

# TRUCK NEWS

May 2011 Volume 31, Issue 5

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

## 10-Acre kitchen destroyed by fire

*Volunteers raising funds for out-of-work kitchen staff*

**BELLEVILLE, Ont.** – The drizzling, cold weather on the morning of April 16 was not enough to deter a group of industry supporters who banded together to help the employees affected by a recent kitchen fire at the 10-Acre Truck Stop in Belleville.

The April 4 fire, which caused more than \$250,000 in damage, has left the truck stop currently unable to serve food, and has limited business hours for the store, showers and washrooms.

As a result, nearly 40 employees will be out of work while renovations are completed over a two-month period.

To help support the affected staff, Wendy Morgan-McBride, founder of the Memorial Highway in Heaven – Tribute for Truckers program, and Emily Walker, a staffer at the diesel bar at the truck stop, went to work organizing a fundraiser.

Continued on page 18

## Sniffing out the 18-Wheel Drug Mules



**SNIFFING OUT DRUG MULES:** Stopping the trafficking of drugs via commercial vehicle is a multi-pronged effort, including CBSA and its drug-sniffing dogs (pictured), provincial enforcement agencies such as the MTO and occasionally even an attentive witness, as was the case when Avtar Singh Sandhu was caught with 205 kilos of cocaine nestled among a load of baby carrots.

Photo by Canada Border Services Agency

## Ongoing Sandhu case highlights glitches in judicial system, suggests large volumes of drugs moving by truck

**By Harry Rudolfs**  
**MILTON, Ont.** – On Sunday Feb. 4, 2007, Ned Kelly (not his real name) was working as chief of security for Truck Town Terminals on the industrial fringes of Milton, Ont. He'd just pulled into the yard when his curiosity was piqued by a strange car and a tractor-trailer

parked in a restricted area.

He confronted two men and asked them what they were doing. They told him they had stopped for lunch.

"I smelled a rat," said Kelly in a recent telephone interview. "For one thing it was 9 o'clock in the morning and too early for lunch. Something about these guys just didn't feel right."

Kelly noticed footprints in the snow leading to the back of the trailer and could see the trailer had probably been entered.

The truck and car sped off after Kelly told the truck driver he wanted his dispatcher's number. Kelly gave chase and stopped the tractor

Continued on page 10

## Cat's new vocational truck



See pg. 68

### Inside This Issue...

- **Put your truck on a diet:** Spec'ing lightweight components can save a substantial amount of fuel. Just how much? We've got the answer in our report from the Work Truck Show. Page 36
- **MATS report:** A comprehensive rundown of all the major new product introductions from this year's Mid-America Trucking Show. Pages 37-56
- **Slick stuff:** Are synthetic heavy-duty engine oils worth the price? It all depends on who you ask. Page 70
- **Eye for an eye:** In the conclusion, some vigilante trucker justice is served. Page 76

TRUCK EXHAUST  
INSTALLATION & SUPPLY

## TEXIS

**Our mufflers are stronger, last longer and save you \$\$\$!**

See our ad page 70

905-795-2838

## New & Used Equipment Buyer's Guide

Careers 50-64

Ad Index 71

To view LIST OF ADVERTISERS  
visit us at [www.trucknews.com](http://www.trucknews.com)



PM40069240

# H<sub>2</sub>Blu™

DIESEL EXHAUST FLUID

**MAXIMUM PURITY. MAXIMUM PERFORMANCE. >>>**



## PURE PERFORMANCE.

H<sub>2</sub>Blu is tested and formulated to ensure Maximum Purity. This helps your fleet to Maximize the Performance benefits of SCR technology.

Benefits such as...

- Improved Fuel Economy – by as much 5%
- Reduced NOx and Particulate Emission
- Optimized Engine Performance and Power

*Helping Your Fleet and Helping the Environment...That's Pure Performance.*



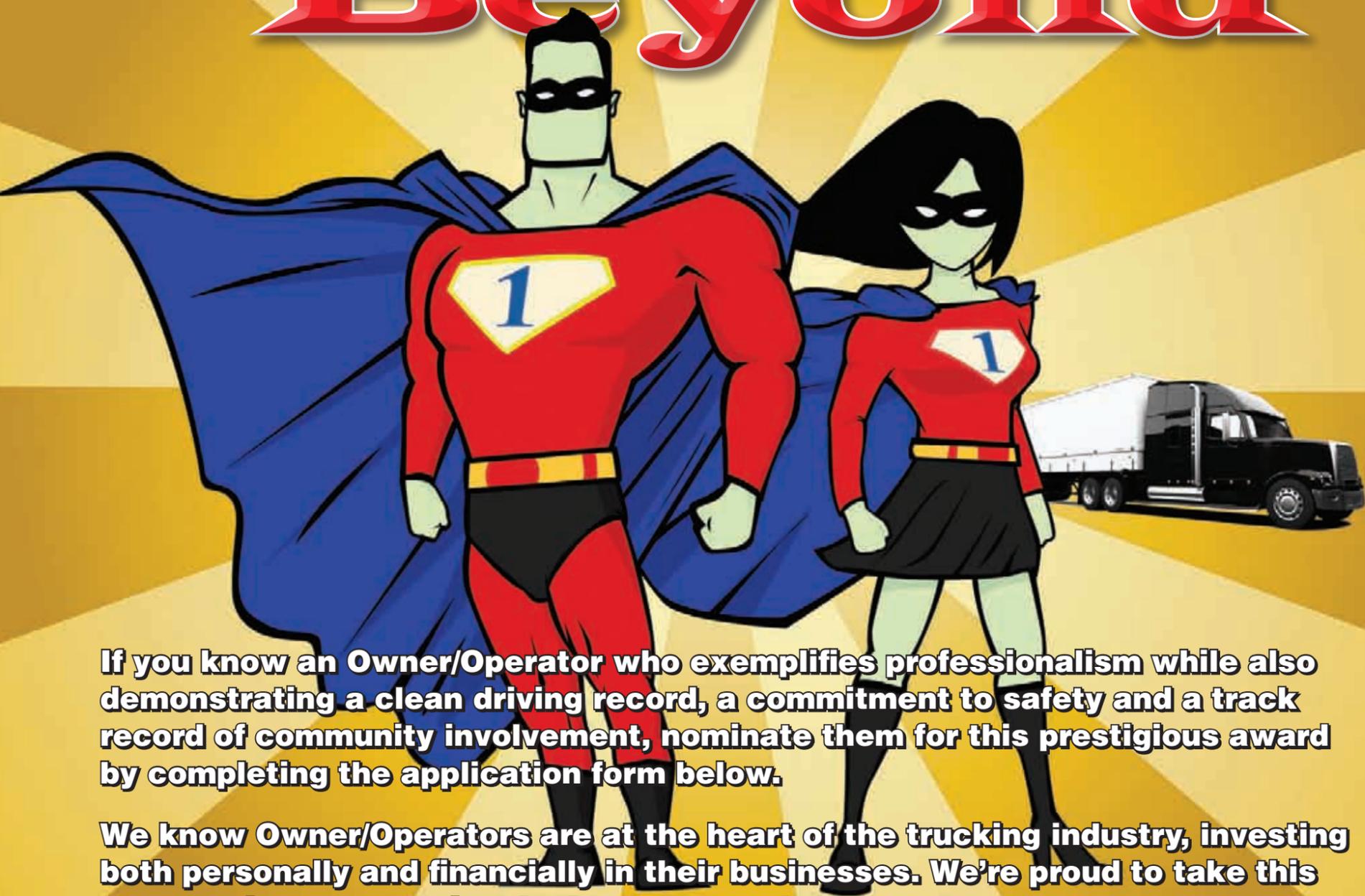
**Wakefield**

Please visit us at [H2Blu.ca](http://H2Blu.ca)  
or call us at 1-888-99H-2Blu for more information about pricing programs and  
equipment offers or to make an appointment with your local Wakefield Sales Rep.

Produced and distributed by Wakefield Canada inc.



# TO INFINITY AND Beyond



If you know an Owner/Operator who exemplifies professionalism while also demonstrating a clean driving record, a commitment to safety and a track record of community involvement, nominate them for this prestigious award by completing the application form below.

We know Owner/Operators are at the heart of the trucking industry, investing both personally and financially in their businesses. We're proud to take this opportunity to recognize the best among them.

Co-founding sponsors of this award...



In addition to a ring fit for a champion, 2011's honouree will also receive **\$3,000 CASH** and a **VACATION FOR TWO** up to \$2,500!

Nominations must be received by June 13, 2011

### THE OWNER/OPERATOR OF THE YEAR SHOULD BE...

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Town/City: \_\_\_\_\_ Prov: \_\_\_\_\_ Postal code: \_\_\_\_\_

Home phone: \_\_\_\_\_ Bus. phone: \_\_\_\_\_

Email: \_\_\_\_\_

Number of years in trucking/commodity hauled: \_\_\_\_\_

Primary truck and engine: \_\_\_\_\_

Number of vehicles: \_\_\_\_\_

Contracted to (if applicable): \_\_\_\_\_

How do you maximize fuel efficiency?: \_\_\_\_\_

My choice is based on:

Safe driving record  Industry/community involvement  Heroism  Going "Green" Initiatives

Explain: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

(Include additional information on separate paper if insufficient space)

Nominated by: \_\_\_\_\_ Phone: \_\_\_\_\_

Mail completed forms to "AWARD" Truck News/Truck West, Attn: Kathy Penner  
12 Concorde Place, Suite 800, Toronto, Ontario M3C 4J2

**FORM MUST BE FILLED IN COMPLETELY AND NOMINEE MUST HAVE CLEAN DRIVER'S ABSTRACT**

# CLASS 8 TRUCK SALES TRENDS

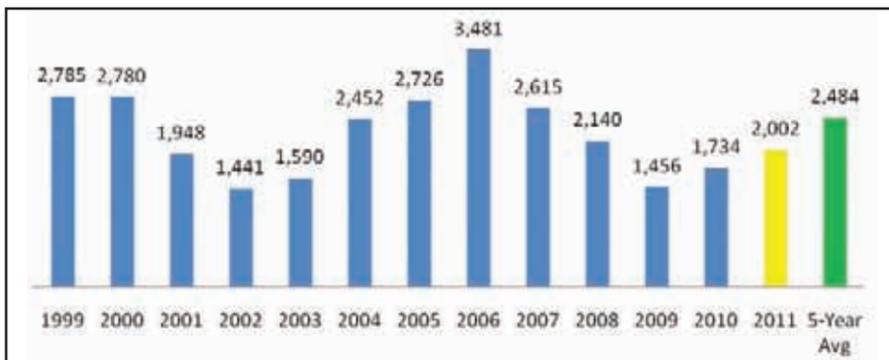
SPONSORED BY CHEVRON

There were 2,002 Class 8 trucks sold in the Canadian market this March, closing the quarter on a positive note and stronger than the quarter started. The total was an improvement over disastrous 2009 and also 2010 but more significantly it surpassed the March sales totals set back in 2001, 2002 and 2003. The month came in about 480 trucks short of the five-year average for truck sales.

### Monthly Class 8 Sales - Mar 11

OEM	This Month	Last Year
Freightliner	554	409
International	422	409
Kenworth	385	327
Mack	109	105
Peterbilt	174	191
Sterling	0	15
Volvo	227	181
Western Star	131	97
<b>TOTALS</b>	<b>2002</b>	<b>1734</b>

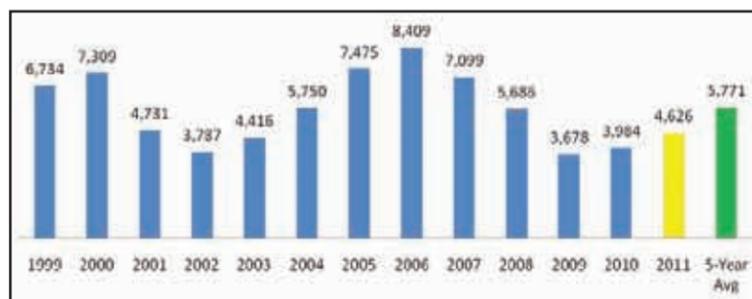
### Historical Comparison - Mar 11 Sales



### Class 8 Sales (YTD Mar 11) by Province and OEM

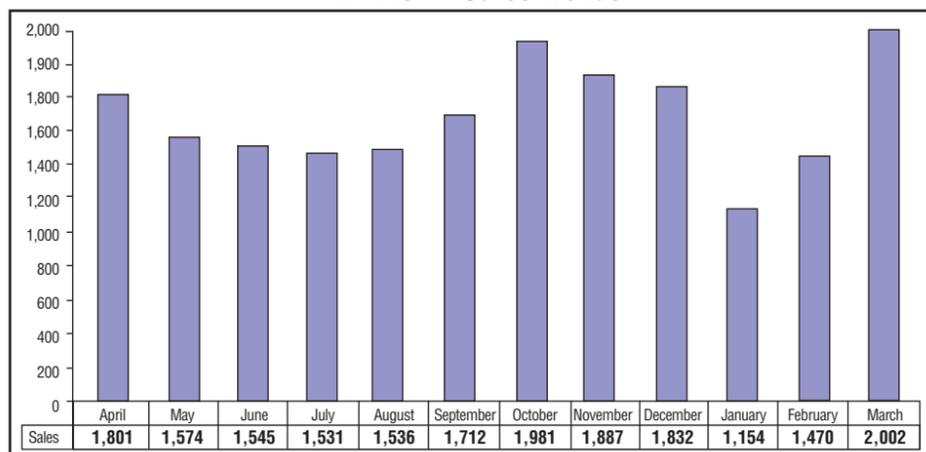
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	66	155	36	124	758	190	33	11	0	10	1,383
Kenworth	70	268	43	43	92	215	26	0	0	0	757
Mack	9	51	19	17	103	45	5	3	0	3	255
International	71	180	20	55	295	216	78	26	8	10	959
Peterbilt	39	138	31	23	123	72	37	7	0	0	470
Volvo	29	53	16	89	161	108	22	23	0	1	502
Western Star	77	104	14	10	48	25	5	11	0	6	300
<b>TOTALS</b>	<b>361</b>	<b>949</b>	<b>179</b>	<b>361</b>	<b>1,580</b>	<b>871</b>	<b>206</b>	<b>81</b>	<b>8</b>	<b>30</b>	<b>4,626</b>

### Historical Comparison - YTD Mar 11



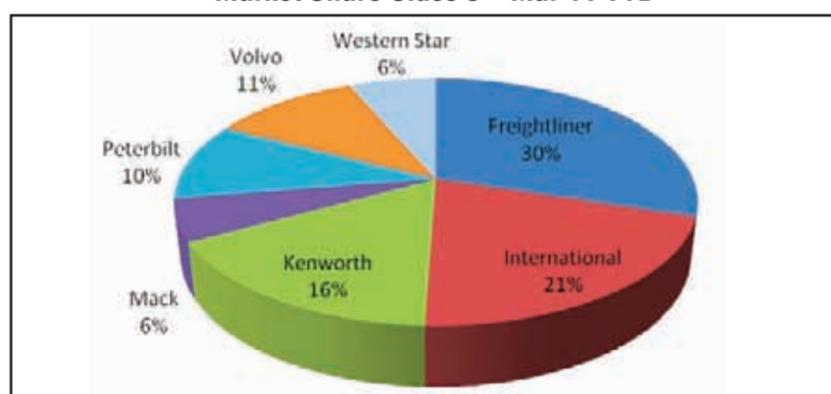
With a strong March, first quarter Class 8 sales totals climbed to 4,626 units. That's significantly better than the sales figures posted in both 2009 and 2010 but also better than the first quarter results for 2002 and 2003. And while this year's first quarter sales reached to only about half the first quarter sales during the record year of 2006, it was only about 1,000 units off the five-year average.

### 12 - Month Sales Trends



March proved to be the strongest month of the past 12-month period, climbing above 2,000 Class 8 trucks sold. After an improving close to 2010 with three straight months of truck sales coming in above 1,800 units, January was a disappointment with sales slipping below 1,200. February showed improvement with a climb to 1,470 before the sizeable jump in sales made in March.

### Market Share Class 8 - Mar 11 YTD



Freightliner, a market leader in the Canadian market for many years before International took over the top spot a few years ago, jumped out to an early lead at the start of the year with 28% market share and has since grown that lead. It now stands with a commanding 30% lead with International, whose market share has been on the decline over the past year, in second with 21%. Kenworth's numbers are also a drop from its 19% market at the end of 2010.

Source: Canadian Motor Vehicle Manufacturers Association

### DELO® WITH ISOSYN® TECHNOLOGY:

A POWERFUL COMBINATION OF PROTECTION AND OUTSTANDING VALUE FOR THE PARTS YOU RELY ON MOST.



A Chevron company product © 2010 Chevron Lubricants Canada Inc. All rights reserved. All trademarks are the property of Chevron Intellectual Property LLC.

# Delo®

Your business is only as strong as the parts that keep you moving forward. Which is why you need the unsurpassed protection of Delo® with ISOSYN® Technology. You can count on Delo with ISOSYN Technology to deliver performance that rivals synthetics, and the value that you need to keep your trucks and business running strong. Some of the world's largest fleets and Original Equipment Manufacturers (OEMs) depend on the performance and outstanding value of our Delo family of products with ISOSYN Technology. To find out more about *The Delo® Performance Advantage™* visit [www.deloperformance.com](http://www.deloperformance.com).



DELO® DELIVERS CONFIDENCE™

**May 2011, Volume 31, Issue 5**  
 ISSN 0712-2683 (Print)  
 ISSN 1923-3523 (Online)  
 Truck News, USPS 016-248 is published monthly by BIG Magazines LP., a div. of Glacier BIG Holdings Company Ltd. U.S. office of publication: 2424 Niagara Falls Blvd, Niagara Falls, NY 14304-5709. Periodicals Postage Paid at Niagara Falls, NY, U.S. Postmaster send address corrections to: Truck News, P.O. Box 1118, Niagara Falls, NY 14304. Truck News is published 12 times a year by BIG Magazines LP, a leading Canadian information company with interests in daily and community newspapers and business-to-business information services.  
**Creative Directors:** Carolyn Brimer, Beverley Richards  
**Circulation Manager:** Mary Garufi  
**V.P. Publishing:** Alex Papanou  
**President:** Bruce Creighton

## Advertising Sales

Inquiries: Kathy Penner (416) 510-6892



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



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



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



**Don Bestler**  
 National Account Sales Manager  
 (416) 699-6966  
 donbestler@rogers.com



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



**Laura Moffatt**  
 Research Director

## Editorial

Inquiries: James Menzies (416) 510-6896



**Adam Ledlow**  
 Managing Editor  
 adam@TransportationMedia.ca



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



**John G. Smith**  
 Technical Correspondent  
 wordsmithmedia@rogers.com



**Brad Ling**  
 Video Production Manager

## Subscription inquiries

Anita Singh (416) 442-5600 (Ext. 3553)

From time to time, we make our subscription list available to select companies and organizations whose product or services may interest you.

If you do not wish your contact information to be made available, please contact our privacy officer via one of the following methods:

**Phone:** 1-800-668-2374  
**Fax:** (416) 442-2191  
**E-mail:** jhunter@bizinfogroup.ca  
**Mail:** Privacy Officer, Business Information Group, 12 Concorde Place, Suite 800, Toronto, ON M3C 4J2

**RETURN UNDELIVERABLE CANADIAN ADDRESSES TO CIRCULATION DEPARTMENT: TRUCK NEWS, 12 CONCORDE PLACE, SUITE 800, TORONTO, ON M3C 4J2**

PUBLICATIONS MAIL AGREEMENT NO. 40069240

**When you need more than just a box, go for the whole package.**



**Take Advantage of the Strong Canadian Dollar on our US Made Products.**

**BETTER EQUIPMENT. BETTER SERVICE.™**



**2012 GREAT DANE HIGH CUBE REEFERS**  
 53', Tandem & Tridem Air Ride, 11 R 22.5 Tires, Aluminum Wheels, Stainless Steel Front & Rear, "PunctureGuard" Interior Lining with Logistic Track, High Cube Interior, Flat & Duct Aluminum Floors, LED Light Packages, "CorroGuard" available. Transtex MFS Side Skirts available. **Full Stainless Steel Broker Spec Reefer In Stock!!!**



**2012 GREAT DANE 53' DUAL TEMP REEFERS**  
 53', Hendrickson Air Ride, 22.5 Tires, Aluminum Wheels, Stainless Steel Front & Rear, High Cube Interior with PunctureGuard Lining and Interior Lights. CorroGuard Undercarriage coating, Thermo King Spectrum SB Dual Temp Reefer with Movable Cold Wall.



**2012 GREAT DANE 53' HIGH CUBE DRY VANS**  
 53', Hendrickson Air Ride, 101" Inside Width, 110" Inside Height, Logistic Posts on 16" Centres, Damage proof HDPE Interior Lining, Swing Rear Doors, Aluminum Roof. All the Benefits of a Plate van with more Logistic posts!!



**NEW CAPACITY SHUNT TRUCKS**  
 Moving Trailers? Glasvan & Capacity Has The Truck To Meet Your Needs. Diesel Powered On & Off Road Models with Heavy Duty Single Or Tandem Drive Axles. 4 Wheel Drive And The New Phett Hybrid. Fully Loaded For Canadian Climates.



**NEW LANDOLL 40-55 TON EQUIPMENT TRAILERS**  
 45' - 53' with 40 to 55 Ton Ratings. Full Deck Tilt, Tilting Tail & Detachable Gooseneck Models Available. Many Option Packages Available Including Wireless Remotes, Heavy Duty Winches, Centralized Greasing Systems And Full Hot Dipped Galvanizing. **2 & 3 Axle Tilting Tail Trailers Arriving Soon.**



**NEW ETNYRE "FALCON" LIVE BOTTOM TRAILERS**  
 Quad Axles & Tri-Axle Trailers In Stock and Ready to work!!! Etnyre "Falcon" Live Bottoms Feature an Extra Wide 42" Belt with a Heavy Duty 100,000Lb. Rated Chain System and Slat Free Design, Standard Harsh Climate Side Wall Package, Steeper Side Walls For Less Product Bridging and Segregation.

**NEW EQUIPMENT SALES TEAM:** Adam Stevens | Tom Pepper | Greg Pepper | Jason Dutton | Mike Hignett

## USED EQUIPMENT SALES

**MIKE HIGNETT T 905.625.5843 | mhignett@glasvangreatdane.com**



**2008 GREAT DANE 53' SSL DRY VAN**  
 53', Tandem Hendrickson Air Ride with Quik Draw and Sure-Lock, Bridgestone Tires, White Aluminum Exterior, 80,000psi Steel SSL Interior Lining, Swing Doors, Vents, Aluminum Roof with plywood protection runner. Safety Certified.



**(3) 2009 WABASH 53' DURAPLATE VANS**  
 53', Hendrickson Air Ride, 22.5 Michelin Tires, Quik-Draw Slider Pins, Swing Doors, Aluminum Roof, Side Skylights, Side Rub Rails, Vents, Automatic Greasing Systems, 101" Inside Width. Excellent Condition.



**2007 GREAT DANE 53' HIGH CUBE REEFER**  
 53', Tandem Air Ride, 11 R 22.5 Tires, Aluminum Wheels, Stainless Front & Rear, Duct Floor, PunctureGuard Interior, Logistic Track. High Cube Interior, LED Lights, Thermo King SB-210 Unit with 12,000 hours. Excellent Condition.



**(8) 2003 MANAC 48' QUAD AXLE VANS**  
 48' x 102", Ontario Quad Axle (72"/72" Tridem with Lift at 100"), Full Air Ride, Silver Aluminum Sides, Stainless Steel Swing Doors and Rear Frame, Plywood Lined Interior, Aluminum Roof. Excellent Condition.



**2006 GREAT DANE HIGH SPEC DRY VAN**  
 53', Tandem Air Ride, 22.5 Tires, Aluminum Wheels, Automatic Tire Inflation System, Stainless Steel Front Wall and Rear Frame, Vents, Tire Carrier, Logistic Posts, Aluminum Roof. One owner, Mint Condition.



**2006 WABASH 53' DRY FREIGHT VAN**  
 53', Tandem Air Ride, 22.5 Tires, White Aluminum Sides, Swing Rear Doors, Translucent ETR Roof, Vertical Logistic Posts, Plywood Lined, Very Good Condition. Certified.



**1998 GREAT DANE 53' TRIDEM REEFER**  
 53', Tridem Air Ride Suspension, 11 R 22.5 Tires, Stainless Steel Front & Rear, Black Sides, Newer Rear Doors, Aluminum Duct Floor, Thermo King SB-III reefer unit.



**2007 GREAT DANE 53' HIGH SPEC DRY VAN**  
 53', Tandem Air Ride, 11 R 22.5 Tires (nearly new) on Aluminum Wheels, Stainless Steel Front & Rear, Vents, Logistic Posts, 110" Inside Height, ETR Translucent Roof. Certified.



**2005 GREAT DANE 53' HIGH CUBE REEFER**  
 53', Tandem Air Ride, 22.5 Tires on Aluminum Wheels, Stainless Front & Rear, Swing Doors, Duct Floor, Interior Logistic Tracking, High Cube Interior, Broker Light Package, Tool Box, Thermo King SB-210 Reefer.



**2002-2006 CAPACITY SINGLE AXLE SHUNT TRUCKS**  
 Cummins 215 hp engines, Allison Auto transmissions, Heavy Duty Lifting 5th Wheel, Automatic Greasing Systems, Air Conditioning, Extended Pick Up Ramps, DOT Road Legal, New Paint.



**2006 LODE KING 48' COMBO FLATDECK**  
 48', Tandem Air Ride with Front Axle Slider, 22.5 Tires, Aluminum Wheels, Aluminum Floor with Nailing Strips, Tool Box, Lots of Winches & Straps, Aluminum Crossmembers. Very Clean Condition.



**2008 TROUT RIVER QUAD AXLE LIVE BOTTOM**  
 48', Ontario SPIF Quad Axle Air Ride with Steer axle, 22.5 Tires, Aluminum Wheels, Aluminum Fenders, Sliding Electric Tarp, 36" Wide Reversing Belt, Side Ladders, Spray Tank. Good Shape. Just traded in, will not last.

**EQUIPMENT** 905.625.8441 8am-5pm MON-FRI | **PARTS** 905.625.8812 7am-5pm MON-FRI | **SERVICE** 905.625.8441 7am-4pm MON-FRI

### MISSISSAUGA

**Sales, Parts, Repair Centre**  
 1201 Aimco Blvd.  
 Mississauga, Ontario  
 L4W 1B3

T 905.625.8441  
 F 905.625.9787

**Truck Centre**  
 5285 Maingate Drive  
 Mississauga, Ontario  
 L4W 1G6

T 905.625.8441  
 F 905.629.4911

### WHITBY

**Parts & Repair Centre**  
 1025 Hopkins Street  
 Whitby, Ontario  
 L1N 2C2

T 905.430.1262  
 F 905.430.0914

### ALLISTON

**Parts & Repair Centre**  
 4917 C.W. Leach Road  
 Alliston, Ontario  
 L9R 2B1

T 705.434.1423  
 F 905.434.0125

### PUTNAM

**Parts & Repair Centre**  
 3378 Putnam Road  
 RR #1 Putnam, Ontario  
 N0L 1B0

T 519.269.9970  
 F 519.269.3327

# Dealing with sleep apnea

It seems you can't go to an industry convention anymore without the topic of sleep apnea appearing on the agenda. As I learned more about this condition, I began to suspect I suffered from it myself.



should not avoid treating.” With that in mind, I decided to speak to my doctor about it. I had all the symptoms. I felt constantly tired, even after waking from what seemed like a good night's sleep. I was especially tired when driving home from work and at times would close my eyes when traffic stopped. I'd put on weight. Gotten older.

So I decided to fess up and tell my doc. She referred me to a sleep clinic and I expected months to pass before hearing a peep from them. Surprisingly, they called just days later and offered me an appointment at the Durham Sleep Clinic in Oshawa within a couple of weeks. After passing (failing, I suppose) the questionnaire that indicated I fit the profile for sleep apnea sufferers, I was booked in for an overnight sleep assessment a couple weeks later. I remember it was the night the clocks moved forward. How fortunate, I figured, that's one less hour I have to spend here.

Getting wired up for my overnight sleep study was neither pleasant nor unpleasant. The sleep technicians were remarkably efficient. The worst

part of the experience was spending a Saturday night in a lab rather than at home with my wife and daughter and watching the hockey game. But I convinced myself it was a necessary inconvenience.

