a significant difference to the bottom line of an owner/operator."

That's a theory that some owner/operators have figured out on their own. While the large fleets that are spec'ing and retrofitting trailers with aerodynamic fairings are the most visible, the potential fuel savings have not been lost on owner/operators like Greg Decker, owner of Triple Decker Transport, which is leased to Caneda Transport.

He says his tractor wasn't living up to fuel economy expectations and when his 2008 fuel spend topped \$100,000, he turned his attention to the trailer.

He purchased a set of Windyne Flex Fairings for his Utility trailer and saw his fuel mileage climb from 6.26 US mpg in the four months prior to the installation to 6.82 in the four months immediately following the purchase - an 8.94% improvement. Decker says he also switched to low rolling resistance tires and reduced his top speed to

62 mph, so the side skirts may not deserve all the credit, but they were certainly a major contributor to the mpg improvement.

Decker predicts a payback of less than one year. Decker is so impressed with the system he recently provided a demonstration to the Alberta Motor Transport Association.

Decker has a Canadian winter under his belt with the new fairings and said snow and ice accumulation was a problem only once. Most of the time, he says, snow can be removed from the fairings with a simple tap with the tire thumper.

When skirt shopping, there are many things to consider, including weight, ground clearance, durability and ease of installation and repair. Decker chose the Windyne system because it didn't interfere with his tire carrier and toolbox. Some systems consist of multiple panels, which make repairs easier and less costly than replacing the entire system, but may break apart and look flimsy at highway speeds. It's also a good idea to inspect the brackets that hold the fairings in place. Are they durable, yet flexible?

Once you've installed a system, Graham suggests inspecting trailer fairings as part of the normal trailer inspection process, looking for loose fasteners and damaged brackets. For the most part, trailer fairings should be worry-free. □

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## AERODYNAMICS

# The quest for fuel mileage

O/O Greg Decker describes the journey that led him to investing in trailer skirts

We bought our current truck in August 2007. When we picked this truck up we were told it should get 7-7.5 US mpg. I did not think that was practical so I planned on averaging 6.5 US mpg. We were very disappointed by only getting a 5.76 average (\$79,000 in fuel) after the first 118,000 miles. This prompted an immediate desire to improve the fuel mileage.

The first step was purchasing Air-Tabs and Eco-Flaps for the truck and trailer. I did not believe the claims from these manufacturers for big fuel economy gains but I did see the other benefits including reducing road spray and less snow

accumulation in the trailer gap and on the doors. We also switched to synthetic oil in the engine with the knowledge that the side benefits of reduced engine wear would outweigh any potential fuel economy gains. We then switched the truck from Michelin XDN2 tires to Bandag Fuel Tech Retreads and the trailer to Michelin XT-1 Tires. These changes improved our fuel mileage average to 5.93 US mpg for the next 134,600 miles. I was still not satisfied, so I began researching trailer fairings.

I spent approximately nine months researching aerodynamics as I was convinced that fairings



**AERO TRAILER:** Greg Decker pulls a Utility trailer with Windyne Flex Fairing side skirts he retrofitted last year.

were nothing more than an aerodynamic device. When I started my research I knew basically nothing about aerodynamics except that the smoother something was, the better airflow you could expect, so our trucks have always had a full fairing package to cover the fuel tanks and batteries. I spent countless hours reading aerodynamic studies from organizations such as NASA and

some other organizations. I do have to admit that reading aerodynamic studies is a perfect way to put yourself to sleep!

From this research I knew that the best possible outcome would come from covering as many of the airflow hindrances as possible (ie. landing gear, fuel tank, tool box and spare tire).

With this in mind, I reduced the list of fairing manufacturers down to two: Windyne Flex Fairings and Laydon Composites. I was in Toronto, so I went to Laydon Composites and examined their design and saw the benefits, but the drawbacks were that I would lose my tool box and have to reorient the tire carrier (to be oriented with the trailer length and not sideways as is common) to allow access with the wheels slid back and then have to climb under the trailer to get my spare tire out. This did not thrill me at all.

The bigger effect was going to be the financial impact that if I slid the wheels back, I was going to open up a gap between the fairings and the wheels, thereby negating a substantial portion of my potential fuel mileage improvement. Since we are SmartWay partners, I found Windyne on their Web site and contacted them. Windyne was conducting a "meet'n'greet" on the US Eastern Seaboard so I arranged to meet their truck and representative so I could examine their product. I was blown away. The fairings slid with the wheels, flipped up against the trailer allowing under-trailer access and in my opinion, the aesthetics were excellent.

We talked price with Windyne and the US\$4,600 was definitely a sticker shock. But I have learned my lesson that you are better buying quality once instead of "cheap" multiple times. I was concerned that I would not get Windyne's SAE Type II savings of 6.86% so I planned on getting a 5% improvement when we purchased the fairings.

The fairings soon proved that 6.86% was too low and I was experiencing an 8.94% improvement.

Since then, I have begun sharing my "real-world" experience with the industry and media.

Using my 8.94% savings, fairings reduced our fuel bill by \$1,753 in the last three months (July 1-Sept. 30).

Since I saved \$1,753 in my last quarter, the savings on an annual basis have risen to approximately \$7,000 from \$4,400 last fall. This has reduced the payback time to about nine months. This is at the current price of diesel and who actually expects it to stay at this level and not go higher? □

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OEM/DEALER NEWS

By Lou Smyrlis

WASHINGTON, D.C. – Heavy- and medium-duty trucks in the US are about to get cleaner and more fuel-efficient. The first national standards to reduce greenhouse gas (GHG) emissions and improve the fuel efficiency of the workhorses on US highways were announced last month by the US Environmental Protection Agency (EPA) and the US Department of Transportation's National Highway Traffic Safety Administration (NHTSA).

EPA and NHTSA are proposing new standards for three categories of heavy trucks: combination tractors, heavy-duty pickups and vans, and vocational vehicles. The categories were established to address specific challenges for manufacturers in each area. For combination tractors, the agencies are proposing engine and vehicle standards that begin in the 2014 model year and achieve up to a 20% reduction in CO2 emissions and fuel consump-

# A new standard is set

## US unveils much-anticipated fuel economy standards for medium, heavy trucks

tion by the 2018 model year.

For vocational vehicles, the agencies are proposing engine and vehicle standards starting in the 2014 model year that would achieve up to a 10% reduction in fuel consumption and CO2 emissions by the 2018 model year.

The Obama government already has set new rules for cars and light trucks requiring 35.5 mpg by 2016 and proposed as high as 62 mpg by 2025.

The national program, announced jointly by EPA Administrator Lisa P. Jackson and Transportation Secretary Ray LaHood, is projected to reduce GHG emissions by nearly

250 million metric tonnes and save 500 million barrels of oil over the lives of the vehicles produced within the program's first five years.

Calling it a "win-win-win" for the environment, businesses and the American consumer, LaHood said through the new fuel efficiency standards "we will not only reduce transportation's environmental impact, we'll reduce the cost of transporting freight."

Jackson said the proposed regulations provide a steady improvement in fuel efficiency aimed at quick payoffs.

"In addition to cutting greenhouse gas pollution, greater fuel

economy will shrink fuel costs for small businesses that depend on pick-ups and heavy-duty vehicles, shipping companies and cities and towns with fleets of these vehicles. Those savings can be invested in new jobs at home, rather than heading overseas and increasing our dependence on foreign oil," she said.

Overall, NHTSA and EPA estimate that the heavy-duty national program would provide \$41 billion in net benefits over the lifetime of model year 2014 to 2018 vehicles. With the potential for significant fuel efficiency gains, ranging from 7-20%, drivers and operators could expect to net significant savings over the long-term, the agencies say. For example, it is estimated an operator of a semi-truck could pay for the technology upgrades in under a year, and save as much as \$74,000 over the truck's useful life. Vehicles with lower annual miles would typically experience longer payback periods, up to four or five years, but would still reap cost savings.

EPA and NHTSA are providing a 60-day comment period that begins when the proposal is published in the Federal Register. The rules, with whatever changes are made following this comment period, are expected to be final next summer.

Initial industry reaction was mainly positive. The following is a statement from the American Truck Dealers: "Dealers support improving fuel economy for medium- and heavy-duty trucks," said Kyle Treadway, chairman of the American Truck Dealers (ATD) and owner of Kenworth Sales Company in Salt Lake City, Utah. "To its credit, the administration clearly is attempting to tailor its mandates to specific vehicle subclasses and to each manufacturer's unique production. Compliance flexibility will be essential to the national truck fuel efficiency program's success and its ability to prevent an unworkable patchwork of state-by-state mandates."

Truck and engine manufacturers did not appear fazed by the new requirements.

"For some time now, Cummins has advocated for consistent and responsible regulations that recognize the needs of business, offer clear direction and provide incentives to companies that create innovative technologies as well as jobs in this country," said Cummins engine business president Rich Freeland. "Such regulations also add real value to our customers, as better fuel economy lowers their operating costs while significantly benefiting the environment. We look forward to working with the EPA, DOT and other stakeholders in developing the final rule."

But while manufacturers felt the fuel efficiency targets were attainable, there was some concern about the reporting burden this may place on OEMs. In a meeting with media, Navistar chairman, president and CEO Dan Ustian said "What we worry about is not that it can't be done, it can be met easily. We worry about the measuring device and the work to prove it will be a burden to all companies. We don't think a big deal except for maybe keeping track of it all." He said OEMs may work together to ensure Washington doesn't make the program too onerous on manufacturers.

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During the joint EPA/NHTSA press conference, Jackson stressed that the government is concerned only with setting a consistent and national standard. How truck manufacturers choose to meet that standard – whether through improved engine technology, tire design, aerodynamics or a combination of these and other advancements – will be up to them.

“As we give one consistent national standard, truck manufacturers will rise to find the next level of improvement. We don’t want to pick a winner in terms of technology,” Jackson said.

Treadway, however, was concerned the fuel economy proposal would add thousands of dollars to the cost per truck.

“These first-ever truck rules will govern how new medium- and heavy-duty trucks are built for sale. If technologically feasible and economically practical, they should result in vehicles that commercial fleets, owner/operators and small businesses will want to buy, at prices they can afford. If not, truck dealers, their employees and the economy in general will suffer without environmental and national security benefits being achieved,” Treadway said. “We are concerned that this could price some buyers out of the market.”

When asked during the press conference whether incentives would be put in place to boost adoption of more fuel-efficient technologies, a senior government official appeared non-committal, focusing instead on the money to be saved through quick payback for the investments made.

The American Trucking Associations, meanwhile, recently adopted a new policy stating that “carbon emission reduction achieved through national truck fuel economy standards are preferable to government actions that increase fuel prices in an effort to discourage petroleum-based diesel fuel consumption or mandate the use of alternative fuels.”

And Jed Mandel, president of the Engine Manufacturers Associ-

ation, said in a statement “Because improved efficiency also results in lower greenhouse gas emissions, engine and truck manufacturers’ efforts to improve fuel efficiency for our customers align well with the overall goals of the regulation proposed today.”

Allen Schaeffer, executive director of the non-profit Diesel Technology Forum, seized on the announcement as indication there is a future for clean diesel power as the proposal does not include mention of alternative fuels.

“This proposal clearly envisions clean diesel power as the centerpiece of freight transportation in the clean energy economy of tomorrow,” Schaeffer said. “For all parties, the challenge of increasing fuel efficiency while maintaining or improving the environmental, safety and productivity of commercial vehicles is as important as it is complex. It is fitting that a key solution for solving this challenge

lies in the diesel engine.”