Despite having more than a dozen wires attached to various parts of my body, I was able to fall asleep nearly instantly (a good sign there was something wrong with me, perhaps).

Within a couple weeks, I was called back to the clinic to discuss my results. It was as I expected. I was diagnosed with severe sleep apnea. The sleep study showed I was waking as much as 33 times an hour and in some instances going more than a minute without breathing.

I had mixed feelings about the diagnosis. I was encouraged by the fact I now knew what was causing my fatigue and that there was a completely effective solution for it. I was also disheartened, however, by the fact I would likely forever need to sleep with a Darth Vader-esque mask over my face.

My story is not yet complete. I must soon go back to the clinic for another night in the clinic. This time I'll be required to wear a CPAP mask while

the technicians fiddle with the settings to find out precisely how much pressure I'll require when I get my own machine.

Then, I'll have to get used to CPAP treatment and learn to live with it. Only then will I be able to share my full story, which hopefully will conclude with me feeling better rested and more energetic.

I'll keep you posted. □

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



# The recovery is here. Now what?

I've been speaking with many trucking company CEOs over the past few months and what I've been hearing has been consistent, whether they run small companies or large: The focus going forward has to be on smart growth and that means being a lot more attentive to profitability.



it's much different from yesterday's. You will need to figure out how to navigate your company through this new reality.

And that's exactly what our third annual Transportation Company Workshop, set for Wednesday, May 25 at the Capitol Centre Banquet Hall in Mississauga, is designed to help you do (To register, go to [www.trucknews.com](http://www.trucknews.com) and click on the 2011 Transportation Company Workshop icon on the top right or go directly to [www.trucknews.com/workshop/](http://www.trucknews.com/workshop/)).

Once again we have partnered with Dan Goodwill and Associates to put together a comprehensive agenda to help you revitalize your transporta-

tion business in this time of economic uncertainty and technological change.

We are going to take a deep dive into how to improve the profitability of your transportation business through better information management and by going into detail about how to best approach e-tenders and RFPs.

I will personally be hosting both a retailer and a manufacturer roundtable this time and you will hear first hand from some of the nation's largest shippers about what they expect in 2011, both in terms of shipment volumes and their expectations from carriers. I will also host a motor carrier roundtable to discuss successful business development strategies.

And, of course, we will start the morning with the latest economic overview from Scotia Bank's senior economist, Carlos Gomes. Carlos didn't flinch with his cautious but optimistic approach last year when others were predicting a double dip recession and he's been proven right. This year we also have a great close

with a session on Customs, with government officials from CBSA going over key changes to border legislation.

Business success in the future will require an integrated communications strategy and increasingly this means using social media.

Our workshop includes a session on how to link your brand, Web site and blog into a coherent and effective business plan.

And, finally, you won't be going anywhere in 2011 and beyond without a sound HR plan. Our workshop includes two sessions on how to recruit and retain top talent.

Throw in a delicious lunch and some great networking opportunities and I believe this is an event you should not miss. I'm looking forward to seeing you there. □

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

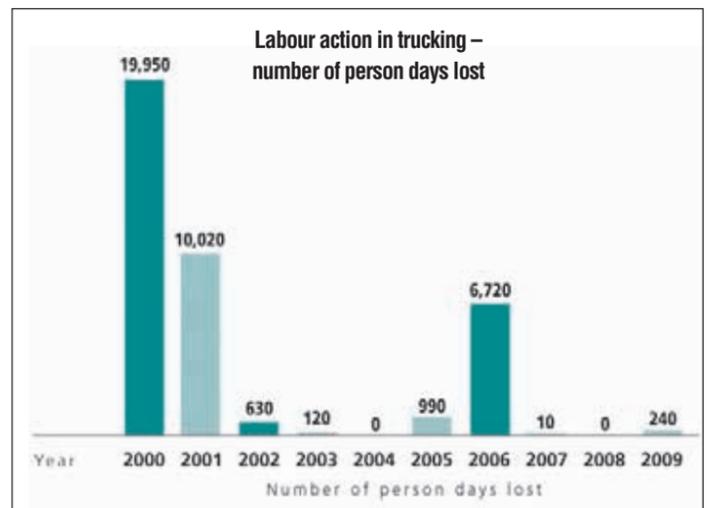
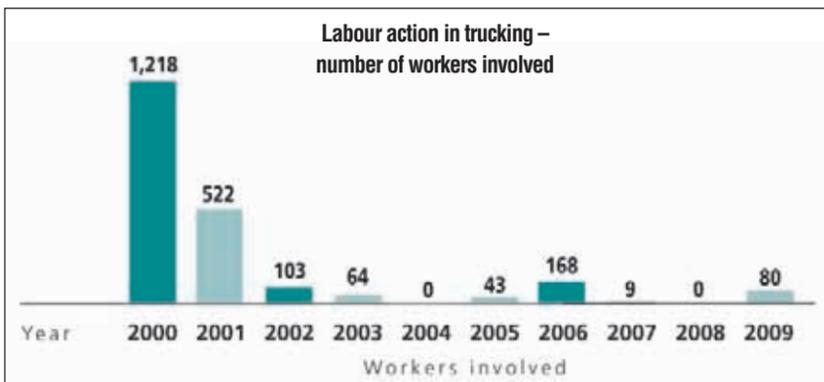
## Did you know? The impact of labour action on trucking

There are more than 400,000 employees in the Canadian for-hire sector, according to Human Resources Canada and of those 127,000 are company drivers. Despite the difficulty experienced by trucking companies in attracting qualified drivers and other professionals, the industry has experienced significant labour growth over the past decade, growing by low double digits in 2004

and 2008 before shrinking during the recession of the past two years. Such large numbers of employees in a sector so vital to the economy creates the potential for disruptive labour action yet trucking has avoided such disruption for much of the decade. After a rough start to the

decade where almost 20,000 person days were lost during 10 work stoppages, labour action in Canada has eased considerably. There were no reportable person days lost in 2004 and 2008 and just

a handful in 2007. In fact trucking has enjoyed the most peaceful labour relations of any mode for most of the decade. □



CONTENTS

**TRUCK NEWS**

**Question of the month**

*Would you report suspicious activity you notice while on the road?*

page 78

Mark Dalton in...

**An eye for an eye Part 4**



page 76

**departments**



OEM/DEALER NEWS: Val D'or gets a new Kenworth dealer **Pages 63-64**

Truck Sales	4
Opinions	6
In Brief	7
Border	8
Canada	10-12
East	13
Quebec	14-15
Ontario	16-18
Scott Taylor, Tax Talk	20
Al Goodhall, Over the Road	22
Mark Lee, Tomato, Tomahto	25
Ask the Expert, Safety	26
Karen Bowen, Health	28
Chris Singh, Health	28
People	29
David Bradley, Industry	30
Rob Wilkins	33
Bruce Richards, Industry	34
Lightweight Spec'ing	36
MATS Report	37-56
Brakes	58-61
Fleet News	66
Profitability Dashboard	67
Vocational Trucks	68-69
Oils & Lubes	70-74
Advertiser's Index	71
Mail	75

IN BRIEF

**Secrets of Best Fleets to Drive For to be shared on cross-country tour**

TORONTO, Ont. – CarriersEdge has announced the dates for its 2011 Best Fleets to Drive For Seminar Series, which will be presented by Marsh Canada and sponsored by Kee Human Resources and *Truck News*.

The half-day seminars will be held in cities throughout Canada and will highlight tips and tricks from the US and Canadian fleets that were identified as the best to drive for through the TCA/CarriersEdge Best Fleets to Drive For competition. The program identifies North American for-hire trucking companies that provide the best workplace experiences for company drivers and owner/operators.

"This year, Best Fleets to Drive For saw a huge increase in the number of participating fleets, and the overall quality of programs being offered by those fleets," said Mark Murrell, president of CarriersEdge. "Novel approaches to compensation and benefits, along with emerging trends in social media and environmental initiatives, showed us that the industry is emerging from the recession with renewed energy and creativity."

The seminars will be held in Marsh Canada offices across the country. Dates and locations for the tour include: May 10, Regina, Sask.; May 11, Saskatoon, Sask.; May 12, Winnipeg, Man.; May 26, Montreal, Que.; May 31, Calgary, Alta.; June 1, Vancouver, B.C.; June 2, Edmonton, Alta.; June 7, London, Ont.; June 8, Toronto, Ont.; June 9, Moncton, N.B.; June 14, Kitchener, Ont.; and June 16, Ottawa, Ont.

All seminars will run from 9:00 a.m. till noon, with refreshments provided. Admission is free, but advance registration is required. To register, contact Judi at 905-530-2430, or visit [www.BestFleetsToDriveFor.com](http://www.BestFleetsToDriveFor.com). □

**Search on for O/O of the Year**

TORONTO, Ont. – *Truck News* magazine is on the lookout for its 18th Owner/Operator of the Year. The coveted award, sponsored by *Truck News* with support from Mack, Castrol and Goodyear, is given to an owner/operator who exemplifies professionalism while also demonstrating a clean driving record, a commitment to safety and a track record of community involvement.

The 2011 winner will receive a diamond ring fit for a champion, \$3,000 cash and a vacation for two valued at up to \$2,500.

Nominations must be received by June 13. Forms must be filled out completely and the nominee must have a clean driver's abstract. To nominate an O/O, see ad on pg. 3. □

# ZENVIRONMENT. CHANGING THE LANDSCAPE.

**cpk**  
cost per kilometer  
BEST BY 15%  
GUARANTEE

Introducing Yokohama's breakthrough new Zenvironment technology. With a stronger, more resilient rubber compound that resists cuts and chips, it's revolutionizing the trucking industry. Zenvironment offers a longer original tread life, better retreadability and lower rolling resistance for better fuel economy. And the casing comes with a 7 year limited warranty. Plus it's guaranteed to have a cost per kilometre lower than any major competing brand by at least 15%. So join the movement. Ask your dealer about it today.

**101ZL 103ZR 501ZA 703ZL**

[www.Yokohama.ca](http://www.Yokohama.ca)

**BORDER**

# US trucking groups support EOBR mandate

WASHINGTON, D.C. – Two of the most influential trucking industry lobby groups in the US have thrown their support behind the push towards mandating electronic on-board recorders (EOBRs) to track driver hours-of-service compliance.

The Truckload Carriers Association (TCA) board agreed at its annual convention that it would support regulations mandating the use of EOBRs to track hours-of-service.

“We believe that this new policy is reflective of today’s operating environment,” said TCA president Chris Burruss. “The board of directors thought it was important that our members lead on this issue.”

The TCA developed a set of recommendations, including:

- ELDs (electronic logging devices) requirements should be based on the minimal, functional, and performance specifications necessary to accurately record and report HoS compliance and assure reliability and utility of operation;
- Except for HoS compliance data, statutory protections should be afforded to motor carriers pertaining to the control, ownership, and admissibility/discoverability of data generated and derived from ELDs, and to assure the privacy rights of drivers;
- Drivers shall be responsible

for operating ELDs in full compliance with all applicable regulations;

• Any ELD regulation must address the operational diversity of the trucking industry, continue existing exceptions to the record of duty status, and consider additional exemptions that balance compliance and the evolving industry diversity;

• Motor carriers using compliant ELDs should be relieved of the burden of retaining supporting documents for verification of driving time.

• Any ELD mandate, if instituted, should be made simultaneously applicable to all vehicles of the affected population of motor carriers. It should avoid any implementation inequities identified and take measures to eliminate them;

• And tax incentives should be pursued as a means to facilitate adoption of ELD systems.

Not long after, the American Trucking Associations’ membership also endorsed a policy supporting federal laws and regulations that would require the use of EOBRs to track driver hours.

“ATA has always been in favour of strong enforcement of safety rules and regulations,” said ATA president and CEO Bill Graves. “This new policy just underlines that support.”

“FMCSA’s own safety monitor-

ing program, CSA, shows a link between compliance with the current hours-of-service rules and carrier safety performance,” Graves said. “In addition to showing that the current hours-of-service rules are working, that data shows us that increasing compliance with those rules will further improve trucking’s already impressive safety record.”

While ATA’s new policy expresses support for an electronic logging mandate, ATA says it believes any regulation or law should also address several issues including:

- Cost-effective device specifications allowing for accurate recording of driving hours;
- Data ownership and access in order to protect the privacy of fleets and drivers alike;
- And relief from the current burden of retaining additional supporting documentation.

“Many fleets already use these devices and they report not only compliance and safety gains, but also improved efficiency,” said Dave Osiecki, ATA senior vice-president of policy and regulatory affairs. “Those benefits make supporting an electronic logging requirement good business.”

The Canadian Trucking Alliance has already supported the mandatory use of EOBRs for some time. □

## Truck safety sets new record in 09

WASHINGTON, D.C. – The rate of truck-involved fatalities on US highways fell to 1.17 per 100 million miles in 2009 – making that year the trucking industry’s safest since the federal government began keeping track in 1975, according to reports.

The rate fell 14.1% from the revised fatality rate of 1.37 in 2008, according to an analysis of data released by the Federal Highway Administration and National Highway Traffic Safety Administration.

In addition to the fatality rate, the truck occupant fatality rate fell more than 17% to 0.17 per 100 million miles travelled.

“Dedication to safety is a core value of ATA and the trucking industry,” said ATA chairman Barbara Windsor, president and CEO of Hahn Transportation. “We’ve expressed that with our 18-point progressive safety agenda and programs like Share the Road and America’s Road Team. These figures are the fruits of those efforts.”

In 2009, NHTSA recorded 3,380 fatalities in 2,987 crashes, down from the 4,245 fatalities and 3,754 crashes reported in 08. FHWA reported that in 2009 trucks travelled more than 288 billion miles – down from 310.7 billion the previous year, but the agency increased its historical truck mileage figures prior to publishing its 2009 data. □

# Tankmart International [www.tankmart.com](http://www.tankmart.com)

CANADA’S LARGEST TANK TRAILER DEALER SALES - SERVICE - PARTS FOR REMTEC, TREMCAR, J&L TANK INC.



**NEW 2011 TREMCAR 8400 USG DOT-407 tridems, Intraxx A/R, alum. wheels, Michelins.**



**2011 J&L 1850 cu. ft. pneumatic quad, meets SPIF regulations, Intraxx A/R, alum. wheels, for lime, cement or fly ash, avail. early June. Call**



**2 – 2011 TANKCON FRP DOT-412 tridems, alum. wheels, A/R, avail. mid April. Call**

### OAKVILLE BRANCH

Call Kevin Brown, Tony Jelacic  
1-800-268-1456 • (905) 465-1355  
Fax: 905-465-3780

### MONTREAL BRANCH

Call Ron Laberge, Bob Kavanagh,  
Camille Pettinato  
1-800-363-2262 • (514) 323-5510

Rental Units and Service at both Branches

OVER 200 NEW & USED TANK TRAILERS FOR SALE • LEASE • RENT

### FEATURE UNIT OF THE MONTH



**UNIT 8416 – 2009 REMTEC 48,000L alum. insulated hot product R-TAC B train, has air ride, alum. wheels, pump off lines, heat coils, excellent overall condition, new safety, available now. Available as Lease to Own. Call**



**SELECTION OF 4 -1998 TO 2002 ADVANCE 45,500 aluminum insulated hot product tanks, air ride, 72x72x99 spreads, very good condition, ready for asphalt season. Call**



**UNIT 8456 – 1983 WALKER 16,000L 1 compartment sanitary tank, very good overall condition, was hauling drinking water, for storage purposes only.**



**UNIT 8631 – 1995 TREMCAR 7,000 USG, MC-307, all stainless frame, air ride, alum. wheels, All inspections included.1**



**UNIT 8500 – HEIL 9000 USG (34,000L) 4 compartment MC-306 alum. petroleum tanker, very clean unit, has new B-620 and safety, excellent ice roads tank, avail. now. Call**



**UNIT 8021 – 1995 IH 4900 single axle water truck, DT-466 engine, 5 spd. trans, 10/23 axles, w/11,500L alum. 1 compt. non code tank. 3” gravity drop set up, excellent contractors truck to haul water, extremely clean cab, new safety, avail. now.**



**1997 TREMCAR 6400 IG, stainless insulated, one comp’t, quad axle, stainless frame, alum. wheels, new safety, ideal fertilizer tank. Call**



**UNIT 8474 – 1989 TRANSTECH 20,000L 3 comp’t alum. tank. Mount it on your cab & chassis for water.**



**UNIT 8282 – 1994 BEDARD 5300 I.G. MC-312, non-insulated s/s R-TAC B train, 41 PSI operating pressure, new B-620 and safety, good overall condition, built for heavy product. Call**



**UNIT 8759 – 2008 WALKER 6000 usg insulated s/s sanitary tandem, Intraxx, alum. wheels, Michelins, enclosed rear cabinet, manhole covers, only 19,000 kms. Mint. In Oakville**



**UNIT 8224 – 1994 KROHNERT 8500 i.g. insulated 1 comp’t. MC-307 tri-axle, stainless to the ground, new HM 183, 6x10 spring/air, very good overall condition, new B-620/safety. Call**

# ACTION TRAILER SALES

www.actiontrailersales.com



The First Name In Trailers

## TORONTO

2332 DREW RD.,  
MISSISSAUGA, ONT. L5S 1B8  
Call: Murphy Barton, Vince Cutrara,  
Jon Drohan, Bruce Gair,  
Rob Moorehouse, Todd Warren  
John Gwynne - Long Term Leasing

**905-678-1444**

Fax (905) 678-1566

## MONTREAL

1100 RUE COURVAL,  
LACHINE, QUEBEC H8T 3P5

Call: Yvon Fortin, Bruce MacDonald,  
Mario Perrino, Michel Pouliot,

**514-633-5377**

Fax (514) 633-6488

## QUEBEC CITY

Bruno Poirier

Cell **418-948-9555**

New And Used Sales

Rentals

Long Term Finance Lease

Full Maintenance Lease

Full Service Trailer & Reefer Shops  
Providing Maintenance And Parts



TANDEMS/TRIDEMS • AIR RIDE



DROP DECKS



ALUMINUM COMBO FLATS

Over 200 Used Reefers In Our Yard . . . Ready To Roll!!

### "NEW" UTILITY 48' ALUMINUM COMBO FLAT BEDS

HENDRICKSON AIR RIDE SUSPENSION ON 10' SPREAD, 48' ALUMINUM HEADBOARD, 12 WINCHES AND STRAPS IN SLIDING TRACK.  
**PRICED TO MOVE.**



### "LATE MODEL TRADES"

(40) 2006/07 UTILITY 53' REEFERS

STAINLESS STEEL FRONT AND REAR, VENTS, "E" TRACK, H.D. ALUM. FLAT FLOOR, 46K HENDRICKSON SUSPENSION, CARRIER XTC STEALTH UNITS.



UTILITY 53' x 102" x 13'6" DRY FREIGHT VANS

13,180 Lbs.  
110" Door Opening

HENDRICKSON AIR RIDE SUSPENSION, LOGISTIC SIDE POSTS - ALUM. OR TRANSLUCENT ROOF AVAILABLE, STAINLESS REAR DOOR CASE, 12" CORRUGATED STEEL SCUFF LINER, 24" STEEL THRESHOLD PLATE.  
**PRICED RIGHT!**

**IN STOCK & ARRIVING DAILY**

UTILITY 3000R

53' x 102" HIGH CUBE REEFERS, 107 1/2" I.H. FRONT, 109 1/2" I.H. REAR, 98 1/2" I.W. RECESSED "E" TRACK, H.D. DUCT FLOOR, STAINLESS FRONT & REAR, VENTS, LED LITES - WEIGHT 12,155 LBS. (STANDARD MODEL) H.D. INTRAAX AIR RIDE SUSP. ALUM. WHEELS.



(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.**

(4) 2004 UTILITY 36' REEFER VANS



Carrier reefer units, overhead rear door, heavy duty flat aluminum floor, 34" aluminum scuff liner, interior lights, anti-tip legs, Hendrickson air ride suspension, **very clean.**

25' x 102" PACE AMERICAN MOTORCYCLE / ATV / AUTO HAULER, 7K-GVWR



5' V Wedge side ramp, full width rear ramp, 38" side door, aluminum checkerplate floor & scuff liner, kemlite interior lining, roof vents, interior lights, "D" rings, LED lights, aluminum wheels, rarely used **In like new condition.**

3 - 2004 UTILITY 48' TRIAXLE REEFERS



Carrier reefer units, side posts on 12" C/L, Hendrickson 6' and 10' air ride suspension with front axle lift mounted on a 12" I beam subframe with crossmembers on 8" C/L, heavy duty side rails, 34" aluminum scuff liner, heavy duty flat alum floor, verta-track, overhead rear door.

(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.**

(6) "NEW" 53' UTILITY REEFER BOXES PRE-PAINTED BLACK SIDE PANELS



Stainless front panels, radius corners, wing plates, and rear doors, front and rear vents, Hendrickson air ride suspension, Durabright aluminum wheels, 16" aluminum scuff liner, 1 row recessed "E" track, extra light pkg. heavy duty duct floor.....**loaded!!!**

(6) 2005 UTILITY 53' MULTI-TEMP REEFERS



Carrier Genesis units, 2 remote evaporator units, 2 curb side and 2 road side doors, overhead rear door, 2 rows of recessed "F" track, 22" aluminum scuff liner, Hendrickson 46K air ride suspension, aluminum wheels, interior lights, stainless front panels and wing plates, **very clean.**

(2) 2006 SUPREME 22' TRUCK BODIES



Overhead rear doors, Kemlite roof, **like new condition.**

# PARDONS & U.S. WAIVERS GUARANTEED

Free Consultation  
1-888-599-2999



Strictly Confidential  
Guaranteed or Your Fee Refunded  
www.JustPardons.com

Pardons - Waivers - Expungements - Fast Cards

**Canadian INDUSTRIAL & TRUCK RADIATORS**

SAME DAY SERVICE  
PICK-UP & DELIVERY  
CROSS CANADA SHIPPING

**100% CANADIAN PRODUCTS**

**4 Hour Drive-In Service** (most models)

**Diesel Fuel Tank Repair**

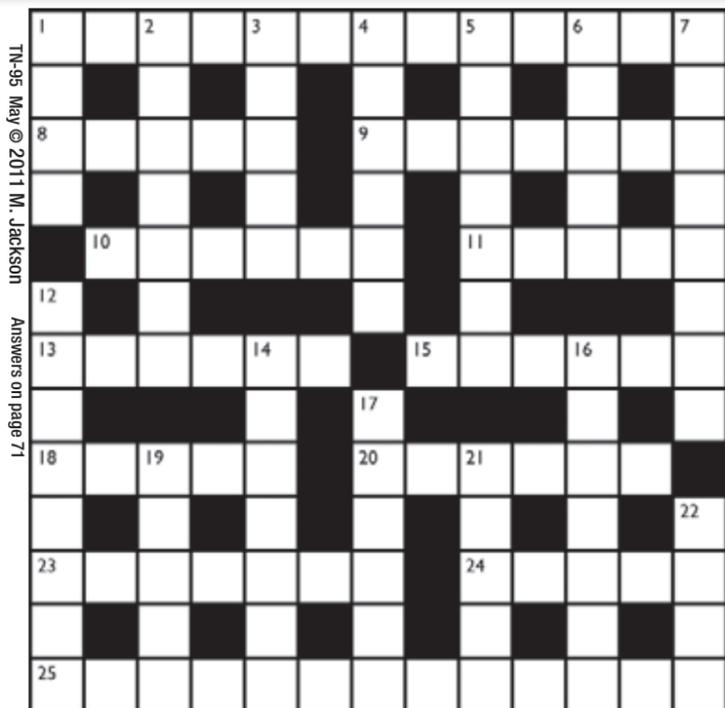
- ✦ Industrial Radiators
- ✦ Heavy Truck Radiators
- ✦ Charge Air Coolers
- ✦ A/C Condensers

**MON-FRI 8-7 • SAT 8-2**  
*Sunday by appointment only*

**Call Travis**  
**416-679-0053**  
**1-866-817-0053**

**2115 Codlin Cres., Etobicoke, ON M9W 5K7**

## THIS MONTH'S CROSSWORD PUZZLE



**Across**

1. Warehouse workhorse (8,5)
8. Semitrailer spare-tire carriers
9. Chromed cab-top component (3,4)
10. Halifax-based transport company
11. GMC's '69 Crackerbox replacement, \_\_\_ 95
13. Used-truck transaction
15. House-moving rig's requirement, often
18. Drivetrain-components brand
20. Really wrecks a rig
23. Pneumatic-suspension brand (3,4)
24. Button on '60s 8-track player
25. Affectionate slang for a Century Class rig

**Down**

1. Brand on '70s Louisville trucks
2. Truckmakers' defect notices
3. Lidar speed-measurement system's basis
4. Breakdown warning devices
5. Helical fastener formations
6. Leaf spring to axle connector (1,4)
7. Highway tractor brand since '23
12. Defunct trailer maker bought by Wabash
14. Semitrailer prop, \_\_\_ gear
16. Diesel-engine incontinence (3,4)
17. Urban thoroughfare
19. Tridem axle count
21. Gear protrusions
22. International Load \_\_\_ debuted in '62

Try it online at [www.trucknews.com](http://www.trucknews.com)

### CANADA

# Accused drug transporter could get off on technicality

Continued from page 1

on Steeles Ave., not far from Truck Town.

"You're really pissing me off. Now I want your dispatcher's number and I want to see your driver's licence – because I don't think you're qualified to drive that thing," he told the driver.

The truck roared off again and Kelly brought him to a halt a little further down the road. The scenario was repeated a third time when the driver bolted once again. Kelly finally managed to blockade him on the west-bound 401 ramp at the James Snow Parkway. By then, an MTO officer, who noticed the disturbance had arrived on the scene followed soon after by a Halton Police cruiser (the man in the other car had long-since disappeared).

Initially, the officers thought this was a dispute between a motorist and a trucker. Neither Kelly nor the officials had any idea that the trailer contained a mother lode of cocaine: 205 kgs packed in bundles and nestled amongst a load of baby carrots.

Kelly was anxious to get back to work and left the scene before the contraband was discovered. He only found out about the arrest after an officer arrived at the terminal that afternoon to take his statement.

Irony runs thick throughout this story.

"If I had known there was cocaine in the truck I probably wouldn't have chased it," Kelly told me (he no longer works at Truck Town). And alleged cocaine transporter Avtar Singh Sandhu clearly picked the wrong time and place to rendezvous with his buddy. It was as though Kelly had stuck a dip net into a big lake and pulled out a huge fish.

The Sandhu bust begs the question of just how much other illicit material is moving around by commercial truck. If a random incident like this uncovers \$8 million of coke, how much more is getting through?

"Tonnes," speculates Sgt. Rob Ruiters, national coordinator of the RCMP's Project Pipeline/Convoy program. "We're not even scratching the surface. For every one that we intercept, 50 to 100 get by us."

Most of the illegal activity in commercial vehicles is centered in heavily

trafficked areas. Southern Ontario, particularly Peel Region, is an area of heightened criminal occurrences, as is British Columbia's lower mainland. But drugs and contraband goods are constantly moving across the country.

Canadian-grown marijuana is travelling from north to south, while cocaine and guns are usually going the other way. Liquor, cigarettes, stolen goods and human cargo are moving both ways across the border as well as east and west. Really there is no limit to the variety of contraband being transported commercially, usually disguised or hidden among other legit cargo. You name an illicit activity and trucks have probably been used to accomplish it.

In some ways trucks are nearly invisible as they travel around the continent. Furthermore, according to Ruiters, most police officers are not always comfortable dealing with them. "There are about a million police officers in the US and Canada. Of that only about 2% are certified to do CVSA inspections, and only about a third of those do so on a regular basis," Ruiters contends.

This arrangement suits organized crime, as the odds of getting stopped or pulled into an inspection station are exceedingly small.

So what kind of person engages in this kind of trucking? There's probably no one profile or set of characteristics that would define such a driver. Anyone could be a smuggler or trafficker.

Trucking is a low margin enterprise and these loads pay well. The driver might be motivated by opportunism, financial hardship, coercion or greed, but the stakes are exceedingly high: penalties for getting caught are stiff when they're delivered by the courts, and probably even stiffer (pun intended) when administered by the mob.

Trucking companies themselves can do much to mitigate this type of behaviour by thoroughly screening new hires.

"The best companies have the best drivers, and those companies are usually the best at proactive diligence," says Ruiters. "Overall, truck drivers are hard working and honest, but there's always a small percentage.



**Aaxel Insurance Brokers Limited**  
Aaxel Financial Services Ltd.

**The Aaxel Advantage**

[www.aaxelinsurance.com](http://www.aaxelinsurance.com)

Whether you're an owner operator with a couple of units, or a company owner responsible for a fleet operation, we will tailor an insurance contract to suit your specific needs.

**Let us shop the markets for you for the absolute best rate and product available so you can focus on your business.**

**Call Paul Spark**  
Vice-President

24 Hours @ 416-606-9681  
or email: [paul.spark@aaxelinsurance.com](mailto:paul.spark@aaxelinsurance.com)



**Aaxel Insurance Brokers Limited**  
202 Main Street North, Brampton, ON L6V 1P1  
(905) 796-7600 ext 28  
Toll Free: 1 (866) 358-2860 • Fax: (905) 796-9700

Anybody can buy a truck and somebody will hire them. Drugs are often transported just like any other legal commodity, and they'll always find someone to move them."

Carriers also need to look to their own internal security when it comes to satellite tracking and in-house software. If information is readily available online to a number of company and client representatives, your supply chain is vulnerable to being compromised by anyone from a forklift driver to a schoolyard hacker. This kind of data, which includes detailed load movements, schedules, the type of equipment being used and routing instructions, is fascinating to criminal elements.

Drivers themselves can be unwitting accomplices. Rick Geller of Markel Insurance cites cases where a package has been fastened to the underside of a trailer while the driver stopped for a coffee. The truck is then followed after it leaves Customs and the package is retrieved later.

"Drivers stopping for coffee before they go across the border should do one final inspection, and that includes looking under the trailer," says Geller.

For the most part, authorities have to rely on tips or random stops to detect criminal transport networks. Ruiters conducts seminars across Canada teaching police officers how to spot "anomalies" when they stop a driver. He won't disclose specific techniques or strategies, but some clues are obvious.

"Perhaps there's something that shouldn't be on the truck, or someone's working in a way that doesn't make economic sense, like hauling an empty trailer across the country," he says.

In Ontario, MTO and police officers can stop a commercial vehicle at any time and conduct a regulatory inspection of the truck and its contents to ascertain compliance with the Highway Traffic Act. The driver must also assist in the examination.

But MTO officers are not charged with dealing with criminal matters. According to Bob Nichols, senior media liaison officer for the Ministry of Transport: "(They) have been trained

to contact police for assistance before they continue an inspection."

This seems to be what happened about 9:30 a.m. on Feb. 4, 2007. But the legal situation grows murky after Halton Region Police officers arrived and entered Sandhu's trailer. To quote from a TorStar satellite online publication, *Inside Halton*: "One constable said he decided to go into the vehicle after Sandhu said he'd been ordered at gunpoint to load the trailer.

Ontario Appeals Court, who overturned Sandhu's acquittal on Feb. 11, 2011. Justice Simmons found that Quigley had not established a "meaningful balancing" of other considerations and "The further fact that exclusion of the evidence would put an end to the prosecution of a very serious charge."

Canada's Supreme Court has already ruled in two cases that may set a precedent. Regent Nolet and John

that their SUV had no front licence plate. The rental vehicle was registered in Alberta and did not require a front plate, but further investigation revealed that one of the men's drivers licences had expired, which led to the officer conducting a warrantless search and the discovery of 35 kgs of cocaine in the trunk. The decision delivered by the Supreme Court (with one dissenting judge) deemed that the officer had made "an error in judgment" and allowed Harrison's Appeal Court acquittal to stand.

The final verdict in the Sandhu matter may end up in the Supreme Court and it's probably still years down the road. But it will be eagerly awaited by the trucking and law enforcement communities. In 2007 this event ranked among the biggest cocaine seizures in Canada, let alone Halton.

The decision rests upon an interpretation of the Charter of Rights and may perplex the Chief Justices for some time.

If nothing else, it will address the relationship between personal freedoms and overall harm to society, and serve to illustrate the hoops and protocol front line officers face when finding contraband after a traffic stop.

"No two stops are the same," adds Ruiters. "There's no way I can tell you when I have the grounds to search someone's vehicle until it happens. Our biggest problem is that we have to convince the judge and courts of what was our rationale and mindsets when we made the stop? It's a complex world out there." □

"There are about a million police officers in the US and Canada. Of that only about 2% are certified to do CVSA inspections, and only about a third of those do so on a regular basis,"

Sgt. Rob Ruiters, RCMP

Another officer, a 21-month rookie, said it never occurred to him to get a search warrant before climbing on-board and slicing open bales of cocaine with his knife."

Anyone following this case would have most likely been appalled when Sandhu walked away from the charges in 2009. In the original judgment, Justice Michael Quigley found that since the stop was regulatory in nature, the evidence was gathered improperly (without a search warrant) and violated Sandhu's right to be free from unreasonable search and seizure.

But that decision was recently overruled by Justice Janet Simmons of the

Vatsis were stopped by an RCMP officer in Saskatchewan who noticed an expired fuel sticker and found a bag of \$115,000 in small bills while looking for logbook sheets.

The suspects were placed under arrest for possessing the proceeds of a crime, and a further search revealed 392 lbs of marijuana hidden in a secret compartment in the cab. In this instance, the search was deemed Charter-compliant because it began as a regulatory matter.

But the Supreme Court found that police stumbled in the case of Bradley Harrison who, along with another man, was pulled over in northern Ontario after an OPP officer noticed

**60.00**  
**Driver Medical Exams**  
 ONTARIO DRIVERS WALK-IN MEDICAL CLINIC  
 21 Queensway West  
 Mississauga, Ontario  
 (DIRECTLY ACROSS FROM MISSISSAUGA HOSPITAL)  
 8:30 a.m. – 11:00 p.m.  
 7 Days a Week  
 No appointment necessary  
**(905) 897-9228**

**THE TRUCK EXHAUST PLACE**  
**Canada's #1 Truck Exhaust Shop**

**Coolant Pipes**  
 For Most Makes

**FREIGHTLINER PIPES**  
 Turbo Y-Pipe Inlet  
 Intermediate

**Exhaust System Installations for All Makes and Models**

- Y-Pipes
- Turbo Pipes
- Intermediate Pipes

**Truck Mufflers**  
 Built to Last

**Celebrating 29 Years!**

**Providing Heavy Duty Exhaust Solutions Since 1982**

**THE TRUCK EXHAUST PLACE**  
 1365 BONHILL RD., MISSISSAUGA L5T 1M1  
**(905) 670-0100 1-800-385-8801**

[www.totalexhaust.com](http://www.totalexhaust.com)

MasterCard VISA Interac

CANADA

# Changes to Canada's Temporary Foreign Worker program now in effect

**OTTAWA, Ont.** – Human Resources and Skills Development Canada (HRSDC) and Citizenship and Immigration Canada are updating the Temporary Foreign Worker Program that fleets have been using to tackle shortages of long-haul truck drivers.

The changes to the related Immigration and Refugee Protection Regulations, which came into force April 1, address:

**Genuineness of job offers:** This involves assessing an employer's ability to meet the terms of a job offer; determining if the business is legitimate and actively engaged in the province in which a Labour Market Opinion (LMO) is submitted; and verifying that the job offer is consistent with the employer's reasonable employment needs. Reviews now also need to determine that employers and third-party agents acting on their behalf have a history of complying with the federal, provincial and territorial laws which regulate employment and recruitment.

**Compliance review:** This makes sure that wages and working conditions have, over the two years preceding an LMO application, been "substantially the same" as the original job offers to temporary foreign workers. Employers will be barred from the Temporary Foreign Work Program for two years if there is any difference between a job and its re-

lated verbal or written offer. Fleets will still have the opportunity to justify any differences – accounting for issues such as accounting problems or errors that were made unintentionally – and to compensate foreign workers where necessary. Ineligible employers will be posted on Citizenship and Immigration Canada's Web site.

**Cumulative duration:** Temporary Foreign Workers who accumulate four years of work under the Temporary Foreign Worker Program will be barred from working in Canada for the next four years. Employers are responsible for ensuring that job applicants have not reached the limit. These calculations for accumulated time began April 1.

Fleets that are familiar with the program may notice an increase in paperwork when applying for the related LMO, according to officials.

The LMO applications are assessed by factors listed in the Immigration and Refugee Protection Act. These ask whether employing a foreign national will directly create or retain a job for Canadian citizens or permanent residents, create or transfer skills and knowledge to benefit Canadian citizens or permanent residents, fill a labour shortage, or adversely affect the settlement of a labour dispute.

Wages need to be consistent with the occupation's prevailing rate, and working conditions need to meet generally acceptable Canadian standards. In addition to that, employers need to make reasonable efforts to hire or train Canadian citizens and permanent residents.

There are other standards to be met when hiring a foreign worker in a lower-skilled occupation. Employers in these cases need to sign a contract with employees to outline wages, duties and conditions related to the transportation, accommodation, health and occupational safety of the foreign workers.

They also must: cover recruiting costs; consult with the local union if the position is covered under a collective agreement; help find suitable and affordable accommodations; pay the worker's full airfare to and from their home country; provide medical coverage until the worker is eligible for provincial health insurance; and register workers through provincial workers compensation or a workplace safety insurance plan.

Each LMO will be limited to six months, helping to ensure that identified labour market conditions still exist when a Temporary Foreign Worker applies for a work permit. Once that opinion expires, however, employers will need to submit new LMO applications if they want to retain or hire temporary foreign workers.

Fleets that want to change a Temporary Foreign Worker's terms of employment – such as the wages, working conditions or specific position – must first contact HRSDC/Service Canada. Employers are also required to retain records which prove that existing conditions are substantially the same as an original offer.

For more information on the changes, visit [www.cthrc.com](http://www.cthrc.com). □

Your insurance needs are just like the rest of our customers'.

Unique.

**State Farm**

Call For a Free Quote

Carolyn Maugeri CFP FLMI, Agent  
11 Harwood Avenue  
Ajax, ON L1S 2B9  
Bus: 905-426-5959  
mail@carolynmaugeri.com



State Farm • Canadian Head Office, Aurora, Ontario

1010052



**TFS GROUP** SINCE '74  
105 Bauer Place, Waterloo, ON

**Call Today**  
**(800) 461-5970**  
Ext. 204

## We Make Trucking Less Taxing

- ◆ Owner Operator Accounting & Bookkeeping
- ◆ Tax Return Preparation (O/O's and Drivers)
- ◆ Meal Claim Experts
- ◆ Incorporation Services
- ◆ Business Consulting
- ◆ New Business Setup & Registrations (US & CDN Authorities, IFTA/IRP, UCR, etc.)
- ◆ Fuel & Mileage Tax Reporting (Paper & Automated Paperless - GPS)
- ◆ HOS Logbook Auditing

**Let us help. Save Time. Save Money. Less Hassles.**

Look for our monthly column in Truck News: Tax Talk

With over 300 years combined transportation experience, our 30+ staff members are ready to help you.

[www.tfsgroup.com](http://www.tfsgroup.com)

# ARROW

## TRUCK SALES

A Volvo Group Company

**Your Customers Depend On You**  
**You Can Rely On Arrow to Start Off Right**

- Go for 'Peace of Mind' with our 30-Day Powertrain Warranty!\*
- Get a certified truck with Safety and Emissions included!
- Enjoy 6-month or 80,000-km Warranty/Arrow Certified!\*
- Take advantage of our Quick, Hassle-Free, In-House Finance!
- Count on Professional Experts who really care about you!

**ASK US ABOUT OUR INDUSTRY LEADING Comprehensive Powertrain Warranties**

\*Conditions Apply Depending on Kilometers and Year of Vehicle

## Matching Down Payment

# UP TO \$4,000

Selected '07 Volvo VNL 780s!

Not available with any other offers. Ask for details. With approved credit.



**Buy or Lease this truck and get a job to go with it.**

**SGT**

**Call for details.**



**NEW CLUTCH & FRIDGE**

**2008 VNL670**  
ISX 485/13 Spd manual. Workstation. Includes safety & warranty. 717km's.



**2007 VNL670s**  
ISX, 13 speed. Fully Serviced with safety & warranty, 829-850 kms.



**HEAVY SPEC**

**2009 VNL630**  
D16 565hp, 18 speed. Absolutely gorgeous with leather, new virgin drives and freshly painted frame. 514km's.



**2008 780**  
D16 535hp, 13 speed Great condition with new virgin drives and freshly painted frame. 566km's.



Rob Nusca Assistant Branch Mgr, Jerry Jarosz, Bob Hish, Val Gordon, Vik Gupta, Ray Burley, Jacobson Hodoh, Pat Lumsden, Tapan Sil, Roger Puri, Adam Davy Branch Mgr

**1-800-875-9017**  
1285 Shawson Drive, Mississauga Ontario L4W 1C4  
Fax: 905-564-3419  
[www.arrowtruck.com](http://www.arrowtruck.com)

**TRUST THE BEST**  
**61 YEARS EXPERIENCE**  
**17 LOCATIONS**  
**OVER 2,000 POWER UNITS**



**OPEN SATURDAYS 9 AM - 1 PM**

EAST

### Research project to study truckers' health issues in Atlantic Canada

DIEPPE, N.B. – The Atlantic Canada Opportunities Agency has approved funding for a three-year project to research and study health issues in professional truck drivers in an effort to enhance driving performance. The project will be managed at the Université de Moncton by Dr. Michel Johnson in conjunction with the Collège Communautaire du

Nouveau Brunswick – Dieppe campus (CCNB). A simulator will be purchased for the research, which will be available for trucking firms and their drivers.

“This is excellent news for the trucking industry in Atlantic Canada,” said Jean Marc Picard, executive director of the Atlantic Provinces Trucking Association. “The APTA members re-

alized the importance of this project immediately and gave their full support on the proposal. I applaud Dr. Michel Johnson at Université de Moncton and CCNB for their dedication to this project and research for the health of our drivers. Drivers are very valuable to our industry; investing in them is something that more and more companies are doing.”

The funding will support the creation and staffing of a university-based research facility in Moncton, along with a college-managed mobile research unit to travel throughout Atlantic Canada, in order to gather comprehensive industry-specific data from APTA's membership regarding health and driving performance. The data collected will be used to create a mathematical algorithm called the Healthy Driver Profile. □

# Soar with the best



## Built with Industrial Strength stronger framework stronger track stronger closures

**The Industry's Strongest Track.**  
Impact resistant with a built in tie-down system

Quickly opens and closes to the front or back with ease

**The Industry's Strongest Framework.**  
2" structural aluminum framework and cast corners.

Tighten your system with up to 5400 lbs. of force.  
Rear ground control closure with 3" ratchet. No tools required

High quality 20oz. vinyl and rubber weather seal strips keep your load clean and dry

Optional TALON push-button front air closure system \*patent pending

Full length skylight for interior visibility

The most durable system available



www.EagleTarps.com

**US Head Office**  
19231 W. Davison St.  
Detroit, MI 48223

**Canada Head Office**  
398 Kenora Ave.  
Hamilton, ON L8E 2W2



www.VerduynTarps.com

1-888-277-7787

QUEBEC

# Montreal bridges at risk of falling down?

**By Carroll McCormick**  
**MONTREAL, Que.** – It must be an everlasting frustration to frenzied reporters that they can do little

to make the decrepit condition of Montreal's Champlain Bridge sound worse than it really is. Engineers really did conclude

that: the collapse of one of the spans cannot be ruled out; that we can expect a significant earthquake to partially or entirely bring down

the bridge; that thanks to a clever lowest-bid design, the bridge is exceedingly difficult, if not impossible to fix properly; and that the bridge should be replaced as soon as possible.

Since the engineering firm Delcan delivered two reports (As-



[www.dependable.ca](http://www.dependable.ca)

# DEPENDABLE Truck & Tank LIMITED

BRAMPTON, ONTARIO

A  
L  
L  
U  
N  
I  
T  
S  
S  
A  
F  
E  
T  
I  
E  
D  
&  
C  
E  
R  
T  
I  
F  
I  
E  
D  
!

A  
L  
L  
U  
N  
I  
T  
S  
O  
N  
O  
U  
R  
L  
O  
T  
N  
O  
W  
!



**NEW**  
NEW 2011 WESTERN STAR c/w 5500 USWG propane complete.



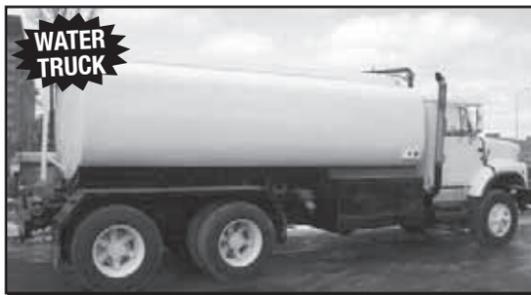
**NEW**  
2010 WESTERN STAR, 20,000 litre 4 compartment aluminum tank, dual pumping, bottom load, finish to your specs.



**NEW**  
NEW 2011 INTERNATIONAL c/w 3499 USWG Propane complete.



**WATER TRUCK**  
1995 FORD c/w 3500 gallon aluminum tank, pump, hydrant fill, gravity bar, flusher nozzles. DOT Certified. Painted Ready to Go. **Stock #552**



**WATER TRUCK**  
1999 INTERNATIONAL c/w 3500 gallon aluminum tank, pump hydrant fill, gravity bar, flusher, DOT Certified, Painted, Ready to go. **Stock #T637**



**WATER TRUCK**  
2002 STERLING, c/w gallon aluminum tank, pump hydrant fill, gravity bar, flusher, DOT Certified. **Stock #650**



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



2000 STERLING L8000, c/w 13,000 litre four compartment aluminum tank, dual pumping and metering, Midcom, DOT Certified and Safetied, CSA-B620 Certified. **Stock #633**



2002 STERLING, c/w 20,000 litre 4 compartment aluminum tank, dual pumping and metering equipment, bottom loading, vapor recovery, DOT certified and CSA-B620. **Stock #T644**



2000 STERLING LTS8000, c/w 19,000 litre four compartment aluminum tank, dual pumping and metering, Midcom, DOT Certified and Safetied, CSA-B620 Certified. **Stock #592**



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



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



2000 INTERNATIONAL c/w aluminum 4 compartment tank, dual pumping, Midcom, DOT Certified, Tank fully inspected and certified. **Stock #502**



2002 FREIGHTLINER CABOVER, 18,500 litre 4 compartment aluminum tank, dual pumping and metering, safetied and certified. **Stock #579**



2005 STERLING c/w 13,000 aluminium 4 cpt. tank, dual pumping and metering equipment, Midcom, DOT certified, CSA-B620. **Stock #596**

## WE RENT TANKERS! MANUFACTURERS OF ALUMINUM AND STEEL TANKS

Call our Watts Line from anywhere in Canada

**1-800-268-0871**

Ask for Mike Trotter

**905-453-6724**

**We are looking  
for trade ins on  
propane delivery  
trucks!**

assessment of the Champlain Bridge and The Future of the Champlain Bridge) to The Jacques Cartier and Champlain Bridges Incorporated this March 22, the media have gone wild, local politicians are hollering even louder for a new bridge, the separatist parties have a new cause celebre and crackpots are blogging their fool brains out about another conspiracy smuggled in from France under an architect's beret.

Meanwhile, the federal government proudly points to the \$158 million it has pledged to repair the bridge, pardon me, "invest" in "asset preservation" while spouting about being "committed to the safety and efficient operation..."

Holy mackerel. It can be argued the bridge is only worth repairing because without repairs, possibly even with, the deterioration could speed totally out of control before a replacement could be built. In any case, the bridge is too small for the job, and getting smaller. Fixing it will not fix that.

Read the reports. Read about the extensive salt damage, broken cables, impossible-to-replace concrete girders, the risk of collapse, etc. at [www.pjcci.ca/english/champlain/intro.htm](http://www.pjcci.ca/english/champlain/intro.htm). It is easy and clear reading.

Sure, it would cost a billion, give or take, to replace the Champlain Bridge, but that is chump change when you consider: Canada is in line to spend \$9 billion on new fighter jets; Papa Chretien dropped \$750 million for four rust-bucket brit Subs; Transports Quebec blew a billion on a shrimpy metro expansion; our bi-annual federal elections cost about \$300 million a pop...why not invest in something useful such as replacing Canada's busiest bridge, the one that is said to carry \$20 billion in international trade every year?

It's not clear if the feds are committed to refusing to fund a new bridge. They are waiting for a pre-feasibility study about replacing it, if they aren't already incubating it with their behinds. But it taxes the mind to imagine how any new study could be more damning, or soften the contents of the Delcan reports.

What would happen if we lost the bridge, say, to an earthquake? Natural Resources Canada reports that this area has had at least three "significant" earthquakes on record, most recently a 5.6 quake on the Richter scale in 1944. There were also 16 between 1980 and 2000 that were 4.0 or greater on the Richter scale.

Pretend that we get a quake that shuts down the bridge. Pretend too that it did not damage the Mercier, Victoria or Jacques Cartier bridges or the Lafontaine Tunnel - the sole useful, local connections between the US and South Shore to Montreal.

If it were to happen before the A-30 ring road is completed in late 2012, heaven help us.

The crossings over and under the St. Lawrence River are already so overloaded it is hard to imagine them absorbing the 160,000 vehicles a day that normally cross the Champlain Bridge. Expect 24/7 gridlock, 13-to-a-car pooling, fleets of metroboats, Berlin-style airlifts from the St-Hubert Airport to the Montreal-Trudeau Airport, economic disaster as just-in-time turns into just-not-possible.



**PATCHWORK:** Reconstructive efforts are underway at the Champlain Bridge. But is it enough to prevent catastrophe?

Where would the thousands of trucks that use the bridge every day go? The Mercier is already closed to westbound trucks for an indefinite time for repairs - it has been since

the beginning of the year. Big trucks don't take the Victoria, you don't see many on the Jacques Cartier; could it accept a few thousand big trucks a day? The Lafontaine Tun-

nel is closed to dangerous cargo.

Trucks passing through from Eastern Canada could divert to the A-40 in Quebec City or Trois-Rivieres, not that the Metropolitan (the name for the A-40 where it crosses the Island) is fit for yet more traffic. Eastbound trucks could similarly stay on the A-40 and cross over to the A-20 at Trois-Rivieres or Quebec City.

Word is that Quebec Transport Minister Sam Hamad is going to strike a back-up emergency committee to plan what to do if the bridge goes out of service. The rub is that Montreal's highways are already in a perpetual state of near-gridlock. Construction, snow, an accident or a stalled car regularly turn roads, sometimes the whole Island and its approaches into a vast parking lot. The locals already know what happens when one lane of the Champlain Bridge closes for 30 minutes. Try closing all six. For 10 years. Shiver me timbers. □

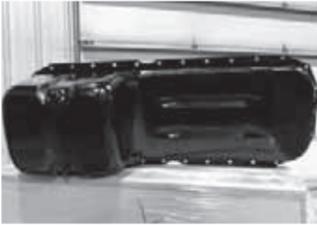
# MORGAN'S

## DIESEL TRUCK PARTS INC.

(613) 546-0431

Check out our Online Inventory!

[www.morgan-diesel.com](http://www.morgan-diesel.com)

 <p><b>2008 PETERBILT 389</b> C15 Acert/475, 18 spd., 12/40's, Durabrite rims, 24.5 Michelins, 800K.</p>	 <p><b>1987 &amp; 1989 MACK DMM 8 x 6's</b> approx. 350,000 kms., E6 275 h.p., CRD 92, Mack 44 diffs. <b>\$9500 ea.</b></p>	 <p><b>2004 C5500</b> 45,000 kms. <b>For Parts.</b></p>	 <p><b>1998 IH 9400</b> <b>For Parts.</b></p>
 <p><b>BRAND NEW CUMMINS OIL PANS</b> ISX, L10, M11, ISM, N14, BC III &amp; IV. <b>Call for prices.</b></p>	 <p><b>CAT C-15 ENGINES</b> Low kms., 435-550 h.p.</p>	 <p><b>2007 VOLVO D16</b> 550 h.p., 117,000 kms. <b>\$15,000.</b></p>	 <p><b>2007 VOLVO VNL</b> ISX 500, 13 spd., auto, 12/40's, nice Michelins.</p>
 <p><b>1987 CAT 3406B</b> Air to Air, 425 h.p., w/Jake. <b>\$5000.</b></p>	 <p><b>1070 CASE TRACTOR</b> 12 spd. trans., 3 spd. power shift, dual remotes, good tires, new injector pump. <b>\$7500.</b></p>	 <p><b>1996 IH PAYSTAR 5000</b> N14/500, 18 spd., 20/46's, 24.5 spoke wheels all around, log loader, Timmins log rack, 700K.</p>	 <p><b>1999 IH 2674</b> ISM/370, 13 spd., 20/46's, rubber block, 600K, clean unit.</p>
 <p><b>FRED TOWN &amp; SONS DRILL PRESS</b> <b>\$4500.</b></p>	 <p><b>1999 GMC 8500</b> Cat 3126/250, Fuller 6, 12/23's on air, 24' van, 452K, P/W, P/L. <b>\$9300.</b></p>	 <p><b>1995 FORD F350 4x4 TOW TRUCK.</b> <b>For Parts.</b></p>	 <p><b>ALUMINUM MECHANICS BOXES</b> Fully enclosed w/slide-outs. <b>Only 3 left, act fast! \$2500 each.</b></p>

**KINGSTON, ONTARIO**



**1248 McAdoo's Lane**  
R.R.1 Glenburnie (Kingston) ON K0H 1S0

WE BUY TRUCKS

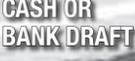
Ask for **JAMES** or **RON**

E-Mail: [james@morgan-diesel.com](mailto:james@morgan-diesel.com)

**Fax: (613) 546-4206**

MONDAY TO FRIDAY 8 A.M.-5 P.M.

CLOSED SATURDAY & SUNDAY



CREDIT CARD PURCHASES ARE SUBJECT TO A 3% PRICE INCREASE

ONTARIO



**ROAD KNIGHTS:** The 2011-2012 OTA Road Knights are fully trained and on the job. They'll spend the next two years promoting the industry. Pictured (L-R): Barry Wicklum (Meyers Transport); Jack Fielding (Bison Transport); Fran Gooderham (Thomson Terminals); Daniel Santoro (Trimac Transportation); Robin Seale (Erb Group of Companies); John Boneschansker (Laidlaw Carriers Van); and Ravinder Athwal (Trimac Transportation).

**New truck show coming to NW Ontario**

**DRYDEN, Ont.** – The list of truck shows in Ontario continues to expand with the announcement of the first Dryden Truck Show coming this June.

The event, hosted by Legion Ladies Auxiliary Branch #63, will be held at the Agricultural Fairgrounds in Dryden, Ont., about five hours northwest of Thunder Bay, June 24-26.

The show will boast more than 16 categories for its show and shine competition, with more than \$10,000 in prizes up for grabs. An early bird show and shine registration party is set for May 28, with more than \$1,000 in cash and prizes available to be won and featuring a lineup of live entertainment. Organizers say further details of the party will be released in the coming weeks.

For more information, visit [www.drydentruckshow.ca](http://www.drydentruckshow.ca) or contact Suzanne Joly at 807-221-7675 or [suzannejoly@shaw.ca](mailto:suzannejoly@shaw.ca). □

**Stage set for Fergus entertainment acts**

**FERGUS, Ont.** – Organizers for the Fergus Truck Show have announced the entertainment and activity lineup for the event's 26th annual installment, to be held July 22-24.

On Friday, July 22, entertainment will include local truck pulls

and performances by tribute bands for Bryan Adams, Creedance Clearwater Revival, and KISS.

The following day's events will include truck pulls sanctioned by the Great Lakes Pulling Association, a BBQ sponsored by Castrol Oil, and performances by local country singers Brad James, Emerson Drive, and Moonshine Band.

The festivities will round out Sunday with the Truckers Breakfast, a demolition derby and more musical entertainment.

For information on the show's lineup, visit [www.fergustruckshow.com](http://www.fergustruckshow.com) or call 519-843-3412. □

**MTO, Hamilton police launch safety blitz**

**HAMILTON, Ont.** – The Ontario Ministry of Transportation truck enforcement unit has joined forces with Hamilton Police to work towards creating safer roads with the launch of Operation Slo-Mo.