More than 95% of all heavy-duty trucks are diesel-powered as are a majority of medium-duty trucks.

Jackson characterized the proposed standards as a “transition to greater energy efficiency and lower carbon emissions,” once again emphasizing the government wants to leave it to the industry to decide which technologies or fuels are best to use to meet the new standards.

That’s not likely to sit as well with environmental groups that wanted the proposed rules to include incentives and requirements that would specifically lead to more hybrid trucks on the road.

Heavy-duty tractor-trailer units consume approximately 22 billion gallons of diesel fuel every year, with medium-duty trucks consuming a considerable amount as well, so the potential for fuel savings is significant. Over the last 10 years the industry has made great strides with emissions from heavy-duty

diesel trucks and buses reduced by 99% for nitrogen oxides – an ozone precursor – and 98% for particulate emissions. The proposed rules also don’t address trailers, which could further improve fuel efficiency.

EPA’s Jackson said the decision was made to steer away from trailers in the initial rulemaking because the two government agencies involved had very little experience regulating trailers and the manufacturers involved had little experience dealing with fuel efficiency design issues. She added that although the proposed rules focus on “what is currently possible,” trailer design and its contribution to fuel efficiency is something that could be considered in the future.

To help Canadian truckers understand how the proposed rules will affect them, the Canadian Trucking Alliance published a preliminary summary of the US Notice of Proposed Rulemaking. You can find it on its Web site at [www.cantruck.ca](http://www.cantruck.ca). □



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OEM/DEALER NEWS

# Mack celebrates heritage with opening of new Customer Center

By James Menzies

**ALLENTOWN, Pa.** – Mack Trucks enthusiasts will have to add an item to their bucket lists: visiting the brand new Mack Customer Center.

The center was opened to dealers, customers, suppliers and media during the company's World Sales Conference in late October. It's a 159,000 sq.-ft. facility designed to "enhance the sales and ownership experience of the Mack customer," said Kevin Flaherty, Mack's senior vice-president of sales and marketing. The facility sits on 54 scenic acres just a short drive from Macungie, Pa., where all Mack trucks are presently built. It houses a museum and heritage center (which opened to the public Nov. 1) and an aptly named Bulldog Cafe lounge. The complex is also home to a product showroom, an 18,000 sq.-ft. modification centre, a two-lane oval test track as well as steep grades, an off-road course and a skid pad so customers can put Mack trucks through their paces.

"The Mack Customer Center is an important new tool for the company," said Mike Reardon, Mack's vice-president of marketing. "It gives us a powerful way to immerse customers from North America and around the world in the products, history and culture of the Mack brand."

In an interview with *Truck*

*News*, Mack CEO Denny Slagle commented on the timing of the opening: "We've been planning this for about two years as part of our broad restructuring plan," Slagle said. "We mapped out what had to be done and when, and the center point of that timing was the development and introduction of our US10 engines. We thought that if we did it last year, we could only talk about the promise of the US10 engine and we thought it would be good to wait one more year. We correctly guessed we'd be entering an up-market rather than still dealing with the recession and we would have a few months' experience behind our US10 product."

Slagle also took the opportunity to brief customers and media on current market conditions.

"It looks like we're emerging from this in a good way," he said. "We saw good activity early in the year, then it flattened but it didn't turn down. It feels like we have legs underneath this recovery."

Slagle said the North American truck market is on pace to be 20% stronger this year than last and that it should improve again next year.

"One thing we've been watching very closely is, we've seen the average age of the fleet move from six years, four to five years ago to over eight years now. So there's probably a good bit of



**NO DOGHOUSE:** Mack's state-of-the-art Customer Center showcases the company's history as well as its newest products.

pent-up demand in the marketplace," Slagle said. As for Mack itself, Slagle said it has seen an 84% improvement in sales from Q3 09 to Q3 2010 and sales were up 40% from the second quarter of this year to the third. That's encouraging, Slagle noted, because Mack is only now on level footing with some of its competitors who stockpiled 2009 engines and have just recently begun shipping trucks with EPA2010 engines. Flaherty said Mack has been delivering trucks with nothing but

EPA2010-compliant engines under the hood since the spring and it stopped taking orders for trucks with the previous generation engines in the fourth quarter of last year, earlier than most other truck makers. Of the recent order activity, Slagle said "The trajectory is headed in the right direction and that's been done in the absence of our traditionally strong construction market." He added he's hopeful the housing market, and in turn the construction segment, will recover in 2011. □

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# Daimler execs looking forward to much stronger truck sales in 2011 and 2012

By Lou Smyrlis

**PHOENIX, Az.** – Sales of Classes 6 to 8 trucks in the NAFTA region could hit 210,000 this year, according to Daimler Trucks North America's Martin Daum, compared to sales of 187,000 in dismal 2009. That makes for a 13% increase. Of the 210,000 trucks projected to be sold into the recovering North American economy, 133,000 would be Class 8s.

"It's good compared to last year. It's lousy compared to everything else. We would not be smiling if we didn't have 2009 to match against," Daum told the media during a briefing at the American Trucking Association's annual conference.

Daimler Truck's Andreas Renschler placed the figures in greater perspective in his address. Essentially the NAFTA heavy-duty truck market has a very deep hole to climb out of. It is still 62% below the level of 2006, which was a record sales year. There also remains a great deal of uncertainty in the marketplace about the strength of the recovery and that is likely dampening the growth in sales in 2010. Renschler said he sees business investment increasing gradually, with modest inflation and low interest providing some tailwind.

"By and large, we don't expect a double-dip recession, not here in the US and not globally. There is just going to be a slowdown of growth rates ahead," he said, adding "I would rather see a slow recovery than another quick recession."

There may finally be good reason to smile in 2011, when the North American economy is expected to finally kick into a more robust recovery. Investment growth and the need to replace an aging fleet should result in more significant growth rates. Daum projects Classes 6-8 sales in the NAFTA region will reach 260,000, a 23% increase from 2010. About 165,000 of the trucks sold would be Class 8s.

But Daum cautioned that such an increase in sales for 2011 would require a steep incline right from the first quarter of 2011, which may be difficult if the North American economy is still stuck in a slow growth funk.

"I would say 260,000 is an optimistic number. I wouldn't bet on it," Daum said, adding the truck maker is prepared to follow any market swing, whether it be upwards or downwards.

By 2012, sales of Classes 6-8 vehicles in the NAFTA market are projected to hit 330,000, a 28% increase from the previous year. By 2015, Renschler projected the world truck market to grow by more than 50%.

Looking further abroad, the commercial vehicle markets in Europe are still below previous year levels but improving. Meanwhile, Latin America – Brazil in particular – remains red hot. There is also a significant upward trend in Asia and the Japanese market – even though tax incentives are phasing out – is finally on the way up.

"So there is reason for optimism," Renschler said. "And in the long run, it will most likely stay that way. Global trade volume is rising. We expect 7% growth this year alone. And more trade means more transport."

Looking inward, Renschler said all Daimler Trucks divisions are on the comeback trail. Sales are up 34% (YTD September) and he expects an ongoing sales increase in the third

quarter in comparison to the first half of the year.

"We're renewing much of our product portfolio over the next four years. Coming out of the worst economic crisis in the post-war era, we're launching the highest product offensive in our history. In the midst of an extremely difficult market and economy, we never took our foot off the gas," Renschler said.

However, Renschler expects the future to include a lot more sales in Asia. Already, every second truck over six tonnes is now sold in China. Daimler is responding with two new brands and five new plants for commercial vehicles in the region. Its first Mercedes-Benz and Fuso trucks made in Russia have just rolled off the assembly line, prototypes of trucks designed for the Indian market are already on the test track, and the Chinese government has approved Daimler's joint venture with Foton.

Renschler said it makes sense to push Daimler's products on a global scale, adding the company philosophy is "as local as necessary; as global as possible."

"I still think that there will be no one-size-fits-all world truck. But the commonality rate of a heavy-duty truck can be up to 70% right now. That means trucks for Asia, the US or Europe could share a great amount of their parts in the future," Renschler said. "And I am convinced that's also of vital interest to our customers because every dollar of commonality savings can be invested in R&D."

Looking towards the future, Daimler will also have to do a better job at making inroads with alternative vehicles, according to Daum. Daimler customers already operate about 14,000 alternative-drive vehicles, ranging from fuel cell buses to hybrid trucks. But government help would go a long way towards boosting fleet willingness

to invest in such vehicles, Daum said.

There is to be a vote in the US Senate this Nov. 17 on a bill that would provide financial incentives as a means to increase the number of natural gas-powered trucks on the road and to promote the build-out of natural gas refueling stations. When asked by *Truck News* to comment on the bill, Daum said financial incentives "is the only way to go."

"You see significant savings with alternative fuels. However, the downside is that the savings do not allow for the recovery of the high investment costs," Daum said, pointing out that government support would create the demand necessary to drive economies of scale that would eventually reduce production costs.

Daimler's natural gas vehicles offer about a 25% cut in CO2 emissions compared to an EPA 2007 diesel engine with no additional emissions control devices needed. □



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OEM/DEALER NEWS

## Glasvan offers half-price deal for Flo auto-greasers on Etnyre trailers

MISSISSAUGA, Ont. – Glasvan Trailers and Flo Components are offering a limited-time deal on Flo's automatic lubrication system (ALS) and Etnyre Falcon live-bottom trailers.

Customers who order an Etnyre Falcon three-, four- or five-axle live-bottom trailer before Dec. 15 will receive a Flo Lincoln automatic lube system at half price, the companies announced.

"We've worked hard to earn trust and build our reputation with Glasvan over the years. Experience has shown our lube systems add value to the quality products they offer," said Mike Deckert, vice-president of Flo. "The Etnyre Falcon live-bottom trailers are an exciting new line for Glasvan and we're very excited for the opportunity to have our systems incorporated into their product offering."

The Etnyre Falcon is new to the Ontario trailer market and sold ex-

clusively by Glasvan. It features a 42-inch wide product belt that's free of fasteners and cross slats that can be easily replaced.

The chain system has a rating of 100,000 lbs, the company claims. Proper lubrication is key to extending life-cycles.

"Live-bottom trailers are a big investment, with many critical moving points, that when properly lubricated enjoy extended life" says George Cobham Jr., vice-president, sales and marketing at Glasvan. "The result is, over time, a lower operating cost for the equipment and less costly unscheduled downtime. The live-bottom buyer is savvy with respect to cost control and tends to consider preventive maintenance options very seriously. An automatic greaser is the perfect aftermarket add-on for extending the life of critical components on trailer equipment."



**HALF PRICE:** The Flo auto-greaser is available for half-price on Etnyre live-bottom trailers.

Deckert says the Flo system uses standard NLGI #2 in-shop grease and can service up to 45 lubrication points including the king pins, slack adjusters, brake shafts, tie-rods and the front and rear rollers.

For more info, visit [www.glasvan-greatdane.com](http://www.glasvan-greatdane.com) or [www.flocomponents.com](http://www.flocomponents.com) or call 888-GLASVAN or 800-668-5458. □

## DTNA builds first-ever hybrid Cascadia

PORTLAND, Ore. – Daimler Trucks North America (DTNA) and Walmart have collaborated to build the first-ever hybrid-electric Freightliner Cascadia.

Developed based on a Walmart spec'd truck, the 72-inch raised roof Detroit Diesel DD15-equipped Cascadia features a parallel hybrid system based on an electrically-driven second drive axle. The system uses an advanced lithium-ion-based energy storage system and advanced electronic control algorithms that were developed in collaboration with the Daimler Trucks Global Hybrid Center in Japan. Officials say the new hybrid system keeps the conventional drivetrain completely intact and also hints at respectable fuel efficiency based on initial assessments.