The 10-month project, which was launched on March 15 and will be operational until to Dec. 15, will focus on reducing the number of collisions, especially personal injury and fatalities, along the Upper James St. corridor.

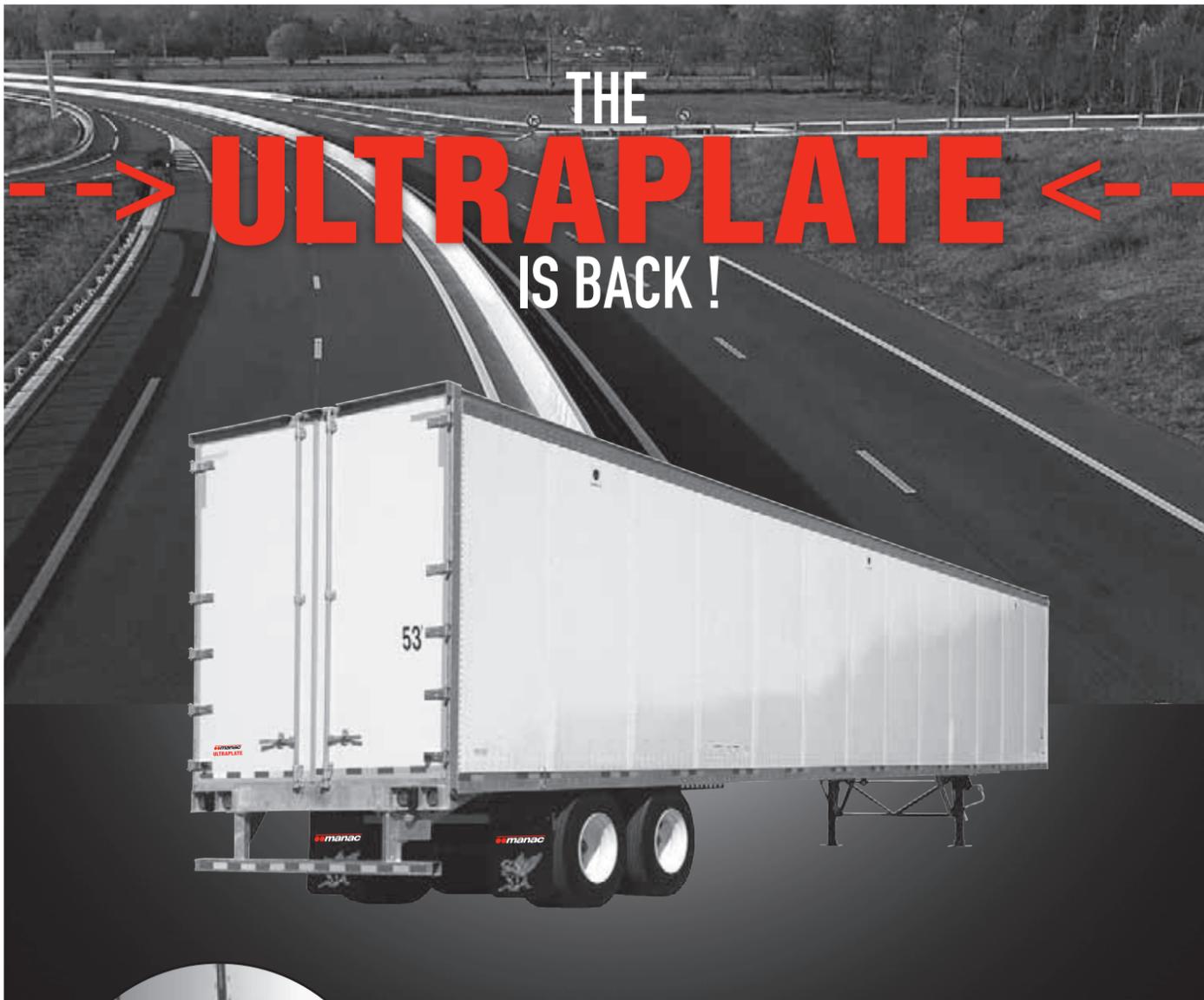
Upper James St. is a major north/south thoroughfare on the Hamilton Mountain. Over the past three years, four intersections along Upper James St. (Mohawk Rd., the Lincoln Alexander Parkway, Stone Church Rd., Rymal Rd.) were identified by the City of Hamilton as being within the top 20 locations for collisions across the region.

Speed will be one of a number of Highway Traffic Act infractions that will be a focus of the initiative with a zero tolerance approach.

The project will also focus on stop light compliance, pedestrian safety and heavy commercial vehicle fitness.

Hamilton police officers will be partnering with the Ministry of Transportation and Ministry of Environment officers with targeted enforcement and high visibility in the identified area.

As part of the project's education component, Hamilton officers will be partnering with community organizations MADD and Families Against Careless Driving by participating in community events throughout the project timelines. □



- Industry's Thickest Composite Wall
- Snag-Free Wall
- Unique Post Design for Easy Panel Replacement
- Exposed Components Galvanized for Maximum Corrosion Protection



Maritimes  
877 653 7093

Montreal  
800 361 7900

Quebec  
800 463 2615

Toronto  
800 956 2622

Western Canada  
877 626 2622

[www.manac.ca](http://www.manac.ca)

**WHEN YOUR ENGINE PARTS  
ARE PROTECTED WITH DELO® ELC,  
EVERYTHING'S COOL.**



Sometimes, all you need to hear is: everything's cool. With Delo® Extended Life Coolants, not only do you get cool, but you get the technology leadership, protection and confidence you need to focus on your business. Delo ELC is formulated to reduce maintenance and inventory costs by delivering 1.2 Million km of worry-free protection without the need for any additional additives. Whether you're running newer EGR or ACERT™ technology engines, or running engines using various fuel types, Delo ELC delivers complete cooling system protection. When you consider the value of using Delo ELC, you may find that the most important part of your engine isn't a part at all, but the fluid that keeps it cool. Learn more about Delo ELC and *The Delo® Performance Advantage™* online at [www.deloperformance.com](http://www.deloperformance.com).



A Chevron company product

© 2011 Chevron Lubricants Canada Inc. All rights reserved. CHEVRON and DELO are trademarks owned by Chevron Intellectual Property LLC. All other trademarks are the property of their respective owners.

**DELO® DELIVERS CONFIDENCE™**

**Chevron Products  
are available from  
the following  
locations:**

**CHEVRON CANADA LTD**  
1500-1050 Pender St. West.  
Vancouver, BC V6E 3T4  
Tel: (604) 668-5735

**NORTHERN  
METALIC SALES**  
9708-108 St.  
Grande Prairie AB T8V 4E2  
Tel: (780) 539-9555

**HUSKY ENERGY  
CORPORATION**  
707-8th Ave. S.W.  
Calgary AB T2P 1H5  
Tel: (403) 298-6709

**UNITED FARMERS  
OF ALBERTA**  
4838 Richard Rd. SW, Suite 700  
Calgary AB T3E 6L1  
Tel: (403) 570-4306

**CHRIS PAGE  
& ASSOCIATES**  
14435-124 Ave.  
Edmonton AB T5L 3B2  
Tel: (780) 451-4373

**RED-L  
DISTRIBUTORS LTD**  
9727-47 Ave.  
Edmonton AB T6E 5M7  
Tel: (780) 437-2630

**OAK POINT OIL  
DISTRIBUTORS**  
33-A Oakpoint Hwy.  
Winnipeg MB R2R 0T8  
Tel: (204) 694-9100

**THE UNITED SUPPLY  
GROUP OF COMPANIES**  
2031 Riverside Dr.  
Timmins ON P4R 0A3  
Tel: (705) 360-4355

**TRANSIT  
LUBRICANTS LTD**  
5 Hill St.  
Kitchener ON N2G 3X4  
Tel: (519) 579-5330

**R. P. OIL LTD**  
1111 Burns St. East  
Unit 3  
Whitby ON L1N 6A6  
Tel: (905) 666-2313

**LUBRIFIANTS  
SAINT-LAURENT**  
2310 rue de la Province  
Longueuil QC J4G 1G1  
Tel: (450) 679-8866

ONTARIO

# 10-Acre Truck Stop fire affects dozens of employees



**GOOD CAUSE:** The Belleville-area community and trucking industry have come together to help displaced kitchen staff after a fire damaged the 10-Acre Truck Stop in early April.

**Continued from page 1**

After creating an event site on Facebook, Morgan-McBride and Walker appealed to the trucking industry for donations of cash, food, raffle items and time to make the fundraiser, dubbed "Locals helping Locals," a success.

Organizers say raffle and auction items were arriving right up to and all during the event. *Truck News*, Belleville International, Pioneer and Free Flow were among those who made donations for the raffle, while ITS, TAW Accounting's Arlene Wannamaker and others made cash donations.

Morgan-McBride said most of the volunteers during the event were truck stop staff.

"They looked at it as helping their co-workers," she said. "They may be worried about their own lives, but were most concerned with making sure their work fam-

ily was taken care of and it was a great way to relieve some stress and have a fun social time with such a devastating interruption in their lives. These are people they see every day, look forward to chatting with, so they were missing that part of their lives."

Near the end of the day, one of the owners of the 10-Acre arrived from Toronto and presented a \$500 cheque for the fund.

In the end, more than \$2,400 was raised with more coming.

Organizers said the goal was to get \$100 for each employee affected, and while they were a little short on the date of the fundraiser, Morgan-McBride feels that goal will be met and exceeded.

"A gloomy rotten day outside had sunshine underneath in the dining room of the 10-Acre with warmth of the hearts that kept giving," she said.

"The staff found out they are appreciated more than they realized and not alone and a lot of people got to enjoy a day with staff and friends, helping in part to keep our community functioning. What a great day to be in the trucking world."

For more information or to find out how to donate, contact Morgan-McBride at 613-394-2741 or 613-242-0471, Walker at 613-813-1071, or Amy Peers at 613-242-8364. □

# 44 THOUSAND

## LBS OF CO<sup>2</sup> GENERATED

Annually by a Single Truck Idling Overnight

EMITTED

SAVED

Espar Heater Systems

Cab Warming & Engine Pre-heat without Carbon Emissions

Espar's diesel-fired heating systems eliminate the need to overnight idle for heat, and our independent coolant systems provide quick engine pre-heating, ideal for cold weather starts.

Visit: [www.espar.com](http://www.espar.com) Canada & U.S. (800) 387-4800

## Central Ontario drivers invited to competition

**KITCHENER, Ont.** – The Central Ontario Regional Truck Driving Championships will be held June 11 this year, with the top placing drivers winning a spot in the provincial championships where they'll vie for the opportunity to represent Ontario at the nationals.

This year marks the 26th anniversary of the CORTDC, which will take place at Conestoga College's Doon Campus with an awards ceremony to follow at the Kitchener Knights of Columbus Hall.

Participating drivers will have to complete a written test, a vehicle inspection and then navigate a challenging obstacle course. Categories include: straight truck; single axle tractor/single axle trailer; single axle tractor/tandem axle trailer; tandem axle tractor/tandem axle trailer; and B-train.

Complete rules are available at [www.cortdc.netfirms.com](http://www.cortdc.netfirms.com).

Organizers say the top four drivers in each category will move on to the provincial championships. Awards will also be presented for Grand Champion; Safety Award; Rookie of the Year; and the Team Award.

For more information, visit [www.cortdc.netfirms.com](http://www.cortdc.netfirms.com) or call Dennis Shantz at 519-664-4977 or Mick Sayer at 519-502-2319. □



**GOODYEAR  
TRUCKWISE.  
MANAGE YOUR  
FLEETS, MANAGE  
YOUR PROFITS.**

Local or long haul, Truckwise backed by fleetHQ is your 24/7 truck service partner. With eight audited standard systems, Truckwise provides you comprehensive solutions to help lower your operating cost. No matter where the road takes you, you will get the same great service and pricing anytime.

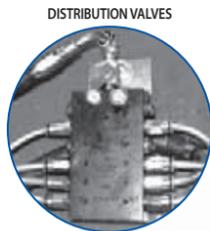
For more information, visit [www.goodyear.ca/truck](http://www.goodyear.ca/truck) or contact your local dealer.



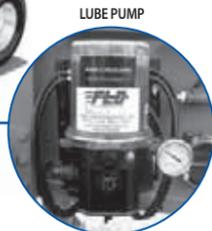
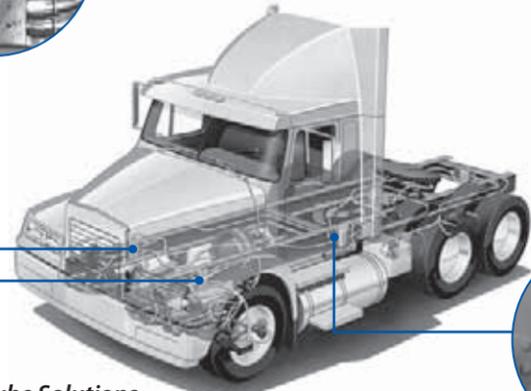
## INCREASE RETURNS ON YOUR TRUCK INVESTMENT

### AUTOMATIC LUBE SYSTEMS

- ✓ Reduce Unplanned Downtime
- ✓ Increase Life of Components
- ✓ Lower Operating Costs
- ✓ Systems Installed at Your Location
- ✓ Use Your Standard In-Shop Grease



DISTRIBUTION VALVES



LUBE PUMP

For Total Lube Solutions,  
**GO WITH THE FLO!**



Tel 1.800.668.5458 Fax 905.671.2358  
sales@flocomponents.com www.flocomponents.com

Components by: **LINCOLN**

## Choose Your Insurance Broker It's an Important Choice



We have insurance plans designed especially for the trucking industry.

- WSIB Alternative
- Travel Medical Emergency
- Accident Downtime
- Accident Business Expense
- Health & Dental

Call or email us today!  
info@nationaltruckleague.com

**1.800.265.6509**



www.nationaltruckleague.com



# MISSING



**FELICIA FLORIANI**  
**5596-SR**

**Date of Birth:** February 11, 1987

**Missing since:** June 11, 2001

**Missing from:** Hamilton, Ontario

**Height:** 5' 4"

**Weight:** 135 lbs

**Eyes:** Hazel

**Hair:** Blonde

Characteristics: Lazy left eye.

www.ontario.childfind.ca

Anyone with information please contact:

All Calls Confidential - No Name Required

**CHILD FIND 1-800-387-7962**

## TAX TALK

# Stick to the schedule

## Paying taxes in installments

Most Canadians pay income tax every payday. It's called withholding: your employer deducts a portion of the salary or wages from your paycheque and sends it to the Canada Revenue Agency (CRA) on your behalf. Ottawa gets its cash flow.

People who don't receive a regular paycheque but still have income are required to pay income tax payments in installments.

If you're a sole proprietor and your total taxes payable are more than \$3,000 this year, or were more than \$3,000 in either one of the two preceding tax years, your tax payments are due quarterly, on March 15, June 15, Sept. 15, and Dec. 15.

Sole proprietors must have paid enough tax by Dec. 31 to cover the amount they would otherwise have to pay on April 30 of the following year. Corporations must have enough tax paid by their year-end.

Here's the rough part about installments, or more appropriately, the non-payment of installments: If you elect to not make them, and instead send your taxes in at the end of the year in one lump sum, CRA will assess an interest penalty calculated against what they say you should have paid.

The interest charge on the outstanding amount is compounded daily at the CRA's prescribed interest rate. Furthermore, the interest assessed by the CRA is not an allowable expense. You can't deduct it as you would interest on any other business loan.

Any installment charges will be shown on your Notice of Assessment. You might have your 2010 Notice of Assessment already; review it to see just how much CRA has added to your tax bill. If you did not pay your taxes in full by April 30, then even more interest will be charged as you pay the balance over the coming months.

Saving money to pay income taxes requires discipline, especially when there are other bills to pay.

We advise our clients to apply their quarterly GST/HST refunds to their income tax installment payments. CRA can direct-deposit your GST/HST refunds into a separate account from your business operations to make sure the money doesn't get used for everyday activities. In the long run it will help with your budgeting and business planning and save you any interest and penalty charges.

You may not have received your January-to-March refund yet and will be filing your April-to-June GST/HST refund in July. Taking both these refunds and sending them to CRA would be a great start toward paying your 2011 taxes.

Or why not establish a TFSA (Tax-Free Savings Account) at your bank and deposit your GST/HST refunds there? Your money can grow tax-free until you send

## Tax Talk



SCOTT TAYLOR

your payment to CRA. There's an accumulating \$5,000 yearly deposit limit into these types of accounts. If you have never set one up before you will be able to deposit \$15,000 in 2011.

### Start tax planning now

With personal income tax-filing season behind us, there's no better time to talk to your accountant or financial advisor about tax planning.

For example, ask your accountant to compare how much personal income tax you paid comparing 2010 versus how much tax you would have paid if you had incorporated. An important distinction will be the treatment of meals, and how, as an employee of your corporation, you could use the meal allowance and TL2 to reduce your tax obligation.

### Disability tax credits

The federal disabled tax credit - \$7,239 in 2010 - is intended to help people with "severe and prolonged" physical or mental impairment offset their medical expenses.

Eligibility depends on an assessment of your condition by both a doctor and CRA. They will consider whether you are "markedly restricted" in terms of speaking, hearing, walking, eliminating (bowel or bladder), feeding, dressing, or performing mental functions of daily life.

CRA broadened its eligibility criteria for the DTC in 2005, expanding the number of people who qualify. The agency also made the tax credit retroactive for up to 10 years, which has allowed some taxpayers with long-term disabilities to receive very large refunds.

There's a cottage industry of businesses expressly created to help people qualify for the DTC in exchange for a fee or hefty percentage of the refund. Many claims are legitimate, but others look suspicious: a recent CBC/Toronto Star report alleged that one company paid a doctor to certify fraudulent DTC forms so it could collect a 30% commission on its clients' tax refunds.

If you or a family member is coping with long-term illness or injury, talk to your accountant about DTC. Don't rely on the word of someone who makes his living off your refund. □

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

# TRUCKING INSURANCE

FOR HARD-WORKING  
PROFESSIONALS LIKE YOU



**BURROWES**  
INSURANCE BROKERS

*Our commitment follows you*

- ⚙️ TRUCKING INSURANCE SPECIALISTS
- ⚙️ FLEET & OWNER-OPERATOR PROGRAMS
- ⚙️ COMPETITIVE PRICING
- ⚙️ MADE-TO-MEASURE COVERAGES
- ⚙️ PERSONALIZED SERVICE

**1-888-657-3329**



**[www.burrowes.ca](http://www.burrowes.ca)**

OVER THE ROAD

# Winter burnout compounded by improving freight environment

## Embracing change makes it easier to keep positive attitude towards industry

Hello Spring! I wasn't sure if you were going to put in an appearance at all this year. As I looked back over the past four or five months, I realized how burned out I was.

A lot of that may come from the short days, the long nights, and the added workload that winter seems to bring along with it in the form of snow, ice and cold.

We certainly had our fair share this past winter. But over the last couple of months I think many of us have also been feeling the effects of an increase in business and a shortage of seasoned drivers. It's been great for the pocketbook but hard on the body and mind, especially with all the



Over the Road

AL GOODHALL

changes within the trucking industry we continue to face at the same time. I've always believed I had a positive outlook. You know, seeing the glass half full rather than half empty.

The great thing about writing these columns and keeping a personal journal is that I always have a snapshot of my state of mind at any given time.

As I read over some of my arti-

cles and personal entries from this past winter, I was surprised at the negative theme in many of them. After writing my column about pay-per-mile versus pay-per-hour, I received a comment from a reader outside of the trucking industry stating that my post sounded grim. I was asked if the industry is still a good place for young people seeking a career? The last thing I wanted to do was paint a poor picture of our industry to anyone.

But there is no denying the fact that we have an aging pool of drivers – I'm one of them – and attracting people to work in an industry where a 60 to 80 hour workweek is the norm isn't easy under the best of circumstances.

So is our industry still a good place for young people seeking a career? As a seasoned driver, how would you answer that ques-

tion? Freedom and independence go hand in hand with truck driving and that's what attracted me to the industry and got into my blood, bringing me a great deal of happiness and joy.

That freedom and independence along with an above average salary offset the adversity and hardship that goes hand in hand with the long work hours and time away from friends and family.

But of late, many seasoned drivers are of the opinion that the freedom and independence they so highly value is threatened in the Brave New World of the present day. It is becoming increasingly difficult to keep a positive outlook.

Drivers need to see the technological changes that are taking place as an opportunity to gain independence rather than as a source of control over their lives. Think of the young drivers in their early twenties arriving on the scene.

They have grown up in a world of computers and smartphones linked to one another by the World Wide Web. Is it realistic to tell them to fill out a paper log so they can game the system in order to drive as many hours as possible to prosper financially?

I'm not without hope and honestly believe the choice of a career in the trucking industry is a good one.

New technologies and new rules require more training and more sharing of information. Perhaps as social media infects and spreads throughout the trucking industry we will start to see trucking Wiki's develop.

This open source of information sharing could be a boon to the industry, providing drivers with a source to share their experience and skills.

Using this technology is second nature to young drivers – they have a lot to offer to industries such as ours that are in the process of moving from one age into the next. We could use a lot more young people right now, that's for sure.

In the meantime I guess I just have to keep plugging away. Now that the snow is gone I'm using the time off that the hours-of-service rules give me each day to get a little exercise and beat that feeling of burnout.

I'm dealing with the rules by doing the best I can within the framework of those rules.

If I run out of time, well, then I run out of time. To be honest with you I look forward to the bunk time. As I move into my fifties, the long weeks take their toll on me – no doubt about it.

I find myself looking for freedom and independence by working smarter and not harder these days. And if the path to those values is lined with new ways of doing things, I'm willing to try them out. □

– 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/Al\\_Goodhall](http://Twitter.com/Al_Goodhall).

# CENTERLINE TRUCK LUBE INC.

The Original Oil Change and Lubrication Specialists since 1986

Bring this coupon and receive

**\$20 OFF**  
your next engine oil change using



**SHELL ROTELLA T Triple**

Good until May 31, 2011. One coupon per purchase.

**REMEMBER TO GREASE YOUR TRUCK BETWEEN OIL CHANGES**

Receive one **FREE COMPLETE TRACTOR LUBRICATION AND LEVELS CHECK COUPON** with every oil change at Centerline. **VALID ANYTIME, NO EXPIRY. A \$22.50 DOLLAR SAVINGS!**

**DIESEL EXHAUST FLUID (DEF)**  
Now available for your convenience  
**API APPROVED**



Use Castrol Tecton Extra 15w40 on your next oil change and receive a **FREE** pair of gloves, tube of fifth wheel grease and a jug of oil. Offer expires May 31, 2011.



**SHELL ROTELLA T Triple**

**Delo 400LE**  
400 15W40 LE



**Mobil Delvac 1300 S**  
15W40 CJ4



**MAINTAIN YOUR WARRANTY!**

**SYNTHETIC GEAR OIL CHANGE \$399.99**

Includes both differentials & transmission (filters extra if required)  
Featuring **Mobil Synthetic Oils**

[www.centerlinetrucklube.com](http://www.centerlinetrucklube.com)

Located on Fifth Wheel Truck Stop - Hwy. 25 South at 40 Chisholm Drive, Milton (905) 876-3339  
OPEN MON-FRI 7:00 AM-12:00 MIDNIGHT • SATURDAY 8:00 AM-4:00 PM

# SHELL LUBRICANTS. BUSINESS SOLUTIONS FOR TODAY'S TRUCKS.

Shell Lubricants offers a wide portfolio of products and business and maintenance services designed to deliver real value to your business. Maximizing fleet uptime and minimizing operation costs are key to your success. That's why we work with our customers to develop products and services that can adapt to the ever-changing maintenance and lubrication requirements of fleets.

**Shell LubeAnalyst** helps you monitor your equipment performance

**Shell LubeAdvisor** offers technical support for your lubricant questions

**Shell LubeMatch** offers recommendations for optimized lubrication

**Shell LubeVideoCheck** allows assessment of your internal engine condition

**Shell LubeExpert** provides on-site application support and inspections

Ask your Shell Lubricants Representative for more information on a customized product-and-service recommendation for your equipment.

Visit us online at [Shell.ca/rotella](http://Shell.ca/rotella)

**100**  
**YEARS**  
1911  2011



**Shell Lubricants**



The term "Shell Lubricants" collectively refers to the companies of Royal Dutch Shell plc that are engaged in the lubricants business.



**PRECISION. WE'RE BIG BELIEVERS IN IT.**

Want to take some pressure off your operating budget? Get precisely the right truck tires. With Bridgestone, you can count on tires engineered exactly for the demanding conditions your trucks face every day. It's precision you can trust to keep your fleet rolling on time, on budget. Don't settle for tires that can't handle the pressures of the job. Specify Bridgestone tires, and get exactly what you need to pump up your bottom line. To learn more visit us at [Bridgestonetrucktires.com](http://Bridgestonetrucktires.com).



Precisely The Right Tire.

Our passion for the very best in technology, quality and service is at the heart of our commitment to you wherever you are in the world. Bridgestone wants to inspire and move you.

**BRIDGESTONE**  
PASSION for EXCELLENCE

**OPINION**

# Blowing smoke: The hypocrisy of EPA's emissions mandates

If you asked me to name the one thing to have the biggest impact on the trucking industry ever, you may be surprised by my answer. This one thing has had an impact on every single one of us in some way. Its purpose is to make things better for everyone, but I believe it has failed to do that for a number of reasons.

The thing to which I refer is: emissions control. On paper it seems a no brainer, but in the real world it's as useful as mud flaps on a tortoise.

Even the most stringent supporter and enforcer of emissions control, our friends down in California, have no real proof that the EPA regulations have had an impact on air quality.

In fact, the most noticeable difference in pollution levels came with the recent economic downturn, but the lower pollution wasn't attributed to the lower levels of truck traffic, it was because of fewer numbers of large ships arriving and leaving the ports and less pollution from manufacturing.

Yes, that's correct, container ships and other industry are the main polluters, yet every single truck put onto the highways of North America in the last decade has had to conform to EPA regulations.

Now, why is that? I honestly do not know, but I can be my cynical self and say that it's because we're an easy target, both in terms of the public perception of us as a whole and that we, as an industry, seem to have a guilt complex which makes us do as we're told, no matter how silly the instruction.

Why do we act this way? Yes we have big vehicles that are slower than cars, we take up more room at intersections and we are very visible when things go wrong. But we perform a service – not just any old service either.

We keep every man, woman and child in the country fed, we deliver the materials their houses are made from, we deliver the medicine that makes them better when they're unwell, we even deliver the cars that we get in the way of, so why do we, as an industry, let them push us around so much?

Now I'm not for one minute suggesting that we take advantage of the power that we have and hold the country to ransom. Let's just be sensible about it.

Take for instance the emissions thing: we're supposed to be saving the planet by introducing lower emission engines, yet we didn't have to scrap the old 'killer' engines. No, we exported them to Mexico, Central America and the Caribbean.

So when we have a good wind coming from the south, we get the pleasure of breathing in our old exhaust smoke again. Those engines were said to be destroying the ozone layer, yet we share the same ozone layer no matter where we are in the world, so how can it be right that we allow other countries to – if we believe the hype – carry on killing us with their harmful emissions? After all, when the ozone layer goes, we're all supposed to spontaneously combust, so does it matter if we create the hole or provide somebody else with the tools to do it?

That's one way to look at it, but the thing that has had the biggest



impact on us in the industry is the problems that we can get as a result of the EPA regulations on our engines. Take EGR as an example.

A diesel engine requires two things to run: fuel and air. The better the quality of either and the better the engine will run. That's why we have charge air coolers (CAC), to provide a good gulp of dense fresh air. We then add hot exhaust gas and take away any improvements we'd made with the CAC.

We also have all kinds of valves and coolers, all of which are con-

trolled by sensors and when it all, inevitably, goes wrong, the engine will use a lot more fuel and will, usually, be belching out a cloud of black smoke.

That's hardly environmentally friendly. Coupled with the reliability issues seen on many low-emissions engines, we also had to suffer poorer fuel economy post-2002, so we end up burning more of the stuff that, supposedly, causes the pollution in the first place.

We have the best weapon to fight this bureaucratic nightmare: the word 'NO.' Unfortunately it doesn't appear to be in our vocabulary! □

– A fourth generation trucker and trucking journalist, Mark Lee uses his 25 years of transcontinental trucking in Europe, Asia, North Africa and now North America to provide an alternative view of life on the road.

*'We're supposed to be saving the planet by introducing lower emission engines, yet we didn't have to scrap the old 'killer' engines. No, we exported them to Mexico, Central America and the Caribbean. So when we have a good wind coming from the south, we get the pleasure of breathing in our old exhaust smoke again.'*

## Quality Manufacturer of Tank Trucks and Trailers for 92 Years



20,000 L 4 comp't Tank Truck



61,000 L 6 comp't Petroleum B-Train

# HUTCHINSON

INDUSTRIES CANADA, Inc.

SUBSIDIARY OF TREMCAR TECHNOLOGIES, INC.

**ALL SIZES & CONFIGURATIONS**

**1-800-263-8265**  
North America

**416-661-9330**  
Local GTA

20 ALNESS ST.  
Toronto ON M3J 3H4

## SERVICE & PARTS

PAINT & SANDBLASTING • EPOXY LINING  
ALL INSPECTIONS & CERTIFICATIONS  
TREMCAR WARRANTIES • CALIBRATIONS  
TANK REMOUNTS • CLEANING & REPAIRS

ALL MAJOR PARTS BRANDS IN STOCK or AVAILABLE ON REQUEST

TREMCAR AUTHORIZED PARTS DISTRIBUTOR

UNIT PICKUP and DELIVERY AVAILABLE ON REQUEST

75,000 sq./ft. facility • Shop Rate \$70.00/hour  
Owen Willet, Service Manager 416-518-2436



Call Colin Nice  
for Tank Parts & Service and Tank Sales  
416-518-9459  
colin@hutchtank.com

FACILITIES IN SASKATCHEWAN, QUEBEC, ONTARIO and OHIO

**SAFETY**

# Keep hands off the phones and hands upon the wheel

There are plenty of reasons why a growing number of fleets are answering the call to ban the use of handheld cell phones in truck cabs.

A recent study by the Virginia Transportation Institute found that truck drivers who are dialing a cell phone are 5.9 times more likely to face a crash or "near crash event" than drivers who keep their eyes on the road. Truckers even fared worse than their four-wheeling counterparts who are 2.8 times more likely to be in a crash when dialing a number.

But text messaging leads to the biggest risk of all. Truck drivers who performed that task while driving were 23.2 times more likely to be in a crash or near crash event.

Given the growing catalogue of research results like these, there should be little surprise at the in-



## Ask the Expert

SCOTT CREIGHTON

crease in jurisdictions that are banning the use of handheld cell phones and electronic devices. Newfoundland and Labrador mandated hands-free calls as early as 2003, and provinces across Canada have followed suit with penalties that range from fines to demerit points.

The rules are extending to CBs as well. Alberta's Bill 16 – the *Traffic Safety (Distracted Driving) Amendment Act, 2010* – limits the on-highway use of a CB to those who are directing pilot vehicles, need to maintain contact with their employer, are helping with a search and res-

cue operation, or use a model with a hands-free device.

Of course, Canadian provinces are not alone. Several US states now have rules that ban the use of handheld communication devices on their highways, and many other jurisdictions are simply using distracted driving legislation to crack down on drivers who are caught with eyes on a keypad. Last December, the US Federal Motor Carrier Safety Administration took the added step of introducing plans to ban handheld communication devices in all commercial motor vehicles, and its penalties could include \$2,750 fines and even lost licenses for repeat offenders.

There is no question that distractions like dialing a cell phone can influence decisions behind the wheel, especially when it comes to stopping distances. Even when someone is

focused on the job at hand, it takes three quarters of a second to observe an issue that requires braking, and another three quarters of a second to actually move a foot to the brake pedal. A truck that is travelling at 100 km/h will move 138 feet in that period of time.

Now consider the time that it takes to complete a text message: The Virginia researchers found that a truck driver will have their eyes off the road for 4.6 seconds during every six seconds of texting. That is enough time for a truck to travel the length of a football field.

To compound matters, more adults are texting than ever before. According to surveys by the Pew Research Centre, about 47% of adults admit to reading or sending texts while driving. And the National Safety Council suggests that 28% of the drivers who are involved in crashes are using their cell phones or texting.

There is already plenty of technology that will allow drivers to communicate and keep their eyes on the road. An array of headsets makes it possible to dial or answer a call without touching the phone itself. Satellite and GPS systems can now be activated and operated by voice, while some equipment can be programmed so that drivers cannot respond to a message until a truck is parked and the brakes are applied. Some equipment will even read e-mails aloud.

One Ontario fleet has equipped its trucks with a special Web-based device that reads messages aloud and includes a single button to replay a message. No other controls can be used while the vehicle is moving.

As useful as all this technology can be, however, there is also an opportunity to exercise self-discipline.

Many fleets have taken an added step in driver safety by limiting the number of calls and messages they send to drivers who are known to be moving down the highway. Dispatchers, for example, are timing calls so they do not add to the distractions in a truck cab.

Other fleets have even incorporated cell phone bans to their safety-based incentive programs. The policing involves tracking customer complaints, or comparing company cell phone records against the satellite information which shows when a driver was on the road, particularly if an incident occurs.

Collectively, they are the tools that help to ensure drivers keep their eyes on the road and hands upon the wheels. □

– This month's expert is Scott Creighton. Scott joined Markel as an advisor in the safety and training services department in 2007. Scott has brought with him more than 20 years of experience as a driver and a safety supervisor including 18 years working for an overdimensional carrier. Markel Safety and Training Services, a division of Markel Insurance Company of Canada, offers specialized courses, seminars and consulting to fleet owners, safety managers, trainers and drivers. Markel is the country's largest trucking insurer providing more than 50 years of continuous service to the transportation industry.

NOW AVAILABLE  
DIESEL EXHAUST FLUID



## On-site Bulk Refillable Programs

BULK DIESEL EXHAUST FLUID • BULK WASHER FLUID • BULK ANTIFREEZE

Refillable bulk dispensers are the environmental alternative.  
Let us show you our cost-effective bulk programs for your fleet or service centre



**BULK DIESEL EXHAUST FLUID**



**ULTRACLEAR BULK WASHER FLUID**



**CHEVRON BULK ANTIFREEZE**

- On-site tote refills with Bulk DEF
  - API certified providing the highest quality product for your fleet or service centre
- UltraClear's premium all-season's bulk washer fluid is blended year round at -40°C providing high quality and freeze protection
- Heavy-duty universal coolant is provided in premixed formulations
  - Longlife EC-1 coolant available in premixed ready to use factory formulation

**Say NO to jugs**  
**Say NO to drums**





**ULTRACLEAR ENGINE FLUIDS INC.**  
TORONTO, MONTREAL, TRURO, CALGARY, EDMONTON, VANCOUVER  
[www.bulkdef.com](http://www.bulkdef.com) • [www.bulkwasherfluid.com](http://www.bulkwasherfluid.com)  
**1-877-402-9581**



# ONE BRAND FITS ALL

**ALL MAKES. ALL MODELS. ALL THE TIME.**

**THAT'S THE PARTSMART® PROMISE.**

No matter what you drive, you need parts that are the perfect fit — for your truck and your wallet. Count on PARTSMART for quality parts at affordable prices, with convenient availability at International and IC Bus dealers or online.

**ORDER PARTS ONLINE AT: [WWW.PARTSMARTPARTS.COM](http://WWW.PARTSMARTPARTS.COM)**



## HEALTH

# Going bananas

When lunch is long over but it's not time yet for supper, what do you reach for: a chocolate bar, chips, or a doughnut and coffee?

You probably don't, not every time, if you are a bit concerned about staying healthy. But if you often crave something sweet, why not pack a bunch of sweet self-packaged treats, like bananas? This finger food is economical, tasty and nutritious. Most importantly, they are available in every grocery store.

Did you know that bananas are actually berries, since the fruit contains tiny seeds? Or, that a banana 'tree' is actually a plant – the world's largest herb that can grow up to 15 metres?

At 110 calories each and with no fat or cholesterol, bananas are an excellent snack choice, rich in Vitamin A, all the B vitamins (thiamine, riboflavin, niacin, B6 and folic acid), and Vitamin C, as well as minerals: calcium, magnesium, phosphorous, manganese, potassium, bananas are quite appealing. Add their dietary fiber, and other nutrients and you've got a snack that can help keep you healthy and feeling good.

For instance, if you're stressed, eat a banana. Bananas contain tryptophan, an amino acid that your body converts into serotonin, a relaxant. They also have Vitamin B, which helps reduce depression and calm the nervous system.

## Preventive Maintenance

KAREN BOWEN



If you have certain digestive problems, bananas may help. They contain pectin, a soluble fiber (a hydrocolloid).

Being high in fiber, bananas are natural internal lubricants, good for treating constipation, hemorrhoids and diarrhea. One medium-sized banana has 16% of the daily-recommended dietary fiber intake for a normal adult.

Bananas are an exceptionally rich source of a prebiotic (fructooligosaccharide) which feeds the probiotic bacteria in the colon. These beneficial bacteria improve your ability to absorb nutrients, and also produce compounds that protect you against unfriendly micro-organisms. They help your body absorb calcium while reducing the time food is held in your bowel, decreasing your risk of colon cancer.

When your stomach bothers you, eating a banana can relieve heartburn and protect against stomach ulcers and ulcer damage. Studies have shown that a mixture of banana and milk considerably suppresses the amount of acid secreted by the stomach. Bananas affect the stomach in these two ways: first,

they trigger the cells that line the stomach to become thicker, creating a thicker mucous barrier against stomach acids; secondly, their protease inhibitors help eliminate bacteria (primary cause of ulcers) in the stomach.

Additionally, the high potassium level in bananas, 467 mg, makes the banana especially beneficial.

Since potassium is essential for proper muscle contraction, it plays an important role in muscle-influenced activities like: the normal rhythmic beating of the heart; digestion; and other muscular movements. Potassium also helps to build muscles by stimulating nerve impulses that produce muscle contractions.

As a result, bananas are good for the heart. They can help normalize your blood pressure. Another ingredient, their pectin, lowers cholesterol levels by preventing the absorption of fat, reducing your chance of having a stroke. Their high level of iron also helps fight anemia and their Vitamin B6 helps your body produce hemoglobin.

Also, the potassium in bananas can minimize your risk of getting kidney stones since it suppresses calcium excretion through the urine. This, in turn, can keep your bones stronger, reducing your risk of osteoporosis.

Bananas provide quick energy, being rich in three natural sugars: sucrose; fructose; and glucose. Complimenting your exercise, they are easy to digest (high in digestible carbohydrates) and their natural sugars provide an instant boost

of sustained energy.

Interestingly with this snack, even the packaging is useful. Banana skin contains esterified fatty acids, which when rubbed on your skin can relieve skin problems like psoriasis and the irritation from mosquito bites.

When choosing bananas, pick any size you want. Still, they should be firm, but not too hard; brightly coloured in appearance; without bruises or other blemishes; and with stems and tips intact.

As you know, fragile bananas should be handled with care. Don't put unripe bananas in the refrigerator; they won't ripen properly even after you take them out. Although the outside may appear fine, the fruit is probably rotting from the inside out. However, you can ripen bananas at room temperature; just don't expose them to extreme hot or cold temperatures. To ripen them more quickly, place them in a paper bag or wrap them in newspaper along with an apple.

Once a banana is ripe, you can store it in the fridge for a few days. Although its peel may darken, the inside flesh will be fine. For the best flavour, wait until it comes back to room temperature before eating.

Whether sliced over a bowl of cereal, partnered with peanut butter in a sandwich, or just peeled and eaten, a banana is a great fruit choice, no monkeying around! □

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

## The road to wellness

When truck drivers are healthy, everyone involved in the industry wins. Drivers feel better and experience less downtime due to injury or illness. Also, companies have employees that are more productive and are less likely to face costly worker's compensation claims. However, for professional truck drivers, living a healthy lifestyle while on the road is no easy task. Many barriers such as long work hours, poor nutritional habits and lack of sleep prevent drivers from maintaining a healthy lifestyle.

Many truck drivers would like to change their lifestyles but do not know where to begin. As a result, I have designed an online health and

## Back behind the wheel

DR. CHRIS SINGH



wellness course specifically for professional truck drivers in partnership with CarriersEdge and based on the columns I've been writing for *Truck News* over the past several years. The goal of this course is to provide truck drivers with the knowledge and tools to begin living a healthy lifestyle while on and off the road.

The advantage of an online course is that drivers will be able to complete

the course at their own pace at any location where an Internet connection is available. This interactive course has been designed to be interesting, informative and interactive. Upon completion of the course, drivers will receive a certificate of completion.

There are three cornerstones to promoting good health: diet, exercise and the proper amount of sleep. This course will discuss the importance of each component, how they fit together and how drivers can change their habits to increase their wellbeing.

At the end of this course, participants will be able to: explain how fatigue affects driving ability and how to detect when they might be fatigued on the road; describe how circadian rhythms affect your body and your sleep; explain the obstacles to getting good sleep on the road and list meth-

ods of overcoming sleep obstacles; list the health hazards of not maintaining a healthy weight as a driver; describe the four food groups and how to read a nutrition label; and list examples of activities you can do to begin an exercise routine.

Drivers will also learn about: the importance of hand washing to avoid spreading germs or catching a virus; sneezing properly; properly lifting a heavy object; and the importance of core muscles to a driver and how to strengthen these muscles. The course takes about two hours to complete. For more information, don't hesitate to call me at 519-421-2024 or e-mail me at chris\_singh@sympatico.ca. □

– Dr. Christopher H. Singh runs Trans Canada Chiropractic at the 230 Truck Stop in Woodstock, Ont.

## CHEAP COMMERCIAL TRUCK INSURANCE

FOR SHORT HAUL INDEPENDANT DRIVERS

FROM ROSE MONACHINO INS AGENCY LTD.

CALL: 905-335-4884

TOLL FREE: 1-877-583-2454

E-MAIL: [rose@rosemonachino.ca](mailto:rose@rosemonachino.ca)  Follow me on Facebook

## Dryden Truck Show

In Honor of the Trucking Industry

June 24-25-26, 2011 Agricultural Fairgrounds Dryden, Ontario

EARLY BIRD SHOW & SHINE *Last Chance!*

REGISTRATION PARTY is set for MAY 28

Over **\$1,000.00** IN CASH & PRIZES!

along with an awesome lineup of live entertainment

Over \$10,000.00 in Cash & Prizes for the Show & Shine

[www.drydentruckshow.ca](http://www.drydentruckshow.ca)

**PEOPLE**

Trailer Wizards has appointed **Dave Skaarup** as its vice-president of Atlantic Canada. Skaarup will be reporting directly to Trailer Wizards president Doug Vanderspek and will be responsible for both sales and operations for the region.

Skaarup brings 25 years of industry experience to the Trailer Wizards team, having most recently held the position of vice-president of operations, intermodal and van division, for Clarke Road Transport. Skaarup will be working out of the existing Moncton and Halifax facilities and expanding the company's services throughout Atlantic Canada, the company announced.

Skaarup is from Perth Andover, N.B., attended both the University of New Brunswick and Concordia University for specialized management studies and currently resides in Halifax, N.S.

**Ronald Breakey**, a driver with Yanke Group of Companies, has received an award for achieving one million miles with the company. He received the award at the company's Key Business Indicators ceremonies on March 24.

Breakey, who makes his home in Innisfail, Alta., estimated that it took him more than seven and a half years to achieve his millionth mile with Yanke.

Breakey started with Yanke in 2002 and celebrated his achievement by custom embroidering "Old School Trucker" on the back of his Yanke leather jacket.

"The ability to attain one million miles is quite the achievement. It shows the dedication of Yanke's professional transport operators and their continued commitment to master their craft," said Russel Marcoux, president and CEO of Yanke.

Yanke celebrates its driver's one and two millionth miles with a custom Yanke truck and trailer trophy, cash or travel voucher and numerous custom decals and plaques for the driver's truck and trailer.

CalArk International CEO **Rochelle Gorman** has won the inaugural "Influential Woman of the Year" award. The award, sponsored by Navistar and the Women in Trucking association, was presented at a ceremony during the Truckload Carriers Association's (TCA) annual meeting last month.

"The Influential Woman of the Year award is designed to shine a spotlight on the great leadership demonstrated by women in the trucking industry," said Anne Belec, vice-president and chief marketing officer of Navistar. "Rochelle's dedication to trucking and her personal commitment to mentoring other women is exactly what we set out to celebrate."

"We are excited to honour a woman who has been so influential in the trucking industry," said Ellen Voie, president of Women In Trucking. "Rochelle is proof that women are achieving great things in all trucking professions, from drivers to accountants to CEOs. Rochelle's story of tripling CalArk's revenues while at the same time mentoring other women and raising a family is an inspiration as WIT furthers our mission to celebrate the success of women in what has traditionally been a very male-dominated industry." □

**SOLUTIONS**

**AUTHORITIES/PERMITS**  
**IFTA Filing • IRP Plates**  
**C-TPAT, FAST, PIP, CSA**  
**US & Canada Bonds**  
**ACE • ACI**

**TECHNOLOGY SOLUTIONS**  
**Avaal Express**  
**Dispatch Software**  
*let's you manage your business*  
**all in one application!**

- Web Development • I.T. Infrastructure Setup
- Network Solutions • Data Backup and Recovery

**EDUCATION**  
 Starting a career or business in trucking? Enroll in our **Trucking Dispatch Specialist Course**  
 Brampton: Sat-Sun 9am -2pm (2 weekends)  
 Surrey: Mon-Fri 6pm-10pm (1 week)  
 New Batch starts every month  
**Logistics Management Course** also available

**AVAAL MANIFEST**

**AVAAL TECHNOLOGY SOLUTIONS**  
**avaal.com (1-877) 995-1313**

**Head Office**  
 2 Automatic Road Unit 110  
 Brampton ON L6S 6K8  
 (905) 595-1313

**Surrey Office**  
 302-17665 66A Avenue  
 Surrey BC V3S 2A7  
 (604) 579-0200

[www.glasvangreatdane.com](http://www.glasvangreatdane.com)  
**1.888.GLASVAN (1.888.452.7826)**

**Simply Better.**

**BETTER EQUIPMENT. BETTER SERVICE.™**

**Etnyre**

**IN STOCK**  
 Etnyre Falcon Quad and Tri Axle Live Bottom Trailers

**IN STOCK**  
 Etnyre 60 Ton 4-Axle with Flip and Blackhawk Limited Tri Axle

**Etnyre 75 Ton 3+3+2 and Paver Special**

5 locations in Southern Ontario to serve you, including our head office:  
 1201 Aimco Blvd., Mississauga, ON L4W 1B3 1.888.GLASVAN (1.888.452.7826)

## INDUSTRY

# When farmers' votes count more than yours: Canada's biodiesel mandate

## Make no mistake, biodiesel will cost more than regular diesel

Between February and March 2011, the average rack price of diesel fuel in Canada, which is a reflection of wholesale prices before taxes, jumped by another 10% and was up by over 37% on a year-over-year basis.

While it would be easy to point to the political unrest in North Africa and the Middle East as the reason for much of the recent escalation in prices, the fact is the current upward advance in fuel prices has been steadily underway since 2009, long before the current problems in that part of the world started.

But, the pain at the pump could get even worse this summer when



### Industry Issues

DAVID BRADLEY

Canada's biodiesel mandate kicks in starting July 1. Make no mistake, biodiesel will cost more than regular diesel.

The only question is, how much more? Even the government's own Regulatory Impact Analysis Statement (RIAS) published in the Canada Gazette on Feb. 26 concedes that point (although it severely underestimates the impact). The RIAS also acknowl-

edges that biodiesel is less fuel efficient than regular diesel – a double whammy.

Currently in the United States, where there is a somewhat more mature biodiesel market, prices are – depending on the level of biofuel blended into the diesel – running at one to eight cents per litre above the price of regular diesel fuel.

This translates into increased costs in the range of \$2,000-\$6,000 per truck.

The cost of biodiesel could be even greater in Canada. The primary feedstock (canola) to be used in producing biodiesel in Canada has recently been reported to be at record prices and record volumes.

Moreover, Canada simply does not have sufficient capacity of biofuel production and blending

facilities to meet the mandated demand. Even the Canadian Renewable Fuels Association has been quoted as saying that since 2007 “not a single industrial scale biodiesel facility (producing more than 100 million litres per year) has been built.”

It is estimated that demand for biodiesel in Canada will be about a billion litres a year, but the country produces only about 150 million litres. Canada will need to import 85% of its biodiesel requirements.

On top of that, truck maintenance and filter replacement costs will also increase. (In a previous column I discussed the potential impact on engine operability and durability – and therefore on engine warranties – from using higher blend, low quality biodiesel).

There are no Canadian fuel quality and blending standards. The Canadian Petroleum Products Institute, which represents the majority of the country's petroleum producers recently called for a delay to the implementation of the biodiesel mandate until its members can build the necessary blending facilities and Canadian fuel quality standards are in place.

Transportation and distribution costs are expected to be high since biodiesel cannot be shipped by pipeline.

The RIAS makes it clear that the biodiesel mandate is being introduced to benefit canola and soybean farmers and big agri-business/biofuel producers. Consumer concerns and protection are not a priority, it would seem. The biofuel producers are getting literally everything they want – regulatory certainty, a captive market and massive subsidies – all of which they can take to the bank.

The RIAS calculates the biodiesel mandate will impose a net cost on taxpayers of about \$2.5 billion over the next 25 years with only an incremental reduction (a mere one megatonne of CO<sub>2</sub> per year) in GHG.

The renewable fuels industry has already been the recipient of over \$2 billion in subsidies.

This certainly begs the question: Why are we doing this?

It's clear this is not about the environment – there are ways to achieve significantly greater GHG reductions in trucking for a lot less.

CTA is not opposed to the introduction of alternative fuels into the trucking industry. We have been consistent on this point; why wouldn't we want to reduce our reliance on oil?

But, we need to be sure the fuel we put in our tanks works, it has to be in plentiful supply and it should not cost us more than regular diesel.

As it stands now, the proposed biodiesel mandate fails on all counts. □

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



# NAL serves the Trucking Industry

## And is Proud to Sponsor



[www.truckingforwishes.com](http://www.truckingforwishes.com)

helping dreams come true for children with life threatening illnesses



[www.greentrucker.com](http://www.greentrucker.com)

saving our environment, one mile at a time



Next Seminar is April 27, 2011

[www.drivingforprofit.com](http://www.drivingforprofit.com)

expert information in an affordable fashion

Disability • Downtime • Buydown

# Call Today! 1-800-265-1657

NAL Downtime Lounges

HWY 401: Woodstock, TA Truck Stop, Exit 230

Cornwall, Fifth Wheel Truck Stop, Exit 792

# COMBAT RISING FUEL COSTS WITH THE MOST FUEL-EFFICIENT DRIVE TIRE IN NORTH AMERICA.<sup>1</sup>



Copyright © 2011, Michelin North America, Inc. All Rights Reserved. The "Michelin Man" is a registered trademark licensed by Michelin North America, Inc.

MICHELIN®  
**X One**®  
Go **WIDE**  
Save **Green**

## Introducing the new MICHELIN® X One® XDA® Energy tire.

Once, rising fuel costs meant falling profits. Not anymore, thanks to the MICHELIN® X One® XDA® Energy tire. A 4,828 kilometers, real-world road test compared the MICHELIN® X One® XDA® Energy tire, together with the MICHELIN® XZA® 3 tire and the MICHELIN® X One® XTA® tire, to the Bridgestone® R287, M720 and R195F tires and the Goodyear® G395™ LHS™ Fuel Max™, G305™ LHD™ Fuel Max™ and G316™ LHT™ Fuel Max™ tires. The results? The MICHELIN® X One® XDA® Energy tire can help save 7%<sup>2</sup> on fuel versus the most fuel-efficient tires Bridgestone® and Goodyear® have to offer. Fuel savings the leading competitors can't match. It's just one more way The Right Tire Changes Everything™.

To learn more about the MICHELIN® X One® XDA® Energy tire, and to see the results of the 4,828 kilometers fuel test and how it can help you save more money and fuel, visit [www.gowidesavegreen.com](http://www.gowidesavegreen.com).

<sup>1</sup> Estimates based on comparative rolling resistance data commissioned by an independent third party on drive tires from the SmartWay™ – verified technologies list. Actual on-road savings may vary.

<sup>2</sup> Actual results may vary.



10M172387

# You know trucking. We know lubrication.



**DELO® DELIVERS CONFIDENCE™**

Whether you own a single truck or a fleet of trucks, we recognize that you have to be highly skilled in a wide variety of jobs to grow your operation. Husky Energy is a Chevron Lubrication Marketer that does more than just provide Delo's high quality lubrication products. We also provide solutions that help you improve the bottom line. Whether it's providing technical expertise, performing oil analysis, helping with inventory management, or any other service, we're always ready to help. Call us today to find out how you can get *The Delo® Performance Advantage™*. You know trucking. We know lubrication.



**Chevron Lubricants are available at all Bulk Plants, Cardlocks, Husky Travel Centres and Retail Locations across Canada. For a location nearest you call 1-800-592-8838.**

# Delo®



A **Chevron** company product

**OPINION**

# The search is on for O/O of the Year



Do you know an owner/operator who stands out in the crowd? If you do, that special guy or gal may just be the recipient of the 2011 Owner/Operator of the Year award!

Nominations for the Owner/Operator of the Year award are now being accepted. As in past years, we are facilitating this prestigious award on behalf of our sponsors, Goodyear, Mack and Castrol Lubricants. I want to personally thank all of them for maintaining their commitment to this award during what has been a very challenging economic period.

So what exactly are we looking for? First and foremost, the nominee must have a clean abstract. There have been some very worthy finalists in the past who have had to be disqualified due to violations. Believe me, it's not fun having to bypass a deserving nominee because of one lousy ticket, but the rules are the rules and this one can't be changed or dismissed.

Other attributes we look for include co-worker and/or customer testimonials. Usually these will tell us something about the nominee's work ethic and attitude. Customer service is such an important part of business today, so tell us how this person goes above and beyond the call of duty.

Does your nominee coach little league or volunteer for local fundraisers? Do they step forward and do the job that nobody else is willing to do? Do they mentor the rookies in your company? How about the environment, what do they do to minimize fuel consumption? These are all things the judges look for.

Please remember, we are judging these based on what we receive, so try to include anything and everything that you feel we should know about the person.

The day after the submission deadline, the field is narrowed down to 10. At that point we contact the nominees and ask them to send us their abstract along with any other documentation that will help build their case.

I want everyone to know, each nominee receives equal consideration. No-one gets preferential treatment. It doesn't matter who you are contracted to or how big that carrier is – or isn't. Believe me, if your nominee is the winner, they deserve it. We do our homework.

So, turn to page three, complete the form and send it in. As I said, include any and all details about why you feel this person should be considered. Hopefully we'll have the opportunity to meet you in Fergus before we take centre stage for the presentation. □

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

*Financing Options Available*

**MANWIN** has your **ANTI-IDLING SOLUTIONS!**

Stop idling and start saving.

- Auxiliary Heating Systems
- 12 Volt Air Conditioners
- Quality Power Inverters & Inverter/Chargers
- Quiet, Reliable APU Systems

Great products from people you can trust!

**We service what we sell.**

**MANWIN** ENTERPRISES INC. Since 1983

Conveniently located north of Hwy 401 at exit #268  
15-A Wanless Court, Ayr, ON N0B 1E0 | manwin@bellnet.ca  
t: 519.624.4003 | 1-888-823-7611 | f: 519.624.5501

## THE TRUCK STOPS HERE!

- Atlantic Canada's LARGEST Truck Show!
- Over 13,000 Attendees in Just 2 days!
- 150,000 Sq. Ft. of Indoor Exhibits
- 50,000 Sq. Ft. of Outdoor Exhibits
- Unlimited FREE Parking

**SHOW HOURS**  
FRIDAY JUNE 10 • 9AM-5PM  
SATURDAY JUNE 11 • 10AM-4PM

**MARK YOUR CALENDAR NOW... YOU DON'T WANT TO MISS THIS ONE!**

**PRE-REGISTER & SAVE BY MAY 31, 2011 SPECIAL ONLINE OFFER!!**

**REGISTER AT:**

**MONCTON COLISEUM COMPLEX**

**WWW.ATLANTICTRUCKSHOW.COM**

Presented by:

**apta**  
ATLANTIC PROVINCES TRUCKING ASSOCIATION

Produced by:

Master Promotions Ltd.