"Starting with our advanced wind tunnel testing facility, DTNA has long been dedicated to developing the industry's most efficient and environmentally-friendly technologies, and this new Cascadia marks the next evolution in hybrid-electric solutions for heavy-duty vehicles," said Wilfried Achenbach, senior vice-president of engineering and technology for Daimler Trucks North America. "Our customers look to us for advanced solutions in every application, and we will continue to deliver at every turn."

Officials say Walmart will work closely with DTNA engineers to create new products that will ultimately serve as a roadmap to future innovations.

"Walmart is partnering with our suppliers like Daimler Trucks North America to develop technologies that will improve the efficiency and lessen the impact of our operations. These partnerships help to prove out these technologies and speed up the time to market," said Chris Sultemeier, senior vice-president of transportation for Walmart. "We look forward to working with DTNA on this and other projects." □

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## Waycon International closes doors

CHATHAM, Ont. – Waycon International Trucks has announced it has sold its truck dealerships, sales and service operations effective Nov. 15.

Altruck International Truck Centres Div. Kirby International Trucks will take over Waycon's Guelph and Goderich dealerships and Carrier Truck Center will take over the Chatham location, the company announced.

Wayne Connor first purchased the International Harvester Company's Chatham retail branch on Nov. 1, 1977.

Waycon's equipment and assets will be auctioned off Nov. 30 in Chatham by Syl-Mar Management Group. For info on the auction, visit [www.sylmarmanagement.com](http://www.sylmarmanagement.com) or call them at 519-449-3843 or 519-865-3546. □

## Cat to debut vocational truck at Conexpo

**PEORIA, Ill.** – The North American trucking industry will get its first look at the new Cat vocational truck at the Conexpo trade show in March.

The company has announced the first model of a full line of Cat vocational trucks, the CT660, will be unveiled at the show on March 22, 2011. The Class 8 truck will be sold and serviced through Caterpillar's North American dealer network.

Production will begin after the show with customer deliveries to commence later that year, Cat has announced.

The truck will be aimed at applications involving rock and trash haulage and concrete pouring. The truck has been designed with customer feedback in mind, the company says.

"Our design and manufacturing has been focused squarely on making the customer input we gathered a reality," said George Taylor, director and general manager of the Cat Global On-Highway Department.

"We coupled customer input with our knowledge learned from years of experience working closely with different industries to meet their heavy equipment needs to identify the ideal standard options for various industry applications. As a result, we're proud we will deliver a line of vocational trucks that our customers want, knowing they are built for a wide variety of jobs."

The first heavy-duty Cat truck will be available as a day cab with a full range of engine and torque ratings. It will be powered by a Cat CT11 engine with 330-390 hp, a Cat CT13 with 410-475 hp and in 2012 a Cat CT15 with 435-550 hp.

It will also come with an available Cat CX31 torque converter-style automatic transmission, allowing for three standard locations for rear power take-offs.

"These trucks are everything the Cat brand represents in terms of quality, durability, reliability, and driver ergonomics, so we're looking forward to seeing the reaction to the CT660 at Conexpo," said Cat vocational truck product manager Gary Blood.

Caterpillar dealers are already getting up to speed on the new truck, according to Ed Cullen, strategy/dealer development manager.

"We're sure owners, as well as the drivers, will be thrilled when we share details about the features and benefits of the CT660 at our unveiling, and they'll be equally thrilled with our full Cat truck line over the coming years, because these are the trucks customers told us they wanted," he said. □

## Great Dane gets to work on new reefer plant

**STATESBORO, Ga.** – Great Dane recently held a groundbreaking ceremony at the site of its new Statesboro, Ga. refrigerated trailer plant. More than 200 people attended the ceremony, including local business representatives and state and local political leaders. The Statesboro location was selected because of its close proximity to Savannah, where Great Dane was founded in 1900.

"Just as important in our selection of this site was the opportunity to continue Great Dane's legacy by keeping it close to the company's deep roots in Savannah," said Bill Crown, president and CEO of CC Industries and CEO of Great Dane. "Today we honour the heritage of excellence for which Great Dane's trailers have become known, while breaking ground on a bright and innovative future for ourselves and the city of Statesboro."

The refrigerated trailer plant will be 450,000 sq.-ft., including office and showroom space. It will have the capacity to produce more than 5,000 trailers per year and will employ more than 400 people.

"Our reputation rests firmly on the products we make," said Phill Pines, president and COO of Great Dane Trailers. "The refrigerated trailers that will be built here will be complex and detailed, and we are confident that the importance of this will not be lost on the workforce here." Construction is set to begin later this year and full production will begin in 2012. □



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## OEM/DEALER NEWS

# Navistar nearly ready to certify International MaxxForce at 0.2 g NOx

## Now producing more than 120 engines a day at its big bore engine plant

**By James Menzies**  
**HUNTSVILLE, Ala.** – Navistar International will soon certify its heavy-duty engines at 0.2 g/hp-hr NOx but it will not roll those engines out to industry for as long as possible, until it has exhausted its collection of emissions credits.

During a recent tour of the company's Huntsville, Alabama big bore engine plant, Navistar chairman, president and CEO Dan Ustian told media that the company will certify its engines at 0.2 g NOx so the industry has the peace of mind of knowing it is possible.

"Because of all the anxiety that

is out there, we're going to certify that over the next few months here at 0.2 grams," he said, adding the company will then continue selling engines at today's 0.5 g NOx level "as long as we can," so customers will not have to endure another engine change so soon. The 0.2 g NOx engine won't be drastically different from today's, Ustian noted, but will require new algorithms and enhancements to fuel pressure and air management systems.

Ustian said Navistar still has enough emissions credits to continue producing heavy-duty engines at 0.5 g NOx for a couple



**READY TO SHIP:** International MaxxForce engines sit waiting to be shipped at Navistar's Huntsville big bore engine plant. Photo by James Menzies

of years and it will take full advantage of that. And he makes no apologies for using credits: "Our competition uses (the use

of credits) as a marketing tool," he said. "The rest of the story is that we've earned those credits because we've been beating the standards for years...They'll go to a municipality and convince them we're not kosher here and not meeting emissions and so that's one of the reasons that threw us over the top about going and suing the EPA and CARB, because that's a marketing tool that's out there and it's bull."

Navistar is currently building about 120 11- and 13-litre MaxxForce engines a day at its Huntsville plant, as well as the occasional pre-production MaxxForce 15. The company says it has delivered 17,000 vehicles to US and Canadian fleets in the past quarter and has received more than 28,000 orders for EPA2010-approved vehicles, including 10,000 orders for the MaxxForce 13.

"We are shipping 2010 products, they are in customers' hands and we've done the bulk of those shipments here in the last 45-60 days," Mike Cerilli, vice-president, North American truck marketing, told a small contingent of industry media.

Ustian said the market's reception to Navistar's EGR-only, in-cylinder emissions strategy has been "about what we expected," given that every other manufacturer is using selective catalytic reduction (SCR) exhaust after-treatment.

"We're being marketed against pretty tough here," he said. "You guys don't see Freightliner marketing against Volvo or Volvo marketing against Paccar, they're all after us. We consider that a compliment, because it means they're worried. We have something they can't have, not only don't have, they *can't* have for a long period of time."

Technology wars aside, Ustian said the bigger challenge for Navistar was simply getting customers comfortable with its own International engines after Cummins abruptly changed course in 2008, requiring Navistar to fast-track the introduction of its MaxxForce engine for some applications.

"What we've had to do, literally overnight, was take that Cummins customer and get them comfortable with our own engine," Ustian said.

Tim Shick, director of business and product strategy with

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Navistar's engine group, said the MaxxForce 13 is performing well in the field and is exceeding the company's own durability expectations. He showed media a torn down MaxxForce 13 – the 318th built at the plant – which was demonstrating excellent wear after 400,000 real-world miles with a customer. Many of the components were still within original spec's, he noted.

"Based on wear, this engine has a projected life of two million miles," he said. "Now that we can prove it, you're going to see us getting more aggressive on our (durability) claims."

Navistar also claims it will be able to improve fuel economy – by as much as 5% – as it winds its NOx emissions down from current levels of 0.5 g to the eventual 0.2.

"There is this (perception) that when you go to 0.2, you're going to lose fuel economy," he said. "We'll be able to show you that it's better fuel economy (at 0.2 g) just because of improvements in the technology."

During the plant tour, *Truck News* asked Ramin Younessi, group vice-president, product development and strategy, exactly how Navistar would be able to improve fuel economy while at the same time reducing NOx emissions? He said fuel savings will result from higher fuel pressure, more precise injection, improvements in combustion and fuel mixtures and refinements to air management.

At the same time, Younessi said the company will be looking to improve truck aerodynamics and reducing parasitic losses so the truck and engine package together deliver substantial fuel savings.

Younessi also noted Navistar set an internal goal in July 2007 to beat the fuel economy of the most fuel-efficient truck and engine combo on the market at that time by 30% by 2015. Waste heat recovery is one way he said the company will achieve that.

"The engine is generating all this heat, what do you do with it?," he said. "You can exchange it with the radiator, just release it into the atmosphere, or you can do something with it. The one advantage we have with the EGR engines is we have this heat, now we can do something with it – make heat a friend."

But on the subject of heat, Ustian noted the 0.2 g NOx MaxxForce will not generate any more

heat than today's version, which incidentally looks pretty clean compared to early pictures that made the rounds of a pre-production engine with some extraneous equipment hanging off it. Shick said those pictures were of a Man engine built for a cabover and jury-rigged to fit in a conventional.

"It's all cleaned up now," he said of the MaxxForce 13. "This is our 2010 engine and it looks pretty much like an SCR engine now in terms of not having a lot of paraphernalia on it."

Ustian also said Navistar has been successful in convincing customers to move from a 15-litre engine to a 13-litre, even north of the border where 15-litre power is often still seen as king.

"We thought Canada, because of the weight laws, would be a prime spot for 15-litre, and it will be, but we have customers up there, one I visited just in the last

couple of weeks who pulls 140,000 lbs across Canada and he said 'I hope you're not spending a lot of money on that 15-litre because I'm not moving from this 13-litre I already have from you'," Ustian recalled.

He figures at least 80% of Navistar's heavy-duty customers will be running 13-litre engines, even when its MaxxForce 15 is launched.

Driving that market shift are factors such as weight savings (as much as 1,000 lbs compared to 15-litre engines with SCR), the corresponding fuel savings and a push towards more regional hauls as intermodal shipping grows and the opening of the Panama Canal allows goods from Asia and Europe to arrive on both coasts.

"We also believe the 13-litre will do the job of a 15-litre in terms of performance and life and you don't need a 15-litre for most applications," Ustian said. □

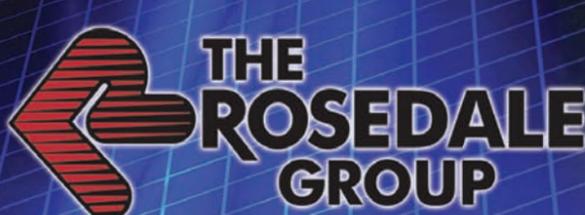
## Navistar to build multi-million dollar tech centre

**MELROSE PARK, ILL.** – Navistar is investing up to \$90 million to create a new testing and validation centre at its Melrose Park facility. Expansions at the existing 80-acre campus will take place over the next several years to create a state-of-the-art technology centre, designed to complement Navistar's product development centre that will be located at the former Alcatel-Lucent East campus in Lisle.