JUNE 10 & 11, 2011

INDUSTRY

# TSA wields a big stick

## Air cargo carrier incident raises questions

In early March of this year, Air Canada quietly announced that it was about to shut down its cargo carrying service to the United States. The announcement was distinctly low-key for something with such inherent ramifications on commerce between Canada and the US. It came out on a Wednesday and advised that the following Monday was the end date for air cargo shipments to the US.

To suggest that this caused a small ripple in the shipper/carrier/freight forwarder community would be to understate in the extreme. What's more, no details or explanation were available other than an innocuous statement that air carriers needed to comply with a new directive from the US Transportation Safety Administration (TSA). As it happened, TSA had is-



### Private Links

BRUCE RICHARDS

sued an emergency amendment that was to take place within days to its security measures. The lead time for the notice was too short to allow air carriers to take the necessary steps to comply; leaving them no choice but to embargo all US-bound cargo 'until further notice.'

TSA forbids anyone from disclosing to the public (read shippers) details of its security directives, which makes some sense, but makes compliance a little difficult.

Here is the text of Air Canada's an-

nouncement, which contained all the explanation they could provide:

*"The US Transport Security Administration (TSA) has issued an emergency amendment to security measures which will take effect March 10, 2011. Given the short notice, it will not be possible for us to implement the necessary measures to ensure compliance and as a result, we are required to embargo all cargo flown to the US effective March 10, 2011 until further notice. Shipments already accepted prior to this date will be carried to destination. Discussions continue with TSA as well as other country security agencies to find ways to mitigate this situation as quickly as possible."*

Then, on March 11, Air Canada informed its customers that the embargo had been lifted and it was now all systems go. That announcement read as follows:

*"We (Air Canada) have been in contact with the TSA and are pleased to advise you that we fully resume our cargo operations while maintaining a heightened level of security as required*

*by these new measures... We apologize for the inconvenience caused to our customers and are very pleased to have arrived at a rapid resolution."*

TSA wields a big stick. Its security directives apply to US aircraft operators, US all-cargo aircraft operators, foreign air carriers, and foreign all-cargo air carriers operating to the United States. In its bulletin dated March 10, TSA advised that:

*"Freight forwarders with air cargo operations at NON-US LOCATIONS should expect to see revised requirements for all shipments inbound to the US. US aircraft operators, US all-cargo aircraft operators, foreign air carriers, and foreign all-cargo air carriers will be requesting information for all shipments on each master airwaybill (MAWB) that they accept for transportation from a NON-US LOCATION to the US. This information will include a specific statement (that the aircraft operator will provide to forwarders) regarding each shipper. This information will include shipper account history, and is necessary for an aircraft operator to determine what security measures they must apply in accordance with their Security Directive or Emergency Amendment."*

*"By providing this statement, the forwarder is attesting to the accuracy of the information for the shipper. Providing this accurate information to air carriers will expedite the screening process. As always, TSA reminds all IACs (Indirect Air Carriers) to remain vigilant and report suspicious activity to local law enforcement."*

The TSA refused any further comment on the new security directives, which some say have come with little warning for industry. We have no expectation that TSA or any other agency should provide full disclosure of the reasons for these decisions, but this one seemed a little arbitrary for something with such a significant impact.

This is such sensitive ground that few are even willing to discuss what happened or why, or, more specifically, what this new security directive from TSA entails. It's all very Orwellian in nature. Air carriers are already required to screen all shipments destined for the US that are over a designated size or are not from a 'known (trusted) shipper.' More stringent screening is due to kick in by the end of 2011.

That program seems to have worked to date. In fact, we understand that many carriers are far ahead of a scheduled Dec. 31, 2011 date for meeting the new protocol on screening.

Now, in addition to enhanced screening requirements there may be a move afoot to redefine what constitutes a 'trusted shipper.' Some of the criteria being proposed could eliminate seasonal or periodic shippers, putting them at a competitive disadvantage. While the March situation was resolved quickly enough, one has to wonder when the next one will occur. Can or will TSA or any other agency, arbitrarily shut down commerce without notice? We may never know what it was that instigated the March episode and that's disturbing.

This time it was the air cargo sector, but what if we had an overnight shut-down of cross border trucking? The chaos and interruption to commerce would be immeasurable. □

- The PMTC is the only national association dedicated to the private trucking community. Send comments to trucks@pmtc.ca.

### REACH OUT TO THE CHANGING FACE OF TRUCKING INDUSTRY



MAY 28 - 29, 2011

(Saturday & Sunday)

Powerade Centre, Brampton

#### SHOW FEATURES

- ◆ Inside Trade Show ◆ Outside Display ◆ Show & Shine ◆ Food Court ◆ Kids & Family Entertainment ◆ Trucking Excellence Awards

**FREE ENTRY** & More..... **FREE PARKING**

#### Show Sponsors



### Canada's Multicultural Truck Show

For more information

Call : 905 487 1320

Email : truckshow@roadtoday.com

Pre-Register online for FREE & QUICK event access

[www.roadtodaytruckshow.com](http://www.roadtodaytruckshow.com)

All Pre-Registered visitors will qualify for a chance to

**WIN**



**Bring this advt and get a free GIFT**



**Everybody Welcome**

**SOME SAY RECYCLING IS GREEN.**

**WE SAY RECYCLING IS BLACK.**

Long before the “green” revolution, Bandag retreads were quietly doing their part for the environment. That’s because retreading is recycling. Keeping millions of truck tires from piling up in landfills each year. In fact, retreads require 70% less oil for production. And cost 30–70% less than new tires. Making them as beautiful on your bottom line as they are for the world we live in. Visit [bandag.com](http://bandag.com) and join the growing number of fleets driven to help our planet.



## FEATURE

## Work Truck

## WEIGHT WATCHERS

## A case study in spec'ing lightweight medium-duty trucks

By James Menzies

**INDIANAPOLIS, Ind.** – When working with a client, Ralph Haire, president of Thomasville, N.C.-based Synergy Design and Production, was issued a challenge: to build a work truck that does the job just as well as the vehicle it replaces, but weighs 2,300 lbs less. The reason was obvious.

Haire had read an Environmental Protection Agency (EPA) report that indicated every 100 lbs of weight reduction translates to a 1-2% improvement in fuel economy. That, combined with the added benefit that trimming a 12,300-lb GVW truck to under 10,001 lbs would get it out from under the watch of the DoT, was enough to send Haire on a weight-loss mission. The result was a lightweight delivery truck Synergy has since dubbed the SynergyLite Green truck.

The fleet was initially comprised of 184 trucks, each with a gross vehicle weight of 12,300 lbs, a 14-ft. body and a heavy liftgate.

“Everything that was steel had to go and everything that was wood had to go, replaced with composite panels or aluminum components,” Haire recalled during a seminar on Using Vehicle Weight Reduction to Improve Fuel Efficiency, presented at the Green Truck Summit.

Haire substituted the 14-ft. body with a 12-footer that was two inches wider, allowing it to carry the same amount of cargo while saving substantial weight. He then replaced the heavy steel liftgate with a lightweight aluminum scissor-lift. That alone represented a weight reduction of 1,301 lbs (from 1,760 lbs to just 459).

“We started to immediately pick up fuel economy,” Haire recalled. Better yet, the scissor-lift was able to dou-



**SLIM AND TRIM:** The SynergyLite Green truck was designed with weight savings in mind to improve fuel efficiency.

ble as the rear door, eliminating the need for a roll-up door – another 300-lb savings.

Haire said the general rule of thumb when switching to aluminum components is, they tend to weigh half as much, and cost twice as much as their steel counterparts. Still, when measuring the life-cycle costs of the new vehicles, Haire found the additional cost of aluminum was recovered thanks to its lighter weight.

When all was said and done, Haire said the new trucks weighed about 25% less than the vehicles they replaced. The benefits of getting the trucks below the DoT threshold also meant a reduction in administrative costs, not to mention the benefits of bypassing weigh scales and eliminating the need for log books and driver physicals.

In measuring the value of the weight-shaving initiative, Haire pointed out every new truck in the fleet of 184 vehicles would require 240 fewer fill-ups over the course of its life, for a fleet-wide total of 44,160 fewer fill-ups.

Attributing a \$50 billable hour to every fill-up for unproductive time spent adding fuel, Haire figures the transition saved the fleet in the neighbourhood of \$2.2 million.

“And that’s fuel that doesn’t have to leave Saudi Arabia,” he added.

Also on-hand to share a weight-loss success story was George Mayhew, vehicle design and specifications specialist with Verizon Communications. Verizon set out to reduce the weight of its light aerial lift trucks, which carried a 29-ft. single person aerial lift. In an effort to reduce weight, Mayhew said Verizon: downsized from an 8.1-litre engine to a 5.4-litre option; reduced towing capacity from 9,000 lbs to 3,000; switched to aluminum ladder racks and other components; switched to a lighter tow hitch; and eliminated some optional equipment such as an air compressor, second nitrogen tank holder, etc.

“In a lot of cases, those options were never used,” Mayhew said. Moving to a smaller engine and chassis resulted in an overall cost savings of about

\$8,000 per vehicle, even after many steel components were replaced with pricier aluminum alternatives.

In total, the empty weight of the chassis was reduced 1,790 lbs and the GVWR was downsized from 17,500 lbs to 13,000 lbs.

Payload was reduced 2,278 lbs, but Mayhew said it was still sufficient for the application. The body layout and compartment features all remained the same and the aerial tower was repositioned by just a few inches.

Mayhew admitted the 5.4-litre engine was not powerful enough in mountainous regions, but it worked fine in most areas.

Mayhew acknowledged there are risks in spec'ing lightweight trucks, including the possibility maintenance costs could rise when running a chassis that's constantly loaded to near its capacity.

“Anytime you have a chassis loaded to near capacity, you’re going to see more ball joint failures and brakes are going to cost you more. It was a concern. You don’t want to load the truck right up to its GVWR, so there’s a certain amount of monitoring of payload that has to be done,” he warned. Mayhew said he noticed some premature wearing of ball joints on the downsized trucks, but over time there were very few maintenance issues.

“Generally, from the records I’ve seen, we have not seen a big spike in maintenance on the lighter trucks,” he said.

Mayhew pointed out that any savings resulting from lightweight spec'ing will be lost if driver training isn't involved.

“There will be minimal fuel savings if engine idling is not minimized,” Mayhew pointed out. “If they’re going to sit there and idle the truck all day, the only savings is going to be how much fuel the 5.4-litre is going to consume while idling compared to how much an 8.1-litre is going to consume while idling. If you can’t get on top of engine idling, you’re not going to save that much just by doing weight reduction.”

Mayhew had a few recommendations for work truck fleets that are looking to spec' lighter weight trucks. For starters, he suggested involving all suppliers in the process and ensuring they provide accurate component weights.

“Some vendors ballpark things a lot,” he warned. “That’s fine to an extent but when you’re ballparking a lot of individual items and they are all plus or minus 50 lbs, that can make a big difference. It can make a difference on whether this thing is a go or no-go.”

Mayhew said a fleet would be well advised to build a complete prototype and then weigh it.

“No matter how well those weights are calculated, the final end product, once it goes across the scales, is going to be different than any calculations anyone has done,” he said.

Mayhew also reminded fleet managers to consider the weight of fuel and occupants and to ask the OE if they included fuel in their weight estimates.

“A few hundred pounds can make all the difference in the world,” Mayhew noted. Finally, he advised fleets to be up front with drivers on why their trucks are being spec'd differently.

“We eliminated some options and we had to let the users know we were doing this to reduce costs, but also make sure they could live with those changes we made,” he said. □

## IS YOUR INSURANCE DEDUCTIBLE TOO HIGH?

CK Insurance's  
Deductible Buydown  
can help.

If you are a responsible owner operator this program can help you control your costs in the event of an accident by decreasing the amount you pay for damages to your truck, trailer, cargo and third-party property damage losses.

Call CK Insurance today for  
information on how to save.

Call: 905-648-6950 Toll free: 800-461-4973

e-mail: [info@ckinsurance.com](mailto:info@ckinsurance.com)



Member Owned  
Since 1979

CK INSURANCE  
SPECIALIZES IN:

- Deductible Buydown Coverage
- Lost Time Coverage
- Full Coverage

MATS REPORT

# Eaton's chief economist sees good times for trucking

By James Menzies

**LOUISVILLE, Ky.** – Eaton shared its chief economist with trucking journalists at the Mid-America Trucking Show, and while James Meil warned “headwinds and tailwinds are at work,” his message was one of opportunity.

“We think a recovery is clearly taking shape,” Meil said. “The manufacturing sector is rebounding, inventories are starting to come back, truckload pricing is firming and we think Class 8 capacity was about right three months ago.”

Meil said capacity utilization has reached the “sweet spot” of about 90%, up from a low mark of about 78% during the recession. In fact, he said a truck shortage is already materializing after the US trucking industry removed about 225,000 Class 8 trucks from the roads over the past several years.

“This was part of the belt tightening process to right size the truck fleet,” Meil explained. “(Capacity utilization) is starting to get back to the sweet spot. We think 90% was reached in November. We think you are now in a situation where capacity utilization is a fairly robust 93% and that means right now, there’s a truck shortage in North America based on our calculations. As of January,

our best guess is you were dealing with a shortage of roughly 40,000 units. Don’t be surprised if by year end, the shortage starts to get to 100,000, 120,000 or even higher.”

Meil said the industry is essentially reliving the cycle it went through in 2004, which were prosperous times for the trucking industry.

“In early 2004, we started to see a revival of the economy, a revival in truck freight and by the end of the summer and into early fall, there was all kinds of talk about a transportation capacity shortage. We’re almost going through the same drill and almost at the same time of year as in 2004,” Meil said.

Of course, challenges remain as the industry emerges from one of the worst ever recessions. Meil wondered how equipment manufacturers will be able to keep up with demand as Class 8 truck orders surge an expected 55.6% from last year,

to about 240,000 units.

“We haven’t had to do this in a long time,” he said. “We think we’re up to it, but we’re going to see.”

The overall truck fleet is older than it’s ever been, Meil pointed out. The next decade, Meil said, can be defined as the “Era of High Costs.” Fuel prices will be high and volatile, equipment prices will be high and volatile, a driver shortage will emerge and there’s no sign the government will stop introducing onerous new regulations.

While Meil said the US trucking industry shed 120,000 drivers during the recession, he also noted there are three million Americans who’ve lost manufacturing and construction jobs, so there’s a pool to draw from if wages become more competitive.

“The industry is going to have to pay these folks,” he said, noting trucking wages when compared to

manufacturing and construction wages have been on the decline for 20 years. “In order to fill these seats, these trends might have to be reversed.”

While Meil’s message was overwhelmingly positive, he left journalists with a laundry list of 10 worries that keep him up at night: a rise in commodity prices; European financial weakness; Middle East instability; US inflation in 2013 and after; the feds’ ability to exit from its monetary easing; US state and local government finances/deficit; US federal government finances/deficit; China overheating; and the catastrophe in Japan.

“Overall, the economy is in a solid but not spectacular recovery,” Meil concluded. “The next three years are going to be terrific years for those on the supply side of the business and for motor freight operators themselves.” □

## Michelin expands fleet program to O/Os, plans Canadian launch

**LOUISVILLE, Ky.** – Michelin is expanding its popular Advantage Program to owner/operators and says it will soon offer the program in Canada as well. The program is aimed at providing small fleets with the same support and technical expertise traditionally available only to large fleets.

“We’ve seen the popularity of the Michelin Advantage Program increase significantly as more and more people are realizing that you don’t have to be a big fleet to get an advantage or have a relationship with Michelin,” said Fritz Mueller, small fleet business segment manager Michelin Americas Truck Tires. “For example, in January 2011, Michelin doubled the number of customers who signed up for this program compared to the same month last year. Now, more trucking professionals that operate their own business will have additional opportunities to control their costs, save time and improve their safety.”

The Michelin Advantage Program provides an online resource for small fleets and owner/operators that enables them to make better tire purchasing and maintenance decisions.

It’s a business program that’s free of charge. It also provides benefits such as access to Michelin’s ONCall emergency roadside assistance service with no dispatch fee. Members also have access to a wide range of training information and maintenance tips and techniques.

The program’s Canadian introduction is currently in the works, and *Truck News* will have further updates when it becomes available on this side of the border. □

# And the award goes to... Trucknews.com!



**Winner/Best Video**  
**Finalist/Best Overall Web Site**  
**Finalist/Best E-newsletter**

The Canadian Online Publishing Awards, presented by MastheadOnline, recognize excellence in online editorial and innovation by Canadian magazine and Web site publishers.



**Congratulations**  
**TO THE *trucknews.com* TEAM!**

## MATS REPORT

# Cummins shares secrets to thriving in a vertically integrated world

By James Menzies

LOUISVILLE, Ky. – Cummins president and COO Tom Linebarger shared some insight prior to the Mid-America Trucking Show on how the independent engine manufacturer plans to remain relevant as OEMs move towards greater vertical integration.

Cummins' strategy, which appears to be working, may come as a surprise. Linebarger said Cummins is bringing its OEM partners closer, even when those very companies are taking bread of Cummins' table by aggressively promoting their own engines.

"Most of our customers make their own engines too," Linebarger acknowledged. "How are we going to survive vertical integration? That's an issue we face strategically and something we think very seriously about."

Linebarger said Cummins' three-pronged strategy involves: technical leadership; partnerships; and focus.

"It's a very simple strategy," Line-

barger said. "As an independent engine manufacturer, we have to have the best set of technologies, the best products to offer. We can't be the same, we can't be equal, we have to be better – and that's the fundamental starting point for Cummins."

That means sourcing the world for parts and components and taking advantage of its position as a global manufacturer to draw from innovations achieved elsewhere.

"The thing being global gives you is the ability to look at different markets and get technical innovations in a bunch of different ways," Linebarger said. "We are developing SCR systems in China that have to come in at half the cost of the SCR systems in the US. We don't know what the standard is going to be (in China) but we know it needs to cost half as much. So, when we come up with a system that costs half as much, if it gets pretty close to the standard that we have

here, maybe taking that one and developing it upwards might give us a whole new innovation on how to build SCR systems."

Perhaps most surprisingly, Linebarger said Cummins is taking steps to work more closely with its OEM partners, even if it means sharing trade secrets and helping their competitors build better engines themselves.

"We are learning how to integrate with customers better," Linebarger said. "We have to be like an internal engine division of our customers, since that is what they're going to compare us to. We have to be as good or better as their internal division. We have to make it as easy or easier to do business with us as it is to do business with their internal engine division."

That means taking an interest in the success of its OEM partners, even when they are promoting their own engines. And it even means teaching them how to build better engines

themselves – a counterintuitive approach that Linebarger says is working.

"We have to be thinking every day about how to make them more successful," he said, "which puts some new burdens on us, in terms of how our product works. Just to give an example: technical collaboration. We have always said we want to be the technical leader, so you want to keep your technical things pretty close to your chest. If you give them to them, they're equal. What we figured out is, we can't be their partner if everything we come up with, we give to them one piece at a time. If they're making their own engines, we help them with their engines too. We bring in our components group and say 'You're making engines, we'll help you with those too. We have SCR systems, turbochargers and filtration systems, so we'll help you with yours too.' It sort of feels a little weird, but if we don't do that, we're not like that internal engine division."

So far, Cummins approach is paying dividends, Linebarger said.

"What has happened is, we've built trust with those partners. We've drawn them more to Cummins technology. Integration with their vehicles is easier and it's now easier to do business with us because we have some common components and common interfaces," he said. "This cooperation is different now than it was before, but that's going to be fundamental to our success going forward." □

## Cummins lauds new engines

LOUISVILLE, Ky. – Cummins kicked off the Mid-America Trucking Show by announcing it accomplished what it set out to do with its EPA2010 engines, improving fuel economy by 6% – and then some.

Company officials said Cummins' new engines exceeded fuel economy promises, and Steve Charlton, vice-president and chief technical officer of the engine business, said further tinkering with engine calibrations in early 2011 has improved fuel and diesel exhaust fluid (DEF) consumption rates beyond the 6% Cummins initially promised and delivered upon.

Rich Freeland, president of Cummins' engine business, declared the company's EPA2010 product launch "our best product introduction in modern history."

In addition to improved fuel economy, to the tune of 6% or more, Freeland said "reliability looks to be the best in our history."

Freeland said Cummins has kept its production capacity in tact through the recession and is well positioned to meet customer demands as the market recovers. He also declared that while the past decade was all about emissions, the next 10 years will be defined by who is best at maximizing fuel economy.

"The next decade will be all about fuel economy," Freeland said. □

**STIRLING TRUCK SHOW**  
 Every Father's Day Weekend  
 Stirling Fair Grounds - Stirling, ON CAN  
[www.stirlingtruckshow.com](http://www.stirlingtruckshow.com)  
**613-395-0055**

**STIRLING TRUCK SHOW**  
 JUNE  
 18TH & 19TH  
 (17th - setup only)  
 2011  
 WE'RE GOING GREEN!

*Where Friends Are Made!*

**JUNE 18 □ 19, 2011 (JUNE 17 SETUP DAY)**

### Special Events

Pit Stop	Show Parade (Sunday 2:30 PM)	Show & Shine
Drive A Big Rig	Vintage Trucks	Sponsor & Vendor Displays
Pit Crew Challenge	Memorial Highway	Food Carriers Circle
GREAT Children's Area	Sat. Night Truckers Dinner	Food Booths & Demonstrations
Circle Check Competition	Educational Seminars	The "Chosen Child"

**\*Visit our website often as we are constantly updating our Schedule of Events\***

### Contact & Show Information

**Show Location** - 435 West Front Street, Stirling, Ontario, K0K 3E0

**Office Location** - 8 Mill Street, Stirling, Ontario, K0K 3E0

**Email** - [info@truckshowandshine.com](mailto:info@truckshowandshine.com)

**Web Address** - [www.stirlingtruckshow.com](http://www.stirlingtruckshow.com)

**Telephone** - 613-395-0055

**Fax** - 613-395-0055

**Mailing Address** - P.O. Box 56, Stirling, Ontario, K0K 3E0

**Date of Event** - \*Every Father's Day Weekend\*

**Contacts** - Chair: David Potts, Office & Show Manager: Ruth Potts - [ruth.potts@hotmail.com](mailto:ruth.potts@hotmail.com), Treasurer: Glenn Payne, Secretary: Bill Pollick

# International MaxxForce 15 makes Mid-America debut

LOUISVILLE, Ky. – At the behest of Canadian customers, Navistar International has come out with a 15-litre MaxxForce engine for high-horsepower applications.

The company also is coming out with a higher rated MaxxForce 13 – with up to 500 hp and 1,700 lb.-ft. of torque available – in hopes 13-litre power will be sufficient for the majority of applications.

But for those customers who demand big power, the MaxxForce 15 will fit the bill, Jim Hebe, Navistar’s senior vice-president, North American sales operations, announced at the Mid-America Trucking Show. With the industry shift towards 13-litre power, Hebe admitted it would be easy to ignore the severe service market.

“The obvious question is why bother?” he asked. “It’s real simple. We have customers in Canada and customers in the US in certain applications who just, their applications just demand an extreme engine with extreme power in the most severe applications.”

Development of the MaxxForce 15 began in 2006 when Cummins diverted from its in-cylinder EPA2010 emissions strategy and announced it would pursue selective catalytic reduction (SCR) along with all other heavy-duty engine manufacturers. That decision, Hebe said, left Navistar in a bind, with essentially

four options: following Cummins down the SCR path; developing a 15-litre engine from scratch; finding a European engine partner; or finding a North American solution.

“We chose what we thought was the best possible solution out of all the above, and chose the Cat C15 for the foundation of what is now the MaxxForce 15,” Hebe said.

Navistar married the Cat C15’s block and crankshaft with its own fuel and air systems and its Advanced EGR technology.

The new engine can be paired with the International ProStar+ with ratings up to 500 hp and 1,850 lb.-ft. of torque while the vocational PayStar can be mated with a MaxxForce 15 with up to 550 hp.

Hebe said the ProStar+ comes in a 125-inch BBC to accommodate the larger engine, adding “we increased our BBC without compromising aerodynamics.”

Navistar execs also promised at the Mid-America Trucking Show that they will deliver the most complete line of alternative fuel vehicles, including an International ProStar+ powered by a liquefied natural gas version of the MaxxForce 13.

A prototype version of the vehicle was on display at the show. Hebe noted the LNG MaxxForce 13, available with 430 hp and 1,550 lb.-ft. torque, runs on a mixture of



**STAYING ON:** Navistar exec Jim Hebe announced at MATS that he has renewed his contract with Navistar, despite rumours he was retiring.

15% diesel and 85% natural gas.

“Be assured, we are going to be the industry leader in natural gas technology,” Hebe vowed. “Not just

offering a one-size-fits-all solution, but our engine, purposely designed to fit your applications from medium-duty to heavy-duty.” □

## Peterbilt takes bold step in making disc brakes standard on all Class 8 models

LOUISVILLE, Ky. – Peterbilt has become the first North American truck maker to make air disc brakes standard on the front axle of all its Class 8 trucks.

The company made the announcement at the Mid-America Trucking Show, noting the move will ensure its customers will easily meet impending new stopping distance requirements.

Benefits of disc brakes include: more effective stopping power; reduced weight; and less maintenance.

“Air disc brakes are the premium choice for fleets looking to improve driver productivity and minimize downtime,” announced Bill Jackson, Paccar vice-president and Peterbilt general manager. “Standard air disc brakes on all our Peterbilt models ensures we are providing our customers a solution to comply with the government’s reduced

stopping distance regulations going into effect this August, as well as a feature that has a positive effect on their bottom line.”

Peterbilt also announced it has upgraded the rotors that come with its disc brakes to a ‘splined’ design, which shaves up to 50 lbs from the vehicle.

Also new from Peterbilt was a line of Peterbilt Premium Seats, with improved ergonomic and comfort features. The seats provide heating and cooling options and an automatic height modification feature that prevents the seat from changing positions when a driver sits or stands.

“Peterbilt worked to develop a seat with features comparable to luxury automobiles,” said Landon Sproull, Peterbilt’s chief engineer. “The Peterbilt Premium Seats deliver maximum comfort and exceptional reliability.”

Peterbilt has also introduced a lightweight option package, which allows customers to spec’ day cabs weighing as little as 14,200 lbs and sleepers as light as 15,800 lbs.

The package includes: the Paccar MX engine; composite front springs; aluminum components; enhancements requiring fewer batteries; an aluminum fifth wheel and ILS slider; and a rear drivetrain with an aluminum drive beam. The lightweight package is available on all Pete linehaul and pickup and delivery vehicles and can be spec’d in whole or in part.

Also new is an extended day cab for Pete’s entire line of Class 8 trucks, providing an extra 10 inches front to back and six more inches of head room.

“Peterbilt’s extended day cab is ideal for and customers who require a larger



**LIGHTWEIGHT:** Pete’s Model 386 decked out with the new lightweight option package.

operating environment and increased maneuverability,” Peterbilt’s Jackson. “With the large standard rear window, the extended cab also provides superb visibility, making it optimal for vocational, heavy haul and pick-up and delivery applications.” □



## Take the direct route to liquidity

Accelerate your cash flow with Accord Financial. We can provide facilities of **up to \$10 million**, converting your accounts receivable into cash. In conjunction with accounts receivable financing, if you have an unencumbered fleet, we can provide fast, flexible re-financing to get you on the road to business liquidity.

For over thirty years, Accord has delivered flexible financing solutions, timely receivable purchase programs and receivables management services to keep transportation moving throughout Canada and the U.S.

Let’s talk. It’s how great relationships begin.



Call Rod Matheson at 1 800 231 2977 x 4243 or email Rmatheson@accordfinancial.com

www.accordfinancial.com

PROTECTION NO OTHER  
CONVENTIONAL OIL  
CAN BEGIN TO APPROACH.



SUPERIOR PROTECTION FOR YOUR TRUCK.

Castrol® Tecton® Extra has unique reformulating molecules that help actively resist oil breakdown. That means you get an oil that just won't give up. Castrol Tecton Extra guards so well, it beats all leading conventional oils at protecting your engine throughout the entire oil change interval.

To find out more about Castrol Tecton Extra, call 1-888-CASTROL or visit [www.castroltectionextra.com](http://www.castroltectionextra.com)

IT'S MORE THAN JUST OIL. IT'S LIQUID ENGINEERING.™



# QUICK TRUCK LUBE

Drive-Thru Bays for Oil Change (With Truck & Trailer)

and  join forces to

*Thank You* for your continued support.

**FREE** \$**20.00** Gift Card

when you choose  
Castrol Hypuron Semi Synthetic  
or Castrol Tecton Extra oil change.

Offer Valid  
April 1 - June 31  
2011.  
for bulk oil only



**Emission Test**  
*Now Available*



**2nd FREE GREASE**  
WITH  
EVERY OIL CHANGE  
WITHIN 30 DAYS

Also available



- Easy ON & OFF from highway ● Fast & professional service
- Save your weekend & off days ● No appointment necessary

**Exit 268 from Hwy 401**

1010 Industrial Rd., ON. N0B 1E0



**Tel: 519-622-0660**

**Mon-Fri: 7 am-10 pm**  
**Sat: 8 am-4 pm**



## QUICK TRUCK LUBE

[www.quicktrucklube.com](http://www.quicktrucklube.com)

**Exit 5 from QEW**

1405 Commerce Pkwy, ON. L2A 5M4



**Tel: 905-992-0660**

**Mon-Fri: 8 am-10 pm**  
**Sat: 8 am-3 pm**

We check your transmission and differential levels and grease your truck with every oil change. One truck or your entire fleet, we'll manage your schedule.

**MATS REPORT**

# Kenworth offers new seats, regional T660 and 6x6 T370

**LOUISVILLE, Ky.** – Kenworth unveiled several new products at the Mid-America Trucking Show, including a line of high-end seats, a regional version of its T660 and an all-wheel drive 6x6 T370.

The new seats were designed exclusively for the Kenworth T700. The line will consist of GT701, GT702 and GT703 models, offering a range of options and features, including an air suspension that can automatically adjust to the weight of the driver. This feature will allow team drivers to both ride in comfort without having to fiddle with the settings.

The seats also offer an adjustable shock that provides drivers with a full range of height adjustments.

The seats are available in vinyl, cloth or leather and cushions can be replaced without removing the suspension structure, the company announced. Each version comes with optional heating while the GT703 also offers a cooling option.

“The Kenworth GT700 series seats are made to Kenworth specifications and provide drivers the ability to fine-tune their ride experience, making the Kenworth T700 an even more compelling choice for truck fleets and operators,” said Preston Feight, Kenworth chief engineer. “The driver seat is something truck fleets and operators can’t afford to ignore since it’s a critical component in helping drivers stay comfortable, alert and focused while driving.”

### T660 regional hauler

Kenworth also unveiled a new version of its popular aerodynamic T660 configured for regional applications. Some of the features include a shorter wheelbase, tighter chassis packaging, improved maneuverability and weight savings of about 250 lbs – all while maintaining the T660’s fuel tank capacity.

“This new Kenworth T660 option is especially useful for regional haulers interested in operating aerodynamic trucks to help increase fuel efficiency and reduce fuel costs,” said Feight. “The Kenworth T660 regional hauler configuration offers the same styling and lighting advantages – and similar aerodynamic advantages – as the standard T660 with the maneuverability and fuel capacity of the Kenworth T800.”

And speaking of the T800, Kenworth officials pointed out that the iconic truck is celebrating its 25th anniversary this year. The company has produced more than 235,000 T800s since the model was introduced in 1986, 80% of which are still on the road today.

### 6x6 T370

Getting back to the new stuff, Kenworth also announced it will be offering a 6x6 version of its T370 medium-duty truck.

“This new offering will benefit operators running utility service, construction, oilfield service and

job done.”

The T370 6x6 will have front drive axles with ratings ranging from 10,000 lbs to 16,000 lbs. It will come with a 40,000-lb rated rear suspension from Chalmers, with a Hendrickson offering to be introduced later this year.

The T370 is powered by Paccar PX-6 or PX-8 engines. □

## Shell’s popular Million Mile Haul of Fame expanded to US

**LOUISVILLE, Ky.** – Shell has taken its popular Canadian Haul of Fame concept and rolled it out across North America.

The newly-created Shell Rotella Million Mile Haul of Fame was introduced at the Mid-America Trucking Show during a special event to acknowledge its first American member, owner/operator Jerry Kissinger. Kissinger’s stunning 1991 Mack Superliner was showcased at the event. It has more than a million miles on the engine, all of which were run with Shell Rotella heavy-duty engine oil.

Kissinger received a Shell Rotella Million Mile Haul of Fame leather jacket, an engraved keychain and a certificate of achievement.

“Being the first person to become part of the Shell Rotella Million Mile Haul of Fame is a great honour,” said Kissinger. “Shell Rotella has proven to me for many years that it can protect my engine and has helped keep me on the road doing what I love.”

“Truck drivers typically take excellent care of their trucks and maintaining the engine is a big part of that,” added Mark Reed, global brand manager for Shell Rotella. “The Shell Rotella Million Mile Haul of Fame, began in Canada and has now been expanded to the US to recognize drivers that rely on Shell Rotella heavy-duty oil.”

Shell officials said at the event that they are finalizing a new online home for the Haul of Fame. The program’s existing Canadian members will be migrated to the new Web site when it’s up and running any day now.

To be accepted into the program, truck owners must prove they’ve driven their vehicle at least a million miles using only Shell Rotella heavy-duty engine oil since the 250,000-mile mark. The engine must retain its original pistons, liners and rings. □

THE TRUCK STOPS HERE!™

**STATESIDE TRANSPORTATION CONSULTANTS INC.**



## Starting Your Own Trucking Business? Start with Stateside!

In only 17 business days we can turn your dream into reality.

**WE GUARANTEE IT!**

<ul style="list-style-type: none"> <li>■ U.S. &amp; CANADIAN AUTHORITIES <i>(Full Compliance throughout North America)</i></li> <li>■ ACE PROCESSING CENTRE <i>(24/7 &amp; Lightning Fast)</i></li> <li>■ C-TPAT <i>(If you don't join you'll be left behind!!)</i></li> <li>■ INCORPORATIONS <i>(No fees when applying for Full Authorities)</i></li> <li>■ IRP &amp; IFTA REGISTRATION <i>(Usually within 1 day)</i></li> </ul>	<ul style="list-style-type: none"> <li>■ FDA – FEDERAL DRUG ADMIN. <i>(Immediate registration)</i></li> <li>■ BONDED CARRIER STATUS <i>(Canada, U.S. &amp; Post Audit)</i></li> <li>■ R-PERMITS – DIVISIBLE LOADS <i>(Gross 117,000 lbs.in New York State)</i></li> <li>■ FACTORING <i>(No Set Up Fees &amp; No Recourse)</i></li> <li>■ FUEL TAX &amp; LOG BOOK AUDITING <i>(Includes NY, KY, NM &amp; OR Road Tax)</i></li> </ul>
---	---

We will provide all the original documents that must be kept in your vehicle to guarantee full Legal Compliance with FMCSA, USDOT, & MTO.

**Stateside is Canada’s Only “ONE STOP SHOP™” For Truckers!**

Call for a **FREE** consultation

**1-800-401-9138** Wayne Noftle 6705 Tomken Rd., Suite 219  
 Fax: 1-888-795-2258 Mississauga, ON L5T 2J6  
 info@statesideconsulting.com [www.statesideconsulting.com](http://www.statesideconsulting.com)

*With over 30 years experience in the Transportation & Insurance Industry!*

## AIR CONDITIONING

Repair • Service • Installation

**1-877-889-8789**

Call the Experts in Transportation Climate Control

### A/C SERVICE AND REPAIR

ALL MAKES • Analysis & System Checkup  
*All work quoted and guaranteed*

### MOBILE REPAIR FOR HEAVY DUTY A/C

We Repair All Makes of Gen Sets and APUs



**INDEPENDENT 12/24/110 VOLT SYSTEMS**  
3,000 to 10,000 BTUs

**LEASING AVAILABLE**

**\$\$\$ FACTORY REBATE \$\$\$**

**DON'T IDLE SAVE MONEY**

**Service • Sales • Warranty**

6 kw @ 120 volts AC  
60 amps @ 12 volts DC  
20,000 BTU's A/C • 13,500 BTU's heat  
Auto start/stop • Programmable timer



**XTC** ENVIRONMENTALLY FRIENDLY SOLUTIONS  
Experts in Transportation Climate Control 6198 Netherhart Rd., Unit 2, Mississauga ON

Phone 905-362-2112 • Fax 905-362-2115

# HOW DO YOU SPELL TIRES WITH HIGH VALUE?

## H-A-N-K-O-O-K

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

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

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

\* Modern Tire Dealer, 2008

**Fact : Hankook Tires are produced with innovative technology.**

Grouped with energetic, smart and consumer-oriented engineers, Hankook Tire continuously re-invests approximately 5% of its revenue into Research and Development. At the Akron Technical Center of Ohio, energetic and dedicated engineers develop tires that reflect the weather, road and drivers of North America. The dedication and effort in advancing tires has been noticed from several highly respected organizations.

First, Hankook Tire is the original equipment tire supplier to International Trucks and I.C. School Buses on drive and steer positions. The tires meet and exceed the requirements of the highly respected company and continue to satisfy drivers and fleets in North America. Secondly, Hankook Tire has been recognized by the U.S. Environmental Protection Agency and received EPA SmartWay certification on three truck and bus tires for reduced rolling resistance that creates a smaller carbon footprint. The recently launched AL07+ steer tire, top-seller Z35a drive tire and advanced TL01 trailer tire provide reduced rolling resistance of 3% or more to meet SmartWay standards. The certified Hankook tires provide improved fuel economy and reduced costs to drivers and fleet managers.

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

**Fact : Hankook Tires provide tremendous value to the consumer.**

You now know the Hankook products are made by a global company that

focuses on providing innovative products that are high in quality. And the company's effort has been recognized and certified. But did you know the tires provide excellent value to consumers? Hankook tires are very cost effective in comparison with comparable quality products and have been well-recognized for their value. Call your local dealer today to find out how much you can save with Hankook products and how they can deliver better value. The news you hear about the price, quality and value of Hankook Tires will be some of the best news you will hear in 2009.

**Fact : Hankook medium truck tires are available at your local dealer.**

With thousands of dealers across Canada, Hankook truck and bus tires are available at your local dealer to help you earn more value for your purchase. From the ports of Vancouver to the lumber mills in the Maritimes, the dealers are proud to sell Hankook products and they are widely available. In addition, the new large distribution centre in Ontario can service Ontario fleets directly and help you to reduce costs, which will help your fleet in For further information, please contact Hankook Tire Canada Corp., at 1 800 843 7709.

**So, how do you spell tires with high value? H-A-N-K-O-O-K**

**Smart Partnership**

OFFICIAL TIRE OF HOCKEY CANADA

**Quality Service Value**

*In tough economic times it's important to choose your business partners wisely. At Hankook, we understand your need for proven quality; offering our lineup of EPA SmartWay® verified technology truck tires. Combine that with our proactive service and you now have a formula for unbeatable value. Hankook, better tires from a better tire company. To find out more about our "Smart Partnerships" give us a call or send your inquiry to [marketing@hankooktire.ca](mailto:marketing@hankooktire.ca).*

**AL11 DL11 DH06**

**Hankook**  
driving emotion

©2011 Hankook Tire Canada Corp. 130 Resolution Drive, Brampton, ON, L6W 0A3 1-800-843-7700 [hankooktire.ca](http://hankooktire.ca)

## MATS REPORT

# Mack makes aerodynamic improvements to Pinnacle

LOUISVILLE, Ky. – Mack Trucks unveiled an assortment of product enhancements, including new, optimized roof and chassis fairings for the Mack Pinnacle, additional fuel-efficient Econodyne ratings for its Mack MP engines and interior enhancements to improve driver comfort and productivity.

Mack rolled out redesigned roof fairings for its Pinnacle 70-inch high-rise, 70-inch mid-rise and 60-inch mid-rise sleepers.

The company also debuted stronger, lighter, longer chassis fairings, covering up to a 140-gallon fuel tank – yet costing considerably less than the previous option. Customers ordering Mack Pinnacle model sleepers with improved aerodynamics can expect up to a 6% fuel efficiency improvement, according to Jerry Warmkessel, marketing manager, highway products.

“The new roof fairings are optimized for the lowest possible coefficient of drag and a much smoother transfer of air from the truck to the trailer,” Warmkessel said. “The design of the new chassis fairings is simpler, and more aerodynamic. The fuel efficiency improvements achievable with these optimized aero aids and the proven performance of our MP engines

with ClearTech SCR positions the Mack Pinnacle among the best in highway fuel efficiency.”

Warmkessel placed the fuel savings possible by this combination of features at 12.5% and said he believes such savings at a time when fleets are so concerned about rising diesel prices will lead to greater interest in the Mack brand.

“We will be in double digit figures in market share in the very near future. I absolutely guarantee it,” he said.

Building on the fuel saving performance of its EPA2010-certified MP engines, Mack also announced the addition of four new Econodyne ratings – MP7-405E, MP8-415E, MP8-445E, MP8-505E – optimized for fuel efficiency without sacrificing power. Through an enhanced fuel mapping strategy, Mack’s EconoBoost intelligent torque management system offers an extra 200 lb.-ft. of torque seamlessly through the system command.

“We found that drivers can significantly increase fuel efficiency by remaining in the top gear as much as possible,” said David McKenna, Mack director of powertrain sales and marketing. “EconoBoost initiates at 1,300 rpm, providing additional pow-



**BETTER AERO:** New aerodynamic fairings from Mack improve the Pinnacle’s fuel efficiency by as much as 6%, the company claims.

er that allows drivers to remain longer in the top two gears. The engine torque reverts back to the lower profile when the engine senses situations with zero torque input, such as cresting a hill.”

Further enhancements to the Mack Pinnacle series include an optional one-piece windshield, and an updated Grand Touring trim package with button-tuck vinyl and ultraleather seats that

provide drivers comfort and a welcoming environment, at no extra charge over the previous trim offering.

Mack also introduced a new twin-steer package for its Granite model heavy-duty Class 8 conventional straight truck.

Available in axle-forward or axle-back packages, the twin-steer now offers vertical back-of-cab aftertreatment packaging. □

## ATDynamics to release TrailerTail Nano for Canadian customers

LOUISVILLE, Ky. – ATDynamics is coming out with a Nano version of its TrailerTail that will comply with Canadian regulations.

The new model was announced at the Mid-America Trucking Show.

Bob Ozden, chief operating officer of ATDynamics said the Nano version will extend two feet from the rear of the trailer and deliver fuel savings in the range of 4%.

The expected savings of the mini-trailer tail have not yet been scientifically proven.

The TrailerTail Nano will also be suitable for double trailer applications and intermodal operations, Ozden said.

Meanwhile, popularity of the device continues to increase in the US.

ATDynamics announced Werner Enterprises recently placed an order for 130 units after field testing the product and another “Top 10” US fleet has committed to the product, Ozden said. The four-foot TrailerTail, which can be used across the US, has proven to reduce fuel consumption by 6.6% when travelling at highway speeds.

Ozden said fleet customers always combine TrailerTails with side skirts, which together can provide fuel savings of 7/10ths of a mile per gallon.

Tails alone provide savings of 4/10ths mpg, he noted, providing a payback in six to 24 months. ATDynamics sells Canadian manufacturer Transtex Composite’s side skirts, providing a complete trailer aero solution.

ATDynamics has delivered more than 4,000 TrailerTails to date. They’re priced at US\$2,800 for individual orders with volume discounts available.

Five to 10 units are deployed in the US every day, Ozden pointed out. So far, the device has accrued 14 million miles of real-world experience with only about a half dozen failures, Ozden noted, and he blamed those on improper installations by dealers.

ATDynamics has dismantled its dealer network and is in the process of building a new one that will better serve the industry’s needs, Ozden said.

The Canada-compliant TrailerTail Nano is expected to weigh about 100 lbs and will be available this fall. It will come with a three-year warranty. □

## Volvo offers new cab interior

LOUISVILLE, Ky. – Volvo used the Mid-America Trucking Show as the launching pad for three redesigned interior options and 10 new seat coverings, aimed at increasing comfort and productivity – and attracting and retaining drivers.

“We gave each trim level a complete overhaul and introduced a softer colour pallet with contrasting, multidimensional fabrics to complement our ergonomic cab design,” Volvo Trucks product manager Frank Bio said. Bio explained the design team was inspired by contemporary designs of homes and offices and focused on providing a functional design that was easy to maintain while providing a feeling of brightness and roominess. □

**AA Exhaust Systems**

Your Environmental Solution Provider

## PROFESSIONAL DPF CLEANING SERVICES

- OEM Approved Equipment & Procedures
- Pneumatic & Thermal Cleaning
- Pre & Post DPF Testing & Documentation
- Large Capacity Facility
- Regular Maintenance Cleaning For Improved Performance & Fuel Economy
- **FREE** Pickup & Delivery

NORTH AMERICAN TOLL-FREE

**1-800-461-2495**

Local: (905) 578-4303 • Fax: (905) 578-4318

480 Grays Rd., Hamilton

[www.aaexhaust.com](http://www.aaexhaust.com)

E-mail: [exhaustman@aaexhaust.com](mailto:exhaustman@aaexhaust.com)

**CATALYTIC MUFFLERS  
SERVICING, ALTERATIONS,  
REBUILDING AND  
CUSTOM  
MANUFACTURING**

[www.dpfcleaning.ca](http://www.dpfcleaning.ca)

Rad Coolant  
pipes available in  
Aluminized or  
Stainless Steel

# BUILT

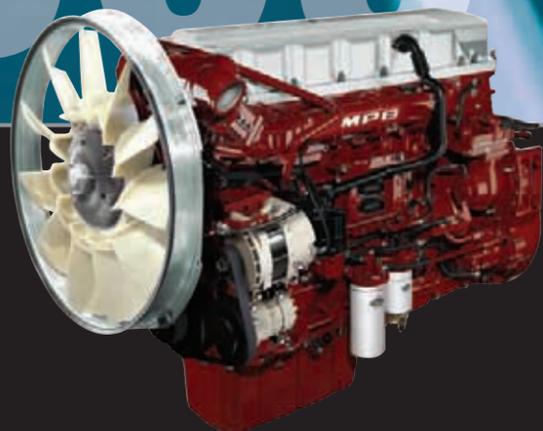


BUILT LIKE A MACK TRUCK®

TO OUTFRAN THE COMPETITION



# 505 HORSES



**ADVANTAGE #91**

THE POWERFUL **505 HORSEPOWER**  
MP8 ENGINE GIVES YOU THE MUSCLE  
TO HANDLE HEAVY LOADS.

TO LEARN MORE VISIT [MACKPINNACLE.COM](http://MACKPINNACLE.COM)  
OR SEE ALL THE ADVANTAGES AT [MACKADVANTAGES.COM](http://MACKADVANTAGES.COM)

SCAN THIS QR CODE TO  
EXPERIENCE MACK POWER



**MATS REPORT**



**IMPROVED AERO:** Volvo says its new aero package and powertrain enhancements can improve fuel efficiency by 8% over 2007 models.

## Volvo fighting high diesel pricing with 8% fuel efficiency improvement

LOUISVILLE, Ky. – Fuel efficiency is top of mind for truck buyers these days and Volvo Trucks North America had some very good news on that front at the Mid-America Trucking Show. The truck maker introduced powertrain enhancements and advanced aerodynamics for its VN highway series aimed at delivering an 8% improvement in fuel efficiency over EPA07 engines – with additional gains possible through the use of new fleet management and driver development tools.

Building on the fuel efficiency delivered by Volvo Trucks' EPA2010 solution with 'No Re-gen' SCR technology, Volvo introduced a new 455 hp and 1,550/1,750 lb.-ft. torque rating for the Volvo D13 engine. The new rating complements Volvo Trucks' existing Eco-Torque and Dual-Torque ratings of 405, 425, 475 and 500 hp, designed to maximize fuel economy by providing a driver-intuitive algorithm that rewards fuel-efficient driving and encourages low rpm engine operation.

"Eco-Torque and Dual Torque ratings take advantage of high-torque-rise engine curves and take effect in the top two gears, where drivers in line-haul operations spend as much as 95% of their driving time," said Ed Saxman, Volvo Trucks' drivetrain product manager. "On demand, engine torque will increase by 200 lb.-ft. – even 300 lb.-ft. in the case of the 425-hp engine – to allow the vehicle to remain in top gear on most grades. Eco-Torque ratings allow full performance and fuel economy in the remaining gears, while Dual-Torque

ratings are available to allow lower-rated transmissions to be used."

Volvo Trucks also offers the Eco-Torque ratings on both its D11 and D16 engines.

Customers can also now achieve fuel savings through Volvo Trucks' new Mass Based Variable Torque software that senses the gross combination weight of the truck and adjusts the engine's torque when the truck is lightly loaded.

Volvo also unveiled new exterior components in the Fuel Enhancement package offered on 2011 Volvo VN model trucks. These include redesigned mirror heads with aerodynamic shrouds and arms, redesigned hood mirrors that also increase visibility, new bumper and side fairings, and a newly designed bug deflector that reduces fuel efficiency degradation. Volvo Trucks' VN day cab models also now offer a more aerodynamic roof fairing and sun visor.

"The Fuel Enhancement package allows customers to optimize airflow around the cab, eliminating turbulence during the transfer of air to the trailer and improving fuel efficiency," Volvo Trucks product manager Frank Bio said.

Driver performance is a significant component of the fuel efficiency equation, so Volvo Trucks is also offering a new fuel management tool through Volvo Link that provides weekly reports with driver and vehicle data. The fuel management tool also allows fleets to compare their results against similar fleets so they can benchmark their performance. □

## Freightliner offers new aerodynamic enhancements for Cascadia

LOUISVILLE, Ky. – Freightliner introduced aerodynamic enhancements to its Cascadia at the Mid-America Trucking Show that company officials say deliver up to 1.8% improvement in fuel economy over the current 72-inch raised roof aerodynamic model.

The enhancements include next generation chassis side fairings and 20-inch side extenders. These follow previously introduced enhancements to the roof deflector, chassis skirts, valence panel and bumper with closures.

In addition to the aerodynamic enhancements, Freightliner also displayed additional options geared at delivering further fuel efficiency improvements, such as the Detroit Diesel DD15 engine, direct drive transmission, a variable speed fan, and its RunSmart Predictive Cruise Control system. □

## Western Star introduces enhanced interior

LOUISVILLE, Ky. – Western Star has updated the interior for all of its truck models, including the recently introduced 4700 model. The enhanced interior includes customizable compartments and shelving and brighter colour options.

"Based on feedback and customer input, we've retained the traditional elements that our customers demand while providing more flexibility, comfort and storage options to suit a variety of needs," said John Tomlinson, product manager, Western Star.

The new interior includes: a new interior door design, which the company claims includes the industry's roomiest door pan-

els; more storage space with larger cabinets and moveable sleeper shelving; colour choices such as smoky mountain grey, pacific forest green, maple leaf red and prairie buckskin to brighten up the sleeper; easy to clean vinyl roof panels have also been included in all interior option levels; and an electronics interface prep package with factory-installed mounting and power connections, enabling users to choose their own applications such as navigation systems and Bluetooth enabled cell phones.

The enhanced interior will be available in all Western Star trucks later this year. □

## Daimler launches mobile parts and service app

LOUISVILLE, Ky. – Daimler Trucks North America has a new mobile application for smartphones which allows drivers to access service locations, parts information and to connect to on-call breakdown assistance services.

Called TruckerNet, the application has a service location finder and parts specials. Drivers will also have the ability to access immediate breakdown service support with connections to the Exceleator breakdown assistance service through the app's one-touch interface.

"The adoption of Web-enabled phones has skyrocketed in our industry over the last few years as everyone from owner/operators to fleet drivers look for better ways to share information and stay connected," says Daniel Haggerty, director of parts marketing for Daimler Trucks North America. "We're leveraging that technology to help drivers on the road with better information and access to the parts and service they need."

The TruckerNet smartphone app is available for iPhone through Apple's iTunes App Store and for Android system phones at the Android Market. A version for RIM Blackberry systems is planned for release in the late spring.

To download the mobile app, drivers can go to TruckerNet.com to download the app directly to their desktop or directly to their smartphone by choosing their operating system or by downloading a QR code from the Web page. □

# EZ REPAIR LOAN

- \$ Put your repair on monthly payments (O.A.C.)
- \$ Approval based mainly on vehicle value
- \$ You don't have to delay a costly repair
- \$ EZ monthly payments help your cash flow

We specialize in truck and trailer repairs

CALL 905-212-9912

www.ezrepairloan.com

## Radiators Inc.

Service & Repair For All Truck & Industrial Radiators & Charge Air Coolers

Open 6 Days  
A Week!

4 Hr. Drive-In  
Service For Most  
Trucks!

WE SHIP ACROSS  
ONTARIO

905-487-1209 • 1-877-950-0099

MON.-FRI.: 8 AM-6 PM • SAT.: 9 AM-2 PM

After hours call: 905-487-1209

#10 Hale Road, Brampton, ON L6W 3M1



# The Ultimate Synthetic Performance On The Road, And Off



[www.essolubes.ca](http://www.essolubes.ca)

Introducing Mobil Delvac 1 ESP 0W-40: the ultimate level of year-round efficiency and reliability from an API CJ-4 licensed SAE 0W-40 synthetic. With a relentless commitment to research and development, our products are designed to extend the life of your engine and keep your vehicle operating at peak efficiency. From over 80 years of specialization in heavy-duty lubricants, Mobil Delvac is trusted by the world's top five heavy-duty engine builders and millions of truck drivers around the world.

Find out more at [mobildelvac.ca](http://mobildelvac.ca).

© 2011 Exxon Mobil Corporation. Mobil and Mobil Delvac are trademarks of Exxon Mobil Corporation or one of its subsidiaries. Imperial Oil, licensee.

**Mobil Delvac**  
For Long Engine Life

## MATS REPORT

# Bendix advances Wingman, sees continued growth of full-stability systems

LOUISVILLE, Ky. – Trucks, it seems, just keep getting safer. There was more evidence of that at this year's Mid-America Trucking Show, where Bendix unveiled a new generation of its Bendix Wingman collision mitigation system and announced further penetration of its Bendix ESP full-stability system.

Bendix Wingman Advanced combines adaptive cruise control with braking intervention when required to avoid or lessen the severity of an impending accident. The technology is built upon Bendix's ESP full-stability system. Perhaps the biggest enhancement to the system is the braking intervention capabilities are "always on." The first version of Bendix Wingman only offered braking intervention when the vehicle was in cruise control.

"Bendix Wingman Advanced represents another step forward in

commercial vehicle safety," said Fred Andersky, Bendix director of marketing, controls. "Bendix continues to build on its commitment to deliver cost-effective, active safety solutions that can positively impact ROI for fleets. Utilizing Bendix Wingman Advanced may help fleets and their drivers in the new CSA (Compliance, Safety, Accountability)-driven environment to maintain a strong safety performance and better scores, which, in turn, may help drive revenue, lower costs, and increase profitability."

Bendix Wingman Advanced features stationary object detection, preventing collisions with metal objects such as stalled cars, appliances or other road hazards. It does not detect wildlife or other non-metallic objects.

The stationary object detection capability issues only a warning – it does not take control of the

vehicle.

"Fleets and their drivers tell us this alert is especially helpful," Andersky said. "We've all heard about situations involving trucks and stalled vehicles on the road and the resulting consequences. Stationary object alerts may give the driver a head's up, enabling him or her to slow, change lanes, steer to avoid – or at least lessen the severity of – a potential collision."

Bendix also announced its Trailer Remote Diagnostic Unit (TRDU) is now compatible with most trailer ABS systems, including those from competitors. The new capability will help technicians troubleshoot problems on virtually all their equipment.

"The Bendix TRDU has always been a helpful diagnostic tool that allowed technicians to quickly diagnose Bendix trailer ABS problems," said Andersky. "By expanding the Bendix TRDU

to non-Bendix trailer ABS systems, we're helping increase technician efficiency and on-the-job ease. And we're helping fleets and owner/operators keep trailers on the road delivering revenue."

Bendix also announced its full-stability ESP system has seen continued growth. Andersky said the Bendix ESP stability system has reached a market penetration of 13% in Classes 6-8 vehicles in 2010. More than 100,000 units have now been delivered as the stability has burst onto the mainstream.