"With so many older manufacturing plants shutting down across the country, Navistar sees an opportunity to leverage our assets and re-invest in an existing facility to enable our growth as a company," said Navistar chief information officer Don Sharp. "This investment solidifies our partnership with the UAW, our commitment to Melrose Park and the state of Illinois, where we've built a reputation as a good neighbour and trusted business partner. We're here to stay."

Constructed in 1941, the Melrose Park facility originally was operated by Buick to build engines for the B-24 Liberator bomber. In 1946, Navistar's precursor, International Harvester, purchased the plant to build construction equipment and engines. Currently, the facility is home to Navistar's Engine Group headquarters, I-6 engine manufacturing operations and powertrain product development. □

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**INDUSTRY**

# Notice of proposed GHG standard for trucks is first of three major policy blockbusters

The Obama administration in the US recently dropped the first of three very big shoes in the transportation policy arena, when it introduced a Notice of Proposed Rulemaking (NPRM) that would, for the first time, regulate national fuel economy/greenhouse gas (GHG) standards for heavy trucks – or at least for new engines and tractors. The new standards are to come into force in 2014 and the EPA is looking for a 20% fuel economy improvement by 2018.

The other two “shoes” are the much-anticipated changes to the US hours-of-service regulations and a rule on electronic on-board recorders (EOBRs) – both of which could be issued any time before the end of the year. Perhaps by the time you read this column, one or both will have been introduced. Each one on its own is a significant measure. In combination these three rulemakings could substantially impact and perhaps even alter some of the fundamental ways that truckers in North America operate and do business.

The NPRM on a national fuel economy standard is about 700 pages and is therefore too large to even begin to summarize in the space I have in this column. The NPRM touches on a whole lot of topics including whether the impact of trailers on a tractor-semi-trailer combination’s fuel economy should be regulated. It also extols the benefits of speed limiter activation and asks for input as to whether hard coding of speed limiter activation on new trucks should be an option for



**Industry Issues**

DAVID BRADLEY

compliance with the regulation.

However, the proposed rule will not, it appears, require or incentivize heavy truck buyers to alter their buying intentions – at least for now. For example, there appears to be no consideration to providing incentives to consumers to buy tractors that are GHG-friendly. The credits (which can be bought, sold and traded) for improving fuel economy and the penalties of not doing so, rest solely with the truck OEMs. It may be that manufacturers will choose (or perhaps over time be required) to only sell more fuel-efficient vehicles, but the NPRM does not explicitly compel the consumer to change.

The rules will apply only to new power units. It is not clear what, if anything, might eventually be done to accelerate the phase-out of the existing, so-called “legacy fleets.” (The NPRM deals only with new trucks). And as stated previously, trailers are not currently part of the plan – at least for now. However, it is CTA’s position that if governments (keep in mind Environment Canada has announced that it is following the EPA’s lead) truly wish to accelerate the penetration of more fuel-efficient devices and technologies that are proven to reduce GHG emissions and therefore accelerate the environmental impact, then they

should in addition to these proposed rules be introducing complementary measures to incentivize voluntary investment in retrofit solutions for existing tractors and trailers. Dialogue around that is currently underway in Canada. A meaningful, broad-based strategy would also include some sort of credit for carriers who put their drivers through some sort of training for fuel-efficient driving.

No-one expects that the new US hours-of-service rules will be more generous and flexible than the existing rules. In fact, most are expecting just the opposite with possible rollbacks in driving time and the reset provisions. No indications yet in terms of how the Canadian and federal provincial governments might respond. Heck, there are a bunch of provinces that have not even adopted the 2007 changes to the Canadian federal standard.

On EOBRs, more and more the indications are that the new US proposals will include at the very least a broader mandate than that proposed by the previous administration or even the initial plans of the current administration. In Canada, the Council of Deputy Ministers Responsible for Transportation and Highway Safety has established a government working group to develop this country’s approach to EOBRs.

The council recently directed the working group to develop the technical standards for an EOBR regulation in Canada. It is expected the technical standards will closely follow those in the US so that EOBR equipment can

function in both countries. Obviously that makes sense. And, while this effort is underway, the groundwork for other aspects of the Canadian EOBR standard will need to be laid, such as incentives for a reduction in record-keeping requirements and the development of a realistic enforcement policy. These other requirements and policies do not necessarily have to (nor should they) be identical to what the US comes up with. It would be ideal if the entire rule was completely harmonized but both countries should retain the right and the flexibility to determine their own parameters. (The retention of the sleeper berth provisions of the hours-of-service rule in Canada is a good example of why this is important). Nevertheless, governments on both sides of the border have been and will no doubt continue to be in close contact with each other.

The world is changing and society’s expectations for all industries including trucking are also changing and becoming more demanding. The level of oversight of the industry will increase as technology makes it easier to monitor behaviour and compliance. The industry cannot fight this new direction. It needs to embrace it and work to make sure the programs and rules that will be introduced work for the industry or at least make sense and are effective and efficient. □

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



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## Research will guide the future for private fleet managers

Following last month's column wherein I discussed a research initiative in which PMTC had engaged, several people contacted me to comment on what they perceived to be a lack of readily available information about the trucking industry.

You may recall in that column I expressed the view that the industry needed a more comprehensive hiring tool than is commonly available. My point was that when hiring drivers, companies need the tools to go beyond the standard licence verification and a call to a former employer. Even road tests are not a true indicator of how an individual driver will behave once his supervisor is out of the passenger seat and he or she has the truck to themselves.

Readers may recall that I described some work that PMTC had done with a consulting firm and the co-operation of some of the drivers in the PMTC's Hall of Fame for Professional Drivers. In that project we were able to identify specific characteristics of successful drivers, and we were on the way to developing a tool that could be used to determine how many of those characteristics an applicant for a driving job might possess.

While I was only touching on one aspect of research, the column prompted some discussion on the general availability (or lack of same) of information on Canadian trucking.

Consultants, of course, live for statistical information and scarcely a week goes by that we don't receive a call from one of them seeking information on the industry, which may underscore its importance. That they in turn sell that information to their clients is another story for another time.

That aside, the importance of good, current information can't be overstated. That makes the research conducted by the Canadian Trucking Human Resources Council (CTHRC) extremely valuable to analysts, to fleet operators, and to prospective drivers. Working closely with the industry, CTHRC has, over the past several years, produced a number of significant reports.

In the early days, CTHRC and the industry developed a training program for entry-level drivers that was designed to meet the needs identified by the industry; they have identified what the industry wanted in the way of skills in their new hires and the extent to which the training and licensing procedures in our jurisdictions measured up; they developed a comprehensive chart of Essential Skills for different types of driving positions; the Guide to Human Resources for the trucking industry is an invaluable tool for fleet operators; and their research on the lack of qualified drivers and a demand forecast gave us early warning of a dire situation.

These are just a few of the products developed by CTHRC with the direct participation of the industry, which combine to make CTHRC the foremost resource for information on human resource management in the trucking industry.

The next logical question from our perspective at PMTC was how could we compile information that is specific to Canada's private truck-



### Private Links

BRUCE RICHARDS

ing sector, and that would help the operators of those fleets? PMTC members are well known for a willingness to share information on best practices and this informal network of subject experts is a very valuable and tangible benefit of membership with the PMTC.

To compliment that network we wanted to broaden the scope of the information gathering, and help develop a report that could benchmark how some of the best-run private fleets manage their business.

Our aims merged perfectly into collaboration with *Motortruck Fleet Executive* magazine on a very significant

undertaking: a major benchmarking survey of private fleet operators, which is the first of its kind in Canada.

We began with a panel of private fleet operators who identified the topics that would be of most interest. This list took some editing because we were also mindful of the need to keep the questionnaire as brief and easy to complete as possible, and yet ensure that the resulting report would yield valuable benchmarking information.

The result is a groundbreaking research initiative that will establish fleet management benchmarks and best practices for Canadian private fleets. Private fleet managers across Canada are being asked to participate in the study by completing a short on line survey. The survey covers such topics as: fuel purchasing practices; evolving technology; driver wages and ben-

efits; and safety programs.

Once compiled, the survey results will allow Canadian private fleet managers to compare their own operational practices with those of other private fleets across Canada. It's a 'first of its kind' project that will benefit all private fleet operators across the country.

So, if you if you operate a private fleet and haven't already done so, I encourage you to take a few minutes to complete the online survey. The final report is expected to be a very useful compendium of the best practices of private carriers, the type of information that will aid any fleet manager. You can find the survey at: [www.surveymonkey.com/s/RHP7Q7G](http://www.surveymonkey.com/s/RHP7Q7G). We are all looking forward to the results. □

- *The Private Motor Truck Council is the only national association dedicated to the private trucking community. Direct comments and questions to [trucks@pmtc.ca](mailto:trucks@pmtc.ca).*

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MAIL

## Thank you, truckers

The following letter was submitted to the Canadian Trucking Alliance:

Dear Mr. Bradley:

Earlier this year, for three weeks in May and June, we rode our bicycles from Nanaimo, via Whistle, Lillooet, Kamloops, Calgary and Regina to Winnipeg. Needless to say we had a great time seeing the country in a manner that we had previously missed when travelling by automobile.

The purpose of this letter is to thank all the long-haul truckers for the courtesy they showed us throughout our bicycle trip. Without a doubt this group of drivers was the most courteous and safety-conscious on the highways.

One often hears negative comments about truckers' driving habits, but our experience was just the opposite, leaving us with just positive comments about the long-haul truck drivers. For example, most of the highways had a paved shoulder for us to ride on, and this helped to keep us away from the traffic. Even then the big rigs moved to the left as far as possible, which decreased our being buffeted by the air turbulence and increased our safety. Occasionally, a rig did not pull over into the far left lane, and invariably it was because the other traffic did not allow it to do so.

We also appreciated their friendly waves and the occasional toot of a horn. Next spring, we plan to ride from Winnipeg to Kingston. We hope that other drivers, especially tour buses, follow the example of the professional truck drivers and look out for us little guys on two wheels. □

Susie and Kanji Nakatsu

## EOBRs are a slippery slope

Dear Editor:

Re: No valid argument against EOBRs, Truck News, November

I am a frequent reader of *Truck News*. I like this magazine. But your comment about OOIDA's concerns needs an answer and I think I am competent to answer. I have been truck driving for 22 years in Germany and all over Europe. For the past five years, I have lived in Canada and I am very happy that I escaped this total electronic control.

For example: You are at a loading dock. Loading takes a while and you run out of daily shift time. Don't move away from the ramp. Don't drive to the nearby truck stop! It is a violation of HoS. It remains for four weeks on your data record. Within this time, every police and DoT officer can see this. Some will ignore it, some will be glad to fine you. Or: You are 15 minutes away from home and you have no driving time left, because you were trapped in a traffic jam and somebody crashes in your truck. You probably pay the damage out of your own pocket, because of illegal driving. Insurance may refuse payment.

It turned out in Europe that these electronics are a huge income for state budgets. Some handle it fairly, some

like Austria and East European states try hard to squeeze out every penny from drivers' and employers' pockets.

To allow governments to use EOBRs against notorious HoS violators is to play with fire! As soon as electronic control has its footstep in the trucking industry's door, this door cannot be closed any more. It will be opened more day by day until total control by government is reached. It is a weapon that can easily be turned around against us and harm our industry – seriously!

I cannot understand how an electronic user can believe such devices don't fail, never break down and cannot be manipulated. Computers always break down and produce errors. In Europe you can buy devices that fake your records on the black market. What if an EOBR breaks down and the officer accuses you for the breakdown? First the violators will have to install EOBRs, and sometime the whole industry will have to install them. And then FMCSA will slowly restrict truckers' and employers' lives. And the very strange fact is, that you as a leading journalist do not see the danger and promote FMCSA's opinion! □

Werner Stumreiter  
Via e-mail

## Service centres are still a disgrace

Dear Editor:

Having run the Ontario-Quebec corridor for four years with a wide variety of equipment and often on various schedules, I have been forced to stay away due to a lack of available parking.

I distinctly remember one night shift a couple of years ago when I stopped for a coffee at the Mallorytown East-bound service centre on the 401. I was barely able to meander back out through the numerous rigs that were parked "ad-hoc" leaving only enough room to ever so slowly squeeze back out onto the highway.

I was running a switch for a linehaul carrier and would have been in a lot of trouble if I had gotten jammed in there for the night, since it was a time-sensitive load. Needless to say, I learned my lesson and stayed clear of these antiquated facilities during the night shift.

I thought the Ontario government had promised us drivers new and improved service centres with buffet-

style restaurants, hot showers, drivers' lounges and lots of space for the boys that put the food in the grocery stores and so on? Or was this just more smoke and mirrors and yet another empty promise from the Liberals?

Maybe the current Minister of Transportation, Ms. Kathleen Wynne, needs an education on what we drivers all do and have to put up with in order to get the freight moved and the shelves filled. Example: using an outhouse to go to the washroom for a sit-down task in the middle of the night due to the lack of access to clean, safe and well-maintained facilities, in order for her to get a better understanding of the current deplorable situation.

Shame on you Minister and your colleagues for being so ill-informed or uncaring about a large demographic of hard-working taxpayers who keep the economy rolling! □

Kirk N. Semlitsch  
Via e-mail



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# EOBRs are ok

Dear Editor:

Re: No valid argument against EOBRs, Truck News, November

I'm a trucker and I agree with most of your opinions, especially about speed limiters and the incoming EOBRs. I am proud to say that my logbook is always 100% legal, despite that I am still under the easy-to-cheat paper logbook. Yes, I do less mileage a week than most drivers and sometimes

I am late for a delivery but if so, that's because it took too much time to load at the shipper, thus it's not my fault.

Every driver should do this – it would put pressure on truck companies and shippers to improve their logistics and reduce delays.

I've had enough of those drivers that

always complain about change, by not complying with HoS they don't realize that they're mostly responsible of the poor working conditions that remain in this industry. □

Patrice Tremblay  
Via e-mail



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## SAFETY

## CSA 2010 offers valuable insight into fleet safety

North America's trucking industry is only weeks away from life under CSA 2010 – a new safety measurement system that will be applied to everyone operating in the US.

Beginning this December, the results will be released to the industry's customers; related data will begin to feed the Inspection Selection System (ISS) used to target roadside inspections; and enforcement officials will focus on the carriers that cross well-defined thresholds. Many unwelcome surprises can be avoided by checking the data today.

Carriers and enforcement personnel can already access two years of related Safety Management System (SMS) data with nothing more than a DoT number and a related PIN. It is simply a matter of visiting <http://csa2010.fmcsa.dot.gov/about/basics.aspx>, and selecting the "data preview" option on the menu bar. There, fleets

### Ask the Expert

DAVE ROTH



can see how they perform against seven Behaviour Analysis and Safety Improvement Categories (BASICS) including unsafe driving, fatigued driving, driver fitness, use of controlled substances and alcohol, vehicle maintenance, cargo-related issues, and a crash indicator.

Past measurements may have been limited to counting the number of collisions and out-of-service violations, but this new system will record and measure the results from every roadside inspection, even when the findings are favourable or limited to a mechanical problem that can be fixed on the spot.

Surprisingly, many fleets have yet to take advantage of a sneak peak at this information that will influence their businesses in the weeks and months to come. The Federal Motor Carrier Safety Administration (FMCSA) has already generated 6,600 warning letters during field tests in several states, yet only half of the fleets that received these letters have bothered to review the data, let alone tried to correct any errors with the help of the related DataQ system.

But a review of CSA 2010 data is more than a matter of checking to see if a fleet simply complies with the rules. It offers some clear insight into the behaviours which increase the likelihood of a crash. Specific safety-related issues that were once able to hide in the three broad categories of today's safety ratings are also more clearly identified through CSA 2010's seven BASICS.

The reports will certainly warn carriers about potential interventions as well. Those who have recorded one of the worrisome "red flag" violations – such as operating a vehicle without a valid CDL – can expect immediate safety investigations by FMCSA inspectors.

Meanwhile, carriers labelled with the FMCSA's "high-risk" designation can expect an increasing focus of their own. These companies are considered to be "deficient" in two or more of the BASICS, and exceed an 85% threshold in the limits set for unsafe driving, fatigued driving or crash-indicating categories. The high-risk label will also apply to any carrier deficient in four BASICS or more.

But one recent change to the system will adjust the data so high-mileage carriers will not be penalized by the added exposure that comes with extra time on the road. The number of vehicles used to calculate the performance of one of these fleets will actually be determined by combining the number of power units and overall mileage. If more than 70% of the fleet's assets include tractor-trailers, for example, the mileage of these vehicles will be capped at a maximum of 85,000 miles per year. The mileage recorded beyond that limit will then be used to create a number of fictional trucks, which will be added to the size of the fleet during any calculations. With that higher number of trucks, individual violations will account for a lower percentage of an allowable threshold.

The nature of the fleet's cargo will also play a role in the number of violations which will trigger actions by FMCSA personnel. The officials will usually begin to intervene once a carrier reaches 65% of the thresholds set for the menacing threats of unsafe driving, fatigued driving, or a crash indicator; or when a company reaches 80% of the thresholds set for driver fitness, drug and alcohol violations, vehicle maintenance or cargo issues. The haulers of hazardous materials will face interventions sooner than that, since their thresholds will be set at a respective 60% and 75%. Passenger-carrying fleets such as bus companies can expect an intervention if they reach half of their allowable thresholds for any of the seven BASICS. By familiarizing themselves with the changes to CSA 2010, carriers will not only be ahead of the game and well-prepared, but will also be able to measure exactly how safe their fleet is. □

– This month's expert is Dave Roth. Dave is the Ontario regional manager of safety and training services for Markel Insurance Company of Canada and has more than 20 years experience in managing safety and operations in the trucking industry. 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](mailto:info@markel.ca). To read about more industry hot topics, visit Markel's Web site at [www.markel.ca](http://www.markel.ca) and click on the Articles & Essays section.

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TRUCK NEWS

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**OPINION**

# (Reluctantly) giving GPS a chance

For years, my wife has been asking me if I'd like a GPS for Christmas? My response has always been to gracefully decline.

I know Toronto "like the back of my hand" and I rarely get to hit the open road. To me, the "open road" has consisted of the weekend trip to the family cottage, hardly reason to make the investment when you've travelled every variation of the route for the past 45 years.

As fate would have it, last Christmas my wife made an executive decision and bought me one.

At first I thought it was cool hearing some lady tell me to turn left or right. I'd even turn it on for my daily commute of seven minutes. Like a little kid with a new toy, I'd purposely miss an exit just to hear her announce that she was "Recalculating."

I think it took me about three days to discover the mute button. Talk about annoying. Who in the hell did she think she was, telling me how to get around town? I have a wife for that! (Did I say that?)

Anyway, just as I predicted, it wound up in the glove box and was forgotten.

Recently, I had cause to dust her off. We were off on vacation, driving east for a two-week road trip. At first she handled everything great. On long stretches you wouldn't hear a beep out of her.

## Publisher's Comment

ROB WILKINS



Need to eat? Get gas? She was happy to offer up the closest restaurant or gas station. Time to change the oil? This way to Mr. Lube.

Just as I was being converted, she let me down. Apparently, she calculates routes using the shortest distance. That's fine and dandy until she sends you down a little-used gravel road in the middle of nowhere.

I drove for about 15 minutes, thinking it had to get better. When I saw the road disappear into a river I knew it was time to make a u-turn.

Then I read about the lady who wound up in a marsh because her GPS told her to make a turn where there wasn't a road. And the couple who were lost for three days in Oregon, thanks to directions from their GPS.

The technology isn't perfect. Every once in a while it makes mistakes and every once in a while it's okay to get a second opinion. Even if it is from your spouse! □

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

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

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TAX TALK

# Meal deduction rates make 2011 a year to incorporate

About five years ago, Canada Revenue Agency began denying expense deductions for owner/operators using the "simplified method" to calculate meal expenses. Instead, CRA said actual receipts showing the amount of the meal purchased are the only acceptable way to support the claim.

CRA said only employees whose main job is long-haul trucking are entitled to use the simplified method to calculate their meal expenses. The simplified method is based on a flat rate of \$17 per meal, to a maximum of three meals a day, with no receipts necessary. The logbook is sufficient proof to verify a driver's away-from-home time.

Owner/operators are not employees, they're independent businesspeople.



## Tax Talk

SCOTT TAYLOR

The meal deduction issue is one reason we're seeing more owner/operators incorporate and become employees of their own business. They are accepting a more complex filing process for the tax advantages of creating a corporate entity that's separate from their personal finances.

From a meal-expense standpoint, these advantages are getting bigger every year. CRA will increase the meal claim percentage for long-haul drivers from 75% in 2010 to 80% in 2011. An owner/operator who can use the simplified method can save sub-

stantially and eliminate the hassle of keeping receipts for each individual meal away from home.

Let's look at the numbers.

If you're away from home five days a week and 50 weeks a year in 2011, your maximum meal claim would be \$10,200 (50 weeks times \$51 times 80%). What's the total dollar value of meal receipts you think you'll collect next year? There's no way it's even close. You could be paying \$2,500 to \$3,500 more in tax by not incorporating and claiming meals this safe and proven way.

Some sole proprietors use the simplified method to claim meals anyway and hope to not get caught. But the risk is huge. A meal claim of this size getting denied will surely lead to big reassessments.

Those of you looking to push

the envelope a little may want to reconsider paying yourself a travel allowance or per diem. Once again, this is only for incorporated owner/operators.

A per diem paid to you by your corporation is a tax-free benefit. You don't report it as income on your personal return. As a truck driver on the road 50 weeks a year, it can really add up. Let's say your company policy on meal and travel expense reimbursement is \$80 per day. That could put as much as \$400 a week – \$20,000 a year – into your pocket tax-free.

You can reduce your taxable income. You would have to earn approximately \$24,000 in gross salary to net \$20,000 take-home pay. If your household budget requires you to bring \$40,000 or more into the home, you can lower your taxable income from salary or dividends and make up the difference with the non-taxable travel and meal allowance.

Your corporation would save payroll-related expenses (CPP, EI, WSIB) because it would pay you less taxable income even though the net amount you take home – salary plus per diem – would be the same.

Like any other strategy designed to reduce your tax obligation, you need to take steps to ensure that your actions will stand up in case of an audit. For example:

- The per diem amount must be reasonable. Is \$80 reasonable? That's for you to judge, but it's the standard our own federal government uses to compensate civil service employees for travel expenses. A CRA auditor or a scientist with Environment Canada may not be away from home 250 days a year like you are, but the same principle (and per diem amount) applies.

- There should be policies and procedures for expenses. Your corporation should require you to complete travel expense forms and submit them in order for the allowance to be paid. You need to be diligent about following these procedures and not just write cheques to yourself or take cash for allowances. A proper paper trail will prevent CRA from poking a hole in this strategy.

If you have employees other than yourself, you must pay the same allowance to all who qualify. It cannot be just for you.

Cutting your taxable income in this manner could save you thousands of dollars in tax each year. If your accountant tells you incorporating does not have any advantages or benefits for you, give me a call to get the real answer. □

– 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](http://www.tfsgroup.com) or call 800-461-5970.

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4) This location operates, controls or administers:

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5) Do you operate maintenance facilities at this location? .....  YES     NO  
 IF YES, do you employ mechanics?.....  YES     NO

6) Indicate your PRIMARY type of business by checking ONLY ONE of the following:

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d) <input type="checkbox"/> Farming
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k) <input type="checkbox"/> Logging / Lumber
l) <input type="checkbox"/> Bus Transportation
m) <input type="checkbox"/> Other (Please specify) _____

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## NEW PRODUCTS

# Taking mDrive for a drive

## Low speeds, big grades are where Mack's mDrive auto-gearbox shines

By James Menzies

**ALLENTOWN, Pa.** – It looks like an I-Shift, it pulls like an I-Shift and it seems to have the IQ of an I-Shift – just don't call it an I-Shift. Mack's new mDrive automated manual transmission (AMT) is a spin-off of Volvo's popular, 12-speed auto gearbox that was introduced to North America in 2006, and there are far worse things to be compared to. The I-Shift set the standard for automated transmissions upon its arrival on North American shores and the mDrive borrows heavily from its design, but with its own unique characteristics that make it distinctly Mack.

"A lot of the components are similar but we've made some changes to suit Mack," David McKenna, director of powertrain sales and marketing said during a recent demo at the company's new Customer Center. "A lot of the changes are software changes but we have made a few hardware changes and there are features we have in the Mack that are not available in other places."

The two-pedal, 12-forward speed mDrive has come charging right out of the gate since its announced launch at the Mid-America Trucking Show in March.

McKenna said he projected the company would sell 50 units in the fourth quarter but it exceeded that estimate tenfold.

"Not that I'm a sandbagger, but I said we'd probably sell 50 of these things," he said. "As of six weeks ago, we had sold 500 which is everything we could beg, borrow and steal from our friends in the Hagerstown Powertrain Group. We're now taking orders for mDrives for late January, early February build because it has been that much in demand."

One of the features that makes the mDrive a distinctly Mack offering is Easy Shift, a new shift algorithm that's handy for liquid bulk and livestock haulers or for any other application where steadiness is important at low speeds. The feature basically ensures smooth shifts at low speeds with delicate loads.

"With cattle, you don't want to be shifting too hard and moving cattle around like a bunch of bobbleheads," McKenna said of one suitable application.

The mDrive also has Low-Speed Vehicle Modulation, which allows drivers to manually up-shift at low speed so they can idle around a yard more efficiently without struggling to find

the right gear.

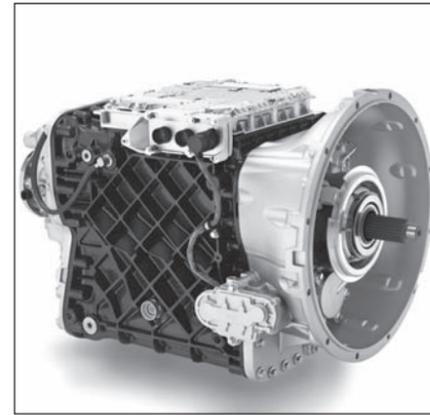
"You don't have to get into those situations where a guy's revving the truck up to 2,000 rpm to take it around a fuel island," explained McKenna.

Like the I-Shift, the mDrive's most impressive feature is its ability to hold a grade as the driver moves his foot from the brake to the throttle. I tested the Grade Gripper feature on a 15% grade at Mack's new Customer Center, coming to a complete stop about halfway up the hill.

When I took my foot off the brake, the Mack Pinnacle day cab – loaded to 78,000 lbs – held its own, giving me ample time (up to three seconds for the especially slow-footed) to get back on the gas. When I applied the throttle, it climbed seemingly effortlessly from first to third to fifth, right on through to tenth gear – with the exception of ninth, which the mDrive didn't feel was necessary. If operating in Performance mode, the mDrive will hit every gear individually and will offer an extra 200-300 rpm at the shift point to help pull a heavy load up steep hills, something Canadian heavy haulers will appreciate.

The mDrive is an engineering marvel, with the ability to take nine different variables into consideration each time it makes a shift, all within 1/100ths of a second.

It has an inclinometer to measure the grade and it also reads: acceleration rate; speed; trailer connection; estimated weight; engine rpm and load; throttle position and other variables before



determining when to shift and into which gear. Even a perfectly capable and experienced gear-jammer would have a hard time outsmarting the mDrive. Imagine doing algebra without a calculator; you may get the correct answer eventually but very few, if any, would get the answer as quickly as with some technological assistance in the form of a calculator.

The Pinnacle I drove was powered by a Mack MP7 engine. The level of integration between the engine and transmission electronics is such that you can't get an mDrive with any other engine and you won't likely get any other automated transmission with a Mack engine either.

Some customers have griped about Mack's reluctance to offer the Eaton UltraShift Plus as an option but McKenna says with the initial popularity of the mDrive, customers now have a perfectly viable alternative.

"We believe that the mDrive is a commercially viable product to the vendor offerings and so far, so good," he said. □

## Correcting unsafe driving behaviour in the cab, inthinc comes to Canada

By James Menzies

**CALGARY, Alta.** – Having achieved success in the Canadian oil patch, a US-based technology company that provides real-time driver monitoring and coaching, has set up a Canadian operation in Calgary.

inthinc Canada was launched in September with plans to open a Toronto office in the future.

The company produces the tiwi and waySmart driver mentoring systems, which provide audible alerts to drivers who are speeding, driving aggressively or neglecting to wear their seatbelt.

If the driver doesn't acknowledge the verbal warning and immediately correct the unsafe driving activity, an alert is sent to the company's fleet manager or safety department. The waySmart system has been especially popular among oilfield services companies, prompting the opening of the Canadian office, Todd Follmer, CEO of inthinc said in a recent interview.

"We've had a significant presence in Canada with some of our oilfield services customers and in supporting them, we needed to have a bigger presence in Canada," he said. "Most of the oilfield services companies have a major presence in western Canada, which is why we've started in Calgary."

The waySmart system also allows for the electronic logging of driver hours-of-service and can follow workers from vehicle to vehicle, a capability that made the system

popular with oilfield services companies such as Schlumberger.

"They have drivers who will go from one vehicle to another, so the logs have to travel with them in real-time," Follmer explains. "Let's say I've got eight employees in a van going to a job site. When they get into that van, they all log in and their hours begin to accumulate. Then when they get to the job site and get into another vehicle, the hours that were in that van have to follow them into this other vehicle and be current. It's a very complex problem to solve and somewhat unique for that type of application but it's common in the oilfield services industry."

inthinc's tiwi and waySmart offerings can prevent speeding anywhere in North America by comparing vehicle speed to inthinc's proprietary database of speed limits that includes more than 40 million road segments.

"You can't just go and buy a database that includes all those road segments," Follmer said. "We have 20 employees that all they do is edit speed data." That information is collected from states, provinces and municipalities, and end-users can easily send a notification if there's a discrepancy. inthinc will then investigate the discrepancy and, if necessary, update its database.

The waySmart system is also equipped with accelerometers that can detect aggressive driving maneuvers like hard-braking, sudden acceleration and abrupt lane chang-

es. Fleet managers can customize the settings to indicate how much leeway they wish to give their drivers before being notified of infractions, but the systems are designed to be corrective rather than punitive.

"You have to give your driver a chance to change their behaviour in real-time or it's just a 'gotcha' system," Follmer said. In fact, that's the main differentiator between inthinc's solutions and other tracking systems in the market, he claims.

"Others have a post-processing environment where data is captured in the vehicle, analyzed to some extent by a computer program, a report is generated, a human being has to look at the report and then decide 'What am I going to do with this information?'" Follmer contends. "All of that costs time and money. We change driver behaviour in the vehicle."

Coming soon, inthinc will be adding the ability to automatically put cell phones into "safe mode" so they can't be used to make calls or send text messages while the vehicle is in motion. And by next year, the company will be coming out with a walk-around inspection feature that will instruct a driver on what to check during their pre-trip inspection.

It will also include a timer, so the manager can ensure drivers are taking sufficient time to actually conduct a complete inspection. The driver will then enter a signature using the touch-screen display and the inspection report will be auto-

matically filed along with the driver's electronic hours-of-service logs.

Follmer says inthinc's systems deliver a payback by: improving driver behaviour and reducing accidents; eliminating speeding fines; improving compliance; and by reducing idle-time, which can also be measured by the system. After two years of testing, Barrick Gold recently announced it is spending \$16 million to install waySmart in all its worldwide vehicles.

Full deployment in about 3,000 company-owned vehicles is expected to be completed as early as December, inthinc says. For Barrick, a haul truck accident can cost millions of dollars in damage and even more in downtime, which is also true of the oilfield services industry, Follmer notes.

"Halliburton can have an accident with a vehicle with \$1 million worth of equipment on it, but it may also be a key part of an eight-asset operation at a wellhead," he explains. "If they don't have this one, none of those other ones get to work either. And if they don't produce a barrel of oil today, by definition that barrel of oil becomes the last barrel that ever gets produced out of that well – and that could be 15 years from now. If they don't get that job done today, that revenue effectively gets pushed way out into the future, so it's very expensive to have an asset go offline in that context."

For more information, visit [www.inthinc.com](http://www.inthinc.com). □

NEW PRODUCTS

Tires & Wheels



General Truck Tires has come out with its first all-position **wide-base tire** for the NAFTA market, the Grabber OA Wide-Base, available in size 445/65R22.5. The tire is aimed at fleets in severe-service and construction applications and

is designed for high carrying capacity with a reinforced shoulder to add protection against curbing and abrasions, the company says. The 445/65R22.5 size is available for order immediately while additional sizes will be released next year. For more information, see a dealer or visit [www.generaltire.com](http://www.generaltire.com).

Vehicle Inspection Systems has released updated software for its VIS-Polish **automated wheel-polishing machine**, which is fully compatible with all existing machines. The Version 3.0 software upgrade allows users to accurately sand areas on a wheel that need refurbishing. This speeds cycle times and provides a better finish by concentrating on areas with scratches and pitting, the company says. The new feature also provides a longer sanding wheel life, saving consumables and time. For more information, call 866-847-8721.

ZamLok has announced its lat-

est design in **lug nut retention** and torque monitoring. A new design is now available that: eliminates the need for daily torque procedures; requires lug nut retorquing only when the system indicates a lug nut is loose; reduces downtime; and allows for the easy pre- and post-trip inspection of wheel lug nuts, the company says. For more information visit [www.zamlok.com](http://www.zamlok.com).

Trucks

Mack Trucks has come out with a **natural gas-powered version of its TerraPro Cabover** model for refuse and construction applications. The new version comes with a heavy-duty natural gas engine from Cummins Westport. The 9-litre ISL G is rated at 320 hp and can use either compressed or liquefied natural gas.



It's fully EPA2010-compliant, Mack announced. The new offering is expected to be popular with municipalities and refuse haulers contracted to municipalities with a mandate to pursue environmentally-friendly technologies. US waste collection company Republic Services has already taken delivery of 41 natural gas-powered TerraPro Cabovers.

Trailers



SmartTruck, a new manufacturer of aerodynamic products, has come out with a UT-6 **Trailer UnderTray System** it says has proven to save fuel by at least 8.5% on its own. Additional components and add-ons are available to further improve fuel efficiency, the company says. The new system is SmartWay-approved and tested by Con-way Truckload, Frito-Lay and PepsiCo. For more information, visit [www.SmartTruckBrands.com](http://www.SmartTruckBrands.com).

MAC Trailer customers can now save weight by specifying **Accuride lightweight wheel-end components**, the companies have announced. Accuride is MAC's standard supplier for steel wheels, aluminum wheels, Gunite slack adjusters and Gunite Gold brake drums. Aluminum wheels with Gold drums can be combined in the optimal configuration to save a customer 528 lbs in total on a MAC trailer, the companies announced. Some of Accuride's aluminum wheels weigh as little as 47 lbs while its lightest steel wheels come in at 66 lbs. For info, see a MAC trailer dealer.

Components



Setco Automotive NA has come out with its user-friendly line of **LIPE clutches** for the heavy-duty market, the company announced. The 15.5-inch cast iron clutch comes with a

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2,400 ft.-lb. rating. The company also has a new redesigned, stronger LIPE heavy-duty clutch. LIPE clutches are direct pressure clutches with a smooth release, the company says. This eliminates torsional vibration issues that are common on angle link clutches. For more info, call 416-807-6682 or visit [www.setcoauto.com](http://www.setcoauto.com).

Alliance Parts is now offering **customizable bumpers** as part of what it calls the largest selection of aftermarket bumpers available. The Alliance bumpers include chrome, painted steel and stainless steel models for a dozen major truck makes and more than 130 models. The company now offers a bumper configuration tool on its Web site, so customers can choose the best fit for their truck. The company says its new bumpers are ideal for replacing dented bumpers or for dressing up a show truck. For info, visit [www.alliancebrandparts.com](http://www.alliancebrandparts.com).

Bergstrom has announced it is now offering Tundra **inverter and shore power kits** for its NITE no-idle systems. The new options provide hotel-load capabilities while parked. Bergstrom is now offering optional, pre-assembled inverter installation kits for a quick and easy installation. Each kit comes with battery cables, PVC strain reliefs, protective plastic loom, cable clamps, tie-wraps, a DC fuse and holder and assorted screws. For info, visit a dealer or online go to [www.nitesystem.com](http://www.nitesystem.com).

Phillips Industries says it has improved its **Swinger gladhands** by anodizing them to protect against road salt and other chemicals that cause corrosion. The Swinger gladhands with live swivel are designed for intermodal and piggy-back trailer designs where straight gladhands are exposed to damage. The Swinger can pivot 180-degrees without kinking the air line. For more info, visit [www.phillipsind.com](http://www.phillipsind.com).

## Accessories

Marsh Canada and VerX Direct Corporation have teamed to deliver direct, **real-time access to drivers' provincial and territorial driver's licence databases** (Newfoundland excluded) so they can check in a matter of seconds whether a driver's licence is valid and for what class of vehicle. According to the Ontario Ministry of Transportation, as many as 75% drivers with suspended licences continue to drive. "With VerX, we are able to offer organizations an easy and inexpensive way to check driver licence status and class, helping them to reduce accident and impoundment rates, mitigate various liability risk issues, and ultimately improve their bottom lines," said Greg St. Croix, national transportation risk focus leader with Marsh Canada. For more, visit [www.verxdirect.com](http://www.verxdirect.com) or contact your Marsh Insurance rep.

The Canadian Trucking Alliance (CTA) has published a **new book** that shows company drivers how to track their travel and meal expenses to maximize their tax returns. The CTA says that by taking advantage

of the federal government's decision to increase the deductible amount for meals purchased while on the road, a company driver can significantly increase his or her tax return. The *Practical Travel Expenses for Professional Drivers* handbook costs \$5 and can be ordered through any of the provincial trucking associations. It explains Canada Revenue Agency's latest rules, who can and can't claim meal expenses and it includes simplified record-keeping forms that can be used to support a tax claim, the CTA says. Each book will last a driver one year. Companies are invited to pre-order by Nov. 30 to receive a 10% discount.

National Truck League is offering a new **health and dental program for owner/operators**. "Owner/Operators are typically not insured under a traditional group benefit program because they are independent contractors," said NTL president Rod Stiller. "There is a great deal of flex-

ibility with this program including the assurance that the price they see is the price they will pay with coverage guaranteed. They, or members of their family will not be declined." The program is aimed at owner/operators looking for extended health and dental coverage who may not qualify for individual coverage on their own, or qualify at inflated prices. For information, contact Stiller at [rod.stiller@nationaltruckleague.com](mailto:rod.stiller@nationaltruckleague.com) or 519-434-4944.

Danatec Educational Services has launched three new products: **DanatecTV, the Danatec TDG Handbook App** and the new **Electronic TDG Regulations Update Service**. DanatecTV is an online platform that delivers of the company's TDG and WH-MIS safety training videos for \$99/year. In addition, Danatec's Safety Moments clips – designed to complement safety meetings – are available starting at \$35/video, with three volumes of videos to choose from. Danatec has

also released its new TDG Handbook App for both iPhone and iPad, which company officials say gives customers a "convenient new way" to access a summary of the material covered in its TDG Training Programs. Danatec is also improving its TDG Regulations Update Service. Customers now have the option of continuing with their regular update service, or, once their current subscription expires, customers can take advantage of the new downloadable Electronic Update Service for \$60/year. When updates occur, Danatec e-mails a link to customers "that you can open, print off the pages and insert them in your binder," according to Danatec officials. For more product details, visit [www.Danatec.com](http://www.Danatec.com).

Kenworth has announced its **2011 calendar** is now available for order at [www.shopkenworth.com](http://www.shopkenworth.com). Calendars include a six-page wall calendar and a 9.75"x13" appointment calendar. They are also available at Kenworth dealerships or by calling 800-791-0913. □

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### 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	234	30%
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 remains strong

TransCore's Canadian Freight Index showed a 30% year-over-year increase in spot market freight volume compared to September 2009. Month over month, the index showed a drop of six points but still tops over 200 in volume. The last six months have all surpassed the 200 point threshold. Like August, September 2010 is the highest volume of freight availability for the month of September in comparison to the same month over the last five years. The index is consistent with fluctuation due to seasonal patterns.

In August the index was up 2% over July and posted its strongest August in five years, coming in at 50% year-over-year. Combined cross-border loads were up 55% year-over-year in August while equipment availability dropped 16% compared to last August. TransCore officials say the increase in freight availability coupled with a decline in trucks searching for freight is a pattern that has continued for the year.

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.

The first four columns in Table 1 include monthly index values for years 2006 through 2009. The last column indicates the percentage change from January through September 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 improve

Ground transportation freight rates in Canada posted a fourth consecutive month of increase in August, up 1.5% over July. That marks the fourth straight month of increases since the Canadian General Freight Index (CGFI) reached a low point in April.

"Increases in overall freight costs for Canadian shippers continue to be driven by the domestic truckload sector," said Doug Payne, president of Nulogx, which publishes the Index. "While truckload is leading the way, we also now see a strengthening of the LTL and transborder rates."

Overall ground transportation freight costs increased by 3% in July compared to June. Base rates, which exclude the impact of fuel surcharges assessed by carriers, also increased by 3.2%.

"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 four consecutive months of increases, led primarily by activity in both the domestic and transborder truckload sectors." □

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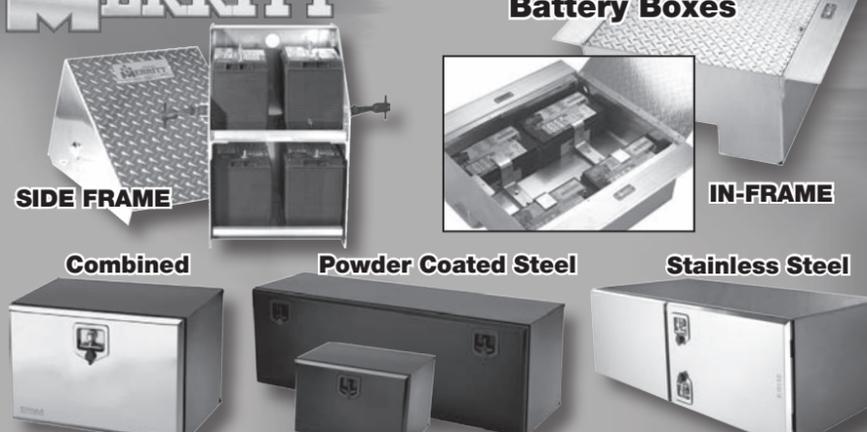
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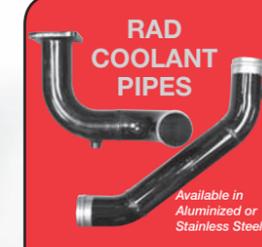


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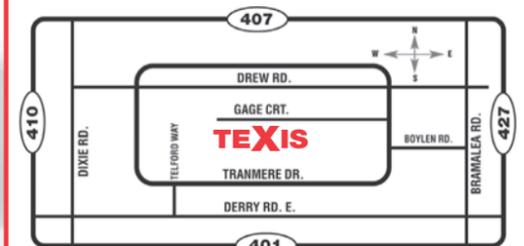
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## Mark Dalton: Owner/Operator

**A Merry Dalton Christmas**

By Edo van Belkom

Mark had been working steadily the past few months hauling loads between Toronto, Winnipeg and Montreal, but now that it was mid-December, things were slowing down on the nation's highways as businesses shut down for the holidays and people spent time with friends and family. Mark had plenty of friends, but they were scattered across the country and not exactly the kind of people you visited at Christmas time.

They were more like the kind you got up-to-date with every few months in a coffee shop, then didn't see for the rest of the year. As for family, Mark had an ex-wife who he didn't talk to anymore, and his parents had died years ago. All of which made December one of the toughest months for Mark to get through. In the past he'd book a vacation trip to make sure he wouldn't be driving the empty streets and highways looking for something to do. This year, he'd forgotten to mark arrangements and by the time he'd remembered the packages were double the cost they'd been in the past.

So he decided to tough it out.

A long-haul load to some place warm might make things easier, so he gave Bud a call to see if he could get lucky.

He dialed Bud's number.

"Hello?" Bud said.

"Hey Bud, it's Mark."

But instead of saying "Mark who?" Bud began singing a Christmas carol. "Mark! the herald angels sing, glory to..."

"Is that you, Bud?" Mark asked.

"Course it is. It's Christmas and I feel like singing."

"I'm glad somebody does."

A moment's silence, then, "Hey yeah, that's right. Shouldn't you be on vacation somewhere?"

"Not this year."

"You want to work through Christmas?"

"It might be best."

"Wish I could help you, but I've got nothing till January. I'm even shutting down for two weeks since there's no real loads going out over the holidays, and even if there was most places are shut down."

"What am I going to do for two weeks?"

"It's Christmas. Take some time off, visit family."

"I've only got my ex-wife and I don't think she wants to see me...I don't really want to see her either."

"I'd ask you over to my place, but I'm visiting my wife's family in St. John's. I don't want to go but the wife put her foot down."

"Still," Mark said. "It must be nice

having somewhere to go, someone to be with." A sigh. "It doesn't feel much like Christmas to me."

"Why don't you do some volunteer work?" Bud said quickly.

"I've thought about helping out at some shelter in the city," Mark said. "Might get me into the Christmas spirit."

"You know, it's funny you should say that, cuz I have a request from a friend of one of my nieces. She runs the Toys 4 Tots program with the police and she's looking for someone to drive a rig around for a few days to pick up all the donated toys."

"You were getting to this all along, weren't you?"

"So you'll do it?"

"Sure," Mark laughed under his breath. "Why not?"

"Great, I'll give my niece a call and tell her how to get in touch with you."

The next day Mark got a call from the friend of Bud's niece.

"Hello, Mark?" she said. "This is Constable Elizabeth Marsden."

Mark was about to ask "who?" but caught himself before he said it, "Bud's niece's friend?"

"A friend of his sister, really."

They made small talk for a while, then arranged for Mark to pick up the trailer and outlined the various locations they'd be visiting throughout the day.

"That's a lot to remember," Mark said when she'd gone through the list.

"Not to worry," she said. "I'll be riding with you."

This was getting better all the time, Mark thought. Something interesting to do and a woman to do it with. "See you in a half-hour," he said, wondering where was the nearest truck wash and coin-op vacuum were.

It was a short-bed trailer in the parking lot of the Peel Regional Police building on Derry Road just west of Highway 410. It had been decorated with a banner that read "Toys 4 Tots" and images of all the program's sponsors, including Bud's company, Bud's Trucking. Bud's sponsorship was basically Mark, and Mark smiled knowing it was just like Bud to take the credit for someone else's work. But Mark didn't mind, really. This sounded like it was going to be fun.

As he pulled up in front of the trailer, an older woman in a smart-looking pant suit exited the rear of the building and started walking across the lot toward him.

"Right on time," she said as she neared.

Mark was busy hooking up the trailer, but took a glove off to shake her hand. "I'm Mark," he said. "Mark Dalton."

"Elizabeth," she answered. "But

friends call me Liz."

"You don't look like a cop, Liz." She was probably in her forties and had put on a few pounds over the years. But the extra weight had all been added in the right places. She was more woman than girl and it was easier to picture her behind the wheel of a minivan on her way to soccer practice than behind the wheel of a police cruiser on her way to a call for service.

"Been one for 20 years now," Liz said.

"Really? I'd have thought this job would go to someone with uh... less seniority."

"I asked for it. I'm divorced and my kids are grown and moved away. A couple of weeks ago I hurt my knee so I'm on light duties... this seemed like the best way to enjoy Christmas under the circumstances."

'You and me both,' thought Mark, realizing Bud had not only been dispatching, but matchmaking as well. "Where to?"

She produced a list. "All the divisions, community stations, the courthouse and all the companies in the program whose employees donated toys."

"Sounds like fun," Mark said. "Let's get started."

It was a whirlwind of a day as they made 12 stops at police buildings and private companies all over town. At one place the people working on the top two floors of an office building donated 16 shipping barrels of toys. Not surprisingly, the trailer was full by five that afternoon. Mark felt like some sort of reverse Santa Claus, gathering toys instead of delivering them, but felt tingling of the Christmas spirit for the first time in years.

"There's nobody at the warehouse at this time of night," Liz said after their last stop. "We'll have to drop them off in the morning."

"That shouldn't be a problem," Mark said. "The trailer'll be locked up overnight."

"You can leave the trailer here tonight," she said as they pulled into the parking lot of the police building on Derry Road. "It should be safe enough."

Mark thought about it, but didn't want to admit he'd be sleeping in his truck overnight. "That's okay, I'm visiting friends and they've got room to park this rig. I'll see you tomorrow bright and early."

"How about just after nine?...Okay, nine-ish," she said. "I'll bring the coffee."



She left Mother Load and waved as she walked to her car. Mark returned the wave and pulled out of the lot, feeling guilty about lying to a police officer about where he'd be staying. How could he possibly sleep in Mother Load tonight? He decided to find a motel that had a sauna or whirlpool, maybe order himself a turkey dinner and have a few beers. It was Christmas, after all.

He found a Comfort Inn a few blocks away and parked his rig in the far corner of the hotel's lot. After making sure the trailer door was locked up tight, he took a moment to look at his rig all decked out in festive decorations. It seemed crazy, but he could swear that the truck seemed to be smiling at him.

"Merry Christmas, Mother Load."

The next morning Mark had a light Continental breakfast, skipping the coffee since Elizabeth would be bringing him one when they met up later. He was out of his room by eight, giving himself plenty of time to get to the Derry Road lot before nine. But when he exited the hotel and headed out to Mother Load, Mark's world came to a screeching halt. The trailer was gone.

And if that wasn't bad enough... they'd taken Mother Load too. □

— Mark Dalton returns next month in the conclusion.

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](http://fleetsmart.gc.ca). Both are also available in audio book format.

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

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PEOPLE

Bison Transport driver **Ralph Boles** has been recognized for completing two million consecutive safe driving miles with the same company.

Bison Transport announced Boles is the third driver to reach the milestone with the company.

Boles has been with Bison since 1974 and currently drives between Winnipeg and B.C., the company says. He sits on Bison's driver advisory board and is also an in-cab instructor.

"We congratulate Ralph on his achievement. As a professional driver and long-time friend, Ralph is a role model to all drivers," said Garth Pitzel, director of safety and driver development with Bison Transport. "Through loyalty, hard work and a dedication to safety, he has achieved a milestone in which few achieve."

**Al Goodhall**, professional driver, blogger and *Truck News* columnist, has been named Driver of the Year by the central chapter of the Infrastructure Health and Safety Association's Fleet Safety Council.

Goodhall received the award at the association's conference in late October. He was nominated by Paul Knill, general manager of J&R Hall Transport.

"Al is one of those drivers, if you want a driver's point of view, ask him," Knill said in his nomination letter. "He will give you a fair and honest answer from both sides, whether it is good or bad or what you want to hear or not – it will be a fair answer."

Goodhall is involved in training and mentoring new hires at J&R Hall, has seven clean inspections under his belt and routinely receives clean monthly log reports, Knill said. When he has spare time on the road, he keeps fit by running and exercising. He also keeps an Over the Road blog and writes a monthly column for *Truck News*.

When he accepted the award, Goodhall credited his employer and support network.

"The fact is that I lead a solitary life in the physical sense only," he said of life on the road. "I have a vast network of support behind me. That network starts with my co-workers at J&R Hall Transportation and the values of honesty, integrity and loyalty that our team brings to the table every day. It spreads from there to our customers, suppliers and professional organizations. To recognize me as Driver of the Year is to recognize all of the people that support me every day. I am truly thankful for this ongoing support."

Ankra International has named **Brian Larocque** general manager of its Canadian division.

Larocque has served as Ankra's Canadian sales manager for the past six years. He boasts 25 years of experience in the Canadian heavy-duty truck and trailer industry, including a 19-year stint with SAF-Holland Canada where he was involved in field sales and sales management, the company announced.

In his new role, Larocque will focus on the company's strategic growth in the Canadian market, the company says. Larocque will also be responsible for Canadian sales management and will also oversee operations at Ankra's Canadian facility.

The Saskatchewan Trucking Association (STA) held its Annual General Meeting Oct. 16 and took the opportunity to honour some of its own.

**Henry Thiessen**, owner of T&T Trucking, was presented with the Service to Industry Award, sponsored by Shaw Tracking. Thiessen has more than 40 years experience in the trucking industry and the STA says he has achieved success thanks to his "decision to build the company on long-term contracts pledging commitment to customer service along with a hands-on approach to management."

Driver **Harvey Gording** of Regina, Sask. was presented with the Volvo Trucks Canada-sponsored Driver of the Year award. Gording works for Reimer Express and routinely shows well during provincial and national truck driving championships.

Frontier Peterbilt sponsored the Dispatcher of the Year award, which went to **Robert Funk** of Q-Line Transport.

"Building and maintaining a successful company like T&T Trucking is no small feat. Henry's reputation

is one of hard work and fairness," said STA president Glen Ertell, who also had kind words for Gording and Funk. "And both Reimer and

Q-Line are fortunate to have great role models like Harv and Robert. These three men are worthy of our industry's gratitude." □

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**BOWMANVILLE, Ont.** – The evolution of Good Samaritanism may have taken a giant step backwards recently, after a trucker was severely beaten after stopping to help a fellow motorist.

Alex Fraser of Monarch Transport says he was assaulted by three men on the side of Yellowhead Highway just north of Blue River, B.C. on Sept. 24, leaving the 67-year-old in need of reconstructive surgery and ultimately prompting him to quit the industry altogether. While seemingly unprovoked attacks of this nature are rare, it does bring up the topic of trucker safety on the road. Will the fate of Fraser deter other truckers from lending a hand to strangers? And what precautions are drivers taking to protect themselves on the road? *Truck News* went to the Fifth Wheel Truck Stop in Bowmanville, Ont. to find out.

**Jack Snider**, a driver with Canada



**Truck Stop Question** *Do you feel safe pulling over to help fellow motorists?*

ADAM LEDLOW



**Jack Snider**

Cartage out of Scarborough, Ont., says that unfortunately, in most cases, drivers should not be pulling over because of liability issues.

“You really should not be pulling over to help anyone, unfortu-

nately, because of the insurance problems that are created through doing something like that. If an incident happens, not like this particular incident, but a collision, then you have got a big problem.”

Snider notes that it’s important for drivers to listen to their gut – even when there’s a harmless journalist involved.

“Awareness of your surroundings and what is around you (is important). Even as you approached I looked at you very carefully. You’re well-dressed, so I know you’re not a hobo, but you just never know these days with the things that are going on. You have got to

be aware at all times.”



**Dan Rundle**

**Dan Rundle**, a Hamilton, Ont.-based owner/operator, says that despite hearing Fraser’s story, he wouldn’t be any less likely to help someone out.

“He was at the wrong spot at the wrong time, I guess,” Rundle said of Fraser’s incident. “You have got to always protect yourself. I guess it depends on the situation. I wouldn’t stop for just anybody, but if they are flagging me down, I would see what they want. I would not get out first. Just keep your head on your shoulders and pay attention at all times.”

**Ken Conley**, an owner/operator with Westcon Movers out of Toronto, says he doesn’t make a habit of pulling over to help because of the possibility of being issued a ticket.

“I had a guy with me and we stopped in Wisconsin in the middle of nowhere and the highway was big enough, and I got a \$150 ticket. It was an Interstate, but there was no-one around,” he told *Truck News*. “Plus you read on the news every day – three guys in Barrie last week got out of a car and got run over, so I’m not really inclined to stop.”

But with Fraser’s case in particular, Conley admits that something seems fishy to him. “(Fraser) probably has a past. People do not just stop and beat people up for the hell of it. He probably did something that he is not telling you. The possibility of that happening is almost nil. Why would anybody do that?”



**Phil Bradley**

**Phil Bradley**, a driver with Arpin Van Lines of West Ford, R.I., is fairly black and white with his advice to truckers about pulling over to help others, especially when in the US: “Do not pull over because you are liable to get knifed, shot, killed, stabbed, raped, pillaged, or plundered. The odds are good, so you stop further down the road and use your cell phone to call for them. Do not let them into your truck. They will murder you for your running shoes. You just don’t do it. Everybody has got satellite tracking devices and cell phones. There is no reason to stop unless it’s somebody you know. It’s just not safe.” □

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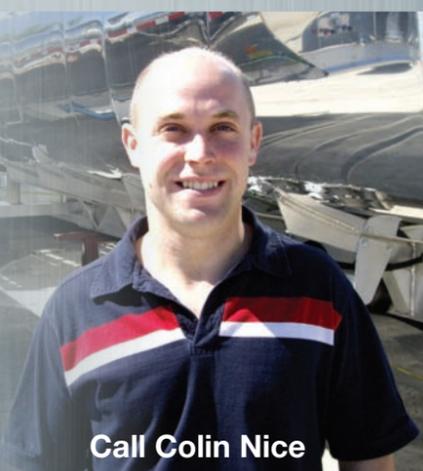
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