"2010 was a record-setting year for Bendix ESP in North America," Andersky said. "Not only did penetration increase, but we had our highest year of unit sales and met a major milestone – exceeding 100,000 Bendix ESP units delivered since its introduction in early 2005." □



**ACTIVE BRAKING:** A new version of Bendix Wingman will apply the brakes when needed, even if not in cruise control.

## INNOVATIVE INSURANCE AGENCIES

# OWNER OPERATORS

*Are You Tired of Throwing Your  
Disability Insurance Premiums Out The Windows?*

With other plans, every month that goes by that you don't have a claim means your hard-earned premium payments are gone **forever!!!**

Join the **thousands of Owner Operators** who have discovered **the better way.**

The **"Personal Accident Compensation Plan"**  
underwritten by The Manufacturers Life Insurance Company  
**pays you a monthly income if you can't work** due to an injury or illness  
and the Return of Premiums benefit **guarantees to return 100% of the  
premiums you have paid**, in claims or cash, tax-free!

**You Can Have Your Cake and Eat It Too. Don't Wait . . . Call Today!**

**Toll-Free: 1-800-265-4275**  
[www.innovativeinsurance.ca](http://www.innovativeinsurance.ca)

**CALL TODAY! – PAYCHEQUE PROTECTION FOR TRUCKERS**  
Coverage Based On Your Gross Income

## Bose wins TWNA Tech Award

LOUISVILLE, Ky. – Bose was named winner of the Truck Writers of North America's (TWNA's) Technical Achievement Award for the development of its Bose Ride System truck seat.

The seat, introduced last year, features an advanced suspension system that dampens shock and vibrations as effectively as its famous noise reduction headphones eliminate background noise.

The TWNA Technical Achievement Award is presented each year to a product or service that clearly exhibits technical innovation, has a wide applicability in the trucking industry, offers significant benefits and is widely available.

While complete vehicles are not eligible, components and systems are. This year marked the 20th year of the award, which was won by Grote in its first year for its red LED marker light. Since then, Grote has sponsored the trophy each year and special guest Dominic Grote was on-hand to present the award to Bose at the Mid-America Trucking Show.

Four finalists were announced at the Technology and Maintenance Council meetings in February, including: HMP Thermal De-Icer from Heat Matt; Wheel Torque Solutions from Alcoa and partners; the 14X Tandem Drive Axle from Meritor, and the eventual winner, the Bose Ride System.

The TWNA Technical Achievement Award Committee is comprised of industry journalists and chaired by *Truck News* editor James Menzies.

Founded in 1988, TWNA is a professional organization whose membership is composed of writers, editors, public relations specialists, marketing personnel and others involved in the business of creating or producing information related to the world of trucking. □

# THE NO REGEN VOLVO D16 ENGINE

OUR ENGINEERING  
MAKES IT STRONG.

OUR SCR TECHNOLOGY  
MAKES IT SMART.

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



**Owner Operators & Company Drivers WANTED**

**HEALTH BENEFITS START IMMEDIATELY**  
NO WAITING TIME

PAY IS  
**DIRECT DEPOSIT**  
WITHIN 3 BUSINESS DAYS

For more information call Curtis  
**1-800-265-3071** ext. 237  
Email: [cnichol@hyndman.ca](mailto:cnichol@hyndman.ca)  
Fax: **519-335-4133**  
[www.hyndman.ca](http://www.hyndman.ca)

Ask about our  
**Lease to Purchase Program**  
and **New Team Rates**



**Hyndman TRANSPORT/LOGISTICS**

**Committed To Excellence In Service**

**BESTWAY TRANSPORT**  
WOODSTOCK, NB

**WANTED**  
Owner Operators for our expanding Van & Flatbed Divisions  
Call in to check out our New Pay Package  
With runs U.S. and Canada  
Also 1 Company Driver Up to 39 cents per mile

**\$1.56 OWNER OPERATORS WANTED**

**Requirements**  
Two years experience • Able to drive in the USA • Must consent to criminal search  
Professional attitude • Clean drivers abstract • Newer equipment

**BENEFITS INCLUDE:** Blue Cross package plus (life and disability available)  
Newer equipment • Respect • Direct bank deposit available  
\$\$\$ Sign on Bonus \$\$\$

**NEW OPENING WITH BEST OPPORTUNITY FOR FLATBED OWNER OPERATORS • PAID PERCENTAGE**  
If you are interested please call John Acheson or Steven Pugh at 1-800-363-1972  
or email [john.bestway@nb.aibn.com](mailto:john.bestway@nb.aibn.com) or [steve.bestway@nb.aibn.com](mailto:steve.bestway@nb.aibn.com)



**NINE NORTH Logistics Inc.**

*Ask about our Sign On Bonus*

**Now Hiring**

<p><b>OWNER OPERATORS</b> Up to <b>\$1.42/mile</b></p> <ul style="list-style-type: none"> <li>• Paid weekly</li> <li>• Home weekends</li> <li>• 500 mile radius of the GTA</li> <li>• Dryvan work, 50% pre-loaded, pin-to-pin</li> </ul>	<p><b>COMPANY DRIVERS</b> <b>\$0.42/mile</b></p> <ul style="list-style-type: none"> <li>• Based in Mississauga</li> <li>• Paid weekly</li> <li>• Home weekends</li> <li>• 500 mile radius of the GTA</li> <li>• Dryvan work, 50% pre-loaded, pin-to-pin</li> </ul>
--	--

Contact Charlie or Bryan at: **1-800-881-2103**

**DOYLE TRANSPORTATION**

Requires **OWNER-OPERATORS** to run the U.S.

<p><b>WE REQUIRE</b></p> <ul style="list-style-type: none"> <li>■ Clean, reliable tractor</li> <li>■ 2 yrs. Experience</li> <li>■ Clean driving record</li> <li>■ Good work attitude</li> </ul>	<p><b>WE OFFER</b></p> <ul style="list-style-type: none"> <li>■ Steady work</li> <li>■ Highest rates in the industry</li> <li>■ Weekends off</li> <li>■ Great work environment</li> </ul>
---	---

**Local & US Drivers**

*Some Dedicated Runs Available*

**Call: 888-772-6542 Fax: (519) 827-9279**  
email: [joe@doyletransportation.ca](mailto:joe@doyletransportation.ca)  
Website: [www.doyletransportation.ca](http://www.doyletransportation.ca)

**Truckloads of Opportunity**

Trimac is a one-stop transportation solution company specializing in trucking bulk products across Canada, the United States and Mexico. We have 150 branches and 50 maintenance shops plus thousands of trucks & trailers throughout North America – and people. Great people have kept our family run business growing for over 65 years.

Step into our cab. We'll take you where you want to go in your career.

- Owner Operators
- Drivers
- Mechanics
- Welders
- Wash Rack Technicians

**1-866-487-4622**  
[canrecruiting@trimac.com](mailto:canrecruiting@trimac.com)  
[www.trimac.com](http://www.trimac.com)

**Trimac**  
We understand.



**NOW HIRING**  
**Owner Operators and Company Drivers TEAMS/SINGLES**  
for Longhaul Western Canada & California Runs

**WE OFFER:**  
**Owner Operators**  
Pay up to **\$1.50/mile (TEAM)**  
• 80% with Company trailer  
• 85% with your own trailer  
For \$1.42/mile Single  
Plus plates, insurance and tolls  
Steady work  
Same loaded or empty  
Paid each trip by direct deposit  
Fuel card  
Safety award  
Fuel rebate  
Sub lease available  
Extra pick or drop

**WE REQUIRE:**  
2 Yrs minimum driving exp.  
Clean abstract & CVOR  
Valid USA visa  
Criminal Search

**Company Drivers**  
Paid **\$0.44 to \$0.50 Teams**  
Paid **\$0.42 to \$0.45 Single**

**VIRGIN TRANSPORT INC.**  
**PHONE: 289-752-5201**  
**TOLL FREE: 1-800-552-5201**  
**FAX: 905-796-6632**



**AZ O/O's WANTED IMMEDIATELY**

for the following locations:

- ⇒ Based out of Montreal Area for highway runs (must have sleeper)
- ⇒ Based out of Southern Ontario for runs into the Canadian Maritimes

**Competitive Rates and Fuel Subsidy Available**

Contact Jean at  
**905-677-0111** ext. 248

**Young System TRANSPORTATION**

**MATS REPORT**

# Great Dane delivers van improvements, lighter weight flatbed, reefer

**LOUISVILLE, Ky.** – Great Dane has expanded the spec's on its Composite dry freight van to address the needs of specialty hauls, such as those in the beverage industry and others with frequent heavy floor loads. This new Heavy-Duty Bottom Rail (HBR) lightweight model includes new options that provide added protection and weight savings without sacrificing strength and durability, the company claims.

The new HBR option has a 21-inch high, one-piece aluminum extrusion that replaces the standard 11-inch bottom rail and eliminates the need for a six-inch integral steel scuffband.

This taller bottom rail adds rigidity to the trailer, reducing sidewall bulging and damage to composite walls. An added bonus is the ease of repair this design offers. Should the bottom rail be damaged, it can be repaired more easily than sidewall panels.

The Composite HBR is also available in a lightweight package option designed specifically for heavy floor loaded operations that also require maximum gross payloads.

This spec's weight-saving features include a composite front wall, aluminum crossmembers, and lightweight side wall panels. For added durability, this lightweight package is available with a heavy-duty 24,000-lb rated floor.

The reduced maintenance afforded by the Composite HBR's durability is further enhanced with the addition of CorroGuard with Technology by GatorHyde, Great Dane's exclusive spray-in-place thermoplastic elastomeric coating applied to suspensions and landing gear that provides complete coverage for long-term protection from road abrasion and corrosion.

**Lightweight flatbed**

After years of development and extensive field and lab testing, Great Dane Trailers launched its new MXP-120 all-aluminum flatbed at the Mid-America Trucking Show.

The trailer offers weight savings to maximize payload versatility.

Great Dane says the trailer's all-

aluminum construction eliminates the potential for corrosion found in steel and combination steel and aluminum models, meaning the MXP-120 can maintain a shiny, like-new image longer. Aluminum components have the added bonus of lowering costs due to the reduced maintenance required.

The MXP-120 has two-piece bolted aluminum main beams, and like the popular GPL – the aluminum/steel combination platform – has extruded aluminum side rails, and an aluminum floor, rear assembly and crossmembers.

Weight savings are inherent in this platform trailer. Particularly when equipped with aluminum wheels, the MXP-120 weighs about 1,000 lbs less than a comparable combo steel-aluminum unit.

Tested at 60,000-lbs concentrated in four feet and loads in excess of 120,000

lbs uniformly distributed, the MXP-120 underwent as many as six types of evaluations to prove its strength and durability.

Customer testing of prototypes was also conducted with very favourable results, the company says.

This platform trailer is offered in 48-ft. and 53-ft. by 103-inch wide options. Standard specifications include a 10-ft spread axle with air ride suspension, all LED lights, Grote's Long Life Light System, and full-length built-in sliding winch tracks.

Additional support options include 12-inch center cross-member spacing and a coil package. Steel and aluminum wheels, and wide-base single tire options are offered as well.

**Lighter reefer**

Great Dane has also redesigned its Classic Truckload refrigerated trailer. Through engineering and test-

ing, weight was trimmed out of the Classic Truckload, while maintaining strength, the company announced.

Its bonded roof construction reduces weight while increasing durability and maintaining thermal efficiency through the lamination process.

And its lighter, yet stronger lining is designed to withstand everyday operational wear and tear and protect cargo in the process.

A computer-controlled urethane injection process insulates roof and sidewall components completely, but the addition of Great Dane's ThermoGuard, thermoplastic liner, further enhances the trailer's efficiency. Great Dane says that testing has shown that the thermoplastic liner maximizes the useful life of a trailer by significantly reducing the thermal degradation that occurs with conventional reefer linings. □



STRATFORD, ONTARIO  
**Temperature Controlled Division**  
*Required Immediately*  
**AZ OWNER/OPERATORS & COMPANY DRIVERS**



**New Fuel Surcharge Program!**

*Call for details!*  
**519-273-2483**  
 Monday to Friday 8:30 am to 5pm  
 Email: [diane@remexpress.com](mailto:diane@remexpress.com)  
 Fax: 519-273-2389

## CHOICES! You want them; we have them!




**BEST Fleets TO DRIVE FOR**

CALL US TODAY TO FIND OUT ABOUT THE CHANGE TO OUR PAINT POLICY!

- \* LONG HAUL
- \* REGIONAL  
Western Region Only
- \* TEAM  
US and Canada/US
- \* TURNPIKE
- \* SLIP SEAT
- \* TRUCK SHARE
- \* PART TIME
- \* SHUNT  
Calgary Only



**NORTH AMERICA'S SAFEST FLEET**

WE WANT TO HEAR FROM YOU!  
 AT: 1.800.462.4766  
 EMAIL: [RECRUIT@BISONTRANSPORT.COM](mailto:RECRUIT@BISONTRANSPORT.COM)  
 WEB: [WWW.BISONTRANSPORT.COM/DRIVE](http://WWW.BISONTRANSPORT.COM/DRIVE)



Bison Transport is committed to Employment Equity and Diversity.



**MORRICE Transportation**  
**Creating the Better Lifestyle**  
 New work awarded!!  
**Owner Operators Needed: Teams and Singles**  
 To cover new and existing freight  
 FAST card is required

**New FSC Rate For OWNER OPERATORS!**

**Also looking for COMPANY BUNK DRIVERS!**

If interested in finding out more Call Rob today at  
**1-800-567-3260** ext. 243  
 or visit us at [www.morricetransportation.com](http://www.morricetransportation.com)

**MATS REPORT**

**Dana announces product upgrades at Mid-America**

LOUISVILLE, Ky. – Dana has introduced a new family of heavy-duty tandem drive axles, a light-weight aluminum driveshaft and an improved Spicer LMS Hub System.

The new 40,000-lb tandem drive axle, dubbed the Spicer Pro-40, is aimed at linehaul, bulk, regional and city delivery fleets.

“Rising fuel prices and incremental weight due to governmental regulations continue to spur the need for lightweight alternatives,” said Steve Slesinski, director of product planning at Dana. “When every pound counts the needs of weight sensitive customers with the most optimized 40,000-lb tandem available.”

The axle weighs 120 lbs less than competitive models and 100 lbs less than the current Dana Spicer DS404, company officials noted.

“Traditional 40,000-lb axles are designed to meet a huge variety of application requirements, which has left the majority of the primary line-haul segment over-spec’d and overweight,” said Slesinski. “For fleets with predictable duty-cycles, the Pro-40 delivers all the features that are required without the added weight.”

The new offering will be available for initial shipments later this year.

Also new from Dana is a series of lightweight, one-piece aluminum driveshafts that weigh 40% less than traditional two-piece steel driveshafts.

Dana claims to be the first manufacturer to combine steel end fittings with a single-piece, high-strength aluminum tube, saving up to 100 lbs. The new Spicer Diamond Series driveshafts will be available late in the fourth quarter of 2011.

And Dana also introduced a hub system the company claims to be more user friendly.

The Spicer LMSi incorporates Dana’s ‘Low Maintenance System’ (LMS) technology. Benefits include improved retention clamp load for more reliable performance.

New seal technology provides reduced friction to minimize rolling resistance, providing fuel savings and a reduction in heat, Dana officials said. Customers can also achieve a 20 lb per hub weight advantage resulting from the use of aluminum.

“The new Spicer LMSi hubs are an ideal specification for any fleet or vehicle operator looking to improve their bottom line and overall profitability,” said Dan Souhan, product manager at Dana.

“With increasing fuel prices and the migration toward larger brakes to meet industry regulated stopping distance requirements, we built on our proven LMS technology to surpass the current systems utilized in the trucking industry for world-class performance and minimal downtime.” □



**LAWDLAW**  
 CARRIERS BULK GP INC

**PRESENTLY HAS THE FOLLOWING POSITIONS AVAILABLE**

- 4 Owner Operators for Michigan B-Trains at \$1.53 per mile minimum + F.S.C.
- 2 Owner Operators for Ont / Mi on aluminum 5 axles.
- 2 Owner Operators for Ont / Mi on steel 6 axles.
- 2 Owner Operators for Ont / PQ / NY on aluminum 4 axles.

**INDEPENDENT OPERATORS**

- With their own trailers and insurance welcome.
- We offer Ontario year round work.

**Call Vern at**  
**1-888-209-3867**  
**or 519-536-1192**

**All loads pay on per ton basis. PLUS Fuel Surcharge with a minimum per mile guarantee.**

**WE PROVIDE**

- All Base Plates
- All Border Crossings
- Heavy Users Tax (HUT)
- U.S. Border Crossing Decal
- All U.S. Tolls
- All U.S. Licensing
- Wetline installation

**ADDITIONAL BENEFITS**

- Competitive Truck Insurance rates
- Fleet Insurance – includes buy down, down time, towing and medical insurance plus optional truck payment insurance
- Excellent fuel prices with company fuel and credit cards
- Clean and well maintained equipment
- Steady year round volumes
- Dedicated Trailers
- Pre-dispatched Daily
- Optional Weekend Work

**Dump Trailer Division**  
 Based in Woodstock, Ont. and Beloeil, PQ.

# LEADER OF THE PACK!



Join us for our  
**Challenger Motor Freight  
Open House**  
Saturday, June 4th, 9 am-3 pm  
Cambridge, Ontario



Challenger Motor Freight is currently seeking:

- Company Single and Team Drivers • Owner Operator Singles and Teams

**NEW SAFETY BONUS, PLEASE ENQUIRE!**



Call us today and put your career on the path of your choice:

T 1 800 334 5142 F 1 888 876 0870

E [recruiting@challenger.com](mailto:recruiting@challenger.com) W [www.challenger.com](http://www.challenger.com)

**We go the distance.**

Other opportunities:



**Now Hiring**

# OWNER OPERATORS

*for our Flatbed Division to Haul to the U.S.A.*

- ◆ 80% with Company Trailer ◆ 85% with Own Trailer
- ◆ Home Weekends ◆ Paid Weekly ◆ Company Fuel Cards
- ◆ No Administration Fees ◆ No Hidden Costs
- ◆ Benefit Package Available

*Flatbed Experience an Asset*

**MAITLAND**  
TRANSPORTATION SYSTEMS LTD.  
**1-888-720-7237**  
Fax: 519-523-4763  
BLYTH ON. CANADA



**HOLMES**  
FREIGHT LINES INC.  
CANADA • U.S.A. • MEXICO

*A Responsible Carrier with over*  
**40 Years**  
*in the Business*

**Now Hiring Company Drivers & Owner Operators with:**

- Fast Card
- 3 years US experience
- Accident Free

Call 905-458-1156 ext. 238 or 270

1-800-388-8947 Fax: 905-458-5688

**COME JOIN US!**

HEAD OFFICE:  
Brampton, ON



**LOCOMOTE**  
SYSTEMS INC.  
"TRANSPORTATION SPECIALISTS"

## STEEL EXPERIENCE REQUIRED

**DESCRIPTION:**

- Teams & Company Drivers to run 850 miles per day
- Excellent Pay Rate
- Toronto – Montreal / Sault Ste Marie / City
- Flatbed, Slider or Rack & Tarp
- Unlimited Miles Available
- Dedicated Late Model Equipment
- Steady Year Round Work

**REQUIREMENTS:**

- Must have minimum 3 years of Long-Haul Experience
- Must have knowledge of USA and Canada Rules and Regulations
- Must have Clean C.V.O.R., Abstract and Criminal Report
- Pre-Employment Drug & Alcohol Test
- Driver Performance Evaluation for Safety and Training

**Contact: Tony Santos**  
Phone: 1-800-465-0199  
Email: [tonysantos@locomote.ca](mailto:tonysantos@locomote.ca)  
• [www.locomote.ca](http://www.locomote.ca)

### Immediate Openings:

**Stouffville**  
Operations Manager  
Mechanical Engineer P. Eng.  
Dispatcher  
Billing Clerk  
AZ Truck Drivers Heavy Haul  
Licensed 310T Mechanic  
Parts Person

**Brockville**  
Operations Manager  
Dispatcher  
AZ Truck Drivers  
Licensed 310T Mechanic  
Fork Truck Operator

**Resumes:**  
[employment@andersonhaulage.com](mailto:employment@andersonhaulage.com)

P.O. Box 130,  
36 Gordon Collins Drive  
Gormley, Ontario  
L0H 1G0

Tel: (416) 798-7737  
Fax: (905) 927-2701  
[www.andersonhaulage.com](http://www.andersonhaulage.com)




# CARAVAN LOGISTICS INC

## NOW HIRING

Toll Free 1-888-828-1727 Call 905-338-5885 Ext. 222

Call recruiter  
**JAYNE GUNN**  
ext 222

**OWNER OPERATORS**

- \*PAID PRACTICAL MILES
- \*PAID PICKS AND DROPS
- \*SATELLITE DISPATCH
- \*COMPANY FUEL CARDS
- \*1YR ANNIVERSARY BONUS \$500
- \*REFERRAL BONUS
- \*PAID WAITING TIME
- \*PERFORMANCE BONUSES
- \*EASTERN SEABOARD BONUSES
- \*DISCOUNTED FUEL ON-SITE
- \*PAID FUEL SURCHARGES

**COMPANY DRIVERS**

- \*PAID PRACTICAL MILES
- \*PAID PICKS AND DROPS
- \*SATELLITE DISPATCH
- \*COMPANY FUEL CARDS
- \*1YR ANNIVERSARY BONUS \$500
- \*REFERRAL BONUS
- \*PAID WAITING TIME
- \*PERFORMANCE BONUSES
- \*EASTERN SEABOARD BONUSES

- 2 years minimum driving experience  
- Must be US qualified WITH valid passport &/or FAST card

HEADQUARTERS: 2284 Wycroft Road, Oakville ON L6L 6M1  
QUEBEC TERMINAL: 500 Montée Labossière, Vaudreuil-Dorion QC J7V 8P2

[www.caravanlogistics.ca](http://www.caravanlogistics.ca)



**T.D. SMITH**  
Since 1946  
MOUNT FOREST

*Requires*  
**Owner/Operators**  
Dedicated run from NJ to QC

**We Require:**

- 80% of Revenue
- Safety Oriented & Good Attitude
- Home most Weekends
- CVOR & Driver Abstract
- Fuel Surcharges
- Criminal Search
- Pay Statements twice monthly
- Desire to Succeed
- Automatic Bank Deposit
- Recent Model Equipment
- Fuel Accounts available
- Safety Awards

**New Contracts!**

Office Fax: 519-323-3646  
Dispatch Fax: 519-323-3567  
[www.tdsmithtransport.com](http://www.tdsmithtransport.com)

Canada Toll Free: 800-265-8781  
US Toll Free: 800-463-0387  
Local Tel: 519-323-2004/5

## TANKER LEASING AVAILABLE

- Short and long term customized lease options
- Very competitive monthly rates
- Up to date modern tankers; tandems, quads, compartments, sanitary and coded vessels
- Kosher Foodgrade certified tankers
- Complete scheduled maintenance program available
- Equipment Compliant with 2016 SPIF requirements
- JPA and Kosher Certified Wash Bay Facility
- Transport Canada R-Stamp Vessel Certification
- Motor Vehicle Inspection Station

TAKE CARE OF ALL YOUR  
**LEASING, TRANSPORTATION AND SERVICE REQUIREMENTS WITH ONE PHONE CALL!!!**

**Call Keith or Chris at 800-265-8781 • Keith Cell 705-627-0402**

*Contact us to explore a mutually beneficial leasing relationship!*

YOU CAN  
**Depend**  
ON OUR  
**International  
Strength**

Celadon's international customer base continues to grow, allowing us to offer more to Company Drivers and Owner Operators than ever. With plenty of quality freight, excellent miles, guaranteed detention pay, and loads of extra advantages, Celadon Canada is a smart career move. *International and Intra-Canada positions available.* Contact us today to learn more about what we can offer you!

Contact Celadon Canada today!  
Call 1-800-499-4997 or visit  
[www.celadoncanada.com](http://www.celadoncanada.com)





# Currently Recruiting OWNER OPERATORS

With 2007 or newer model trucks

Please call or drop by and speak with Joan or Karen for more details.  
1018 Parkinson Rd., Woodstock, Ontario

TOLL FREE: 1-866-569-7964 ext. 3

## 10 REASONS we're the Carrier for you:

1. Ontario-Texas Lanes
2. No Eastern Seaboard
3. Competitive rate per mile
4. Fuel Surcharge Program
5. Safety Bonus Program
6. Paid Plates, Insurance & Fuel Tax
7. Paid Bridge Tolls, Road Tolls, Scales & Faxes
8. Weekly direct deposit
9. Access to Company Fuel Accounts
10. Personal Communication with Dispatch (No Satellite)



Visit our website: [www.keypointcarriers.com](http://www.keypointcarriers.com)

## MATS REPORT



**IN CONTROL:** Carrier Transicold says its new TRU control system is more user-friendly and reliable.

## Carrier offers improved TRU control system

**LOUISVILLE, Ky.** – Carrier Transicold has come out with a new transport refrigeration unit (TRU) control system dubbed APX.

The system boasts distributed electronics to improve reliability and a large, user-friendly screen area that displays five times the amount of information shown by conventional control systems.

David Kiefer, director of marketing and product management for Carrier Transicold, said “from a fleet and driver perspective, it’s the easiest yet to program and use, and it provides exceptional temperature management for any hauled commodity.”

Customers can upload applications (apps) to customize their system, including Range Protect for improved fuel optimization and DataTrak, which enables wireless monitoring. A USB port makes connectivity simple.

Hardware-wise, the APX is modular, with individual components placed strategically within the TRU to minimize wiring and improve reliability. Because the hardware is placed more efficiently within the TRU, fewer connections are required, Kiefer pointed out.

“One of many examples of the benefits of this design approach is a wiring harness with fewer connections and that weighs 40% less, due to shorter wiring runs,” he said.

The backlit LCD display screen is 14% taller than conventional offerings and 11 buttons allow users to make common adjustments without scrolling through endless menus. Technicians will also benefit, Kiefer noted, because they can view five technical items at a time on the screen. The APX control system will be offered as an option, initially on the X2 series of TRUs, the 2100 and 2500. □

# NOW HIRING! COMPANY DRIVERS

EARN \$55k - \$60k PER YEAR

\$500 START UP BONUS



Want to join a family oriented company committed to your home time? **CALL NOW!**

If you have at least one year long haul Class 1 driving experience coupled with a clean abstract, positive attitude and US border crossing eligibility. We can offer...

- ◆ COMPETITIVE PAY PACKAGES
- ◆ IMMEDIATE BENEFITS
- ◆ PAID ORIENTATION
- ◆ ASSIGNED UNITS
- ◆ DEPENDABLE EQUIPMENT
- ◆ DIRECT DEPOSIT PAY
- ◆ SAFETY BONUS
- ◆ STEADY MILES

Visit us online at [www.arnoldbros.com](http://www.arnoldbros.com) or visit us in person at our Winnipeg Terminal **Job Fair** Friday May 27th 10-3 & Saturday May 28th 10-2  
E-mail: [recruiting@arnoldbros.com](mailto:recruiting@arnoldbros.com)

### OWNER OPERATORS ARE ALWAYS WELCOME!

Also we are accepting applications for consideration to our Owner Operator % of revenue division. Truck must be no older than 5 years & Trailer no older than 7 years.

**CALGARY**  
5300-55th Street S.E.  
403-235-5333

**MILTON**  
8100 Lawson Road  
905-693-1667

**WINNIPEG**  
739 Lagimodiere Blvd.  
204-253-3323

**ARNOLD BROS. TRANSPORT LTD**  
*On the road and on time!*

## Want more MATS?

Visit [Trucknews.com](http://Trucknews.com) and search for articles with #MATS in the headline. Also follow @TruckNewsMag, @JamesMenziez, @AdamLedlow and @LouSmyrlis on Twitter for all the latest product news. You can also check out the April 6 episode of our WebTV show, *Transportation Matters*. □

# EARN UP TO \$1.50 PER MILE

**BRAND NEW  
2012 PETERBILTS  
for Lease - 386 Model**

**ZERO** down-payment  
**ZERO** start up cost  
Guarantee income Program  
Multiple contract options



**Owner Operators Needed for  
All Divisions, Contracts Include:**

- Dedicated Ontario to Quebec Percentage/Mileage
- Cross Border Percentage and Mileage
- Intra-Canada Long-haul Mileage



**Offering Good Operators, Great Things...**

- Great Rates
- Health & Dental Benefits
- Direct Deposit
- Team & Single Lanes
- Fuel Cards

**Make Your Next Move With Confidence! Check Us Out Online At  
[www.scotlynn.com](http://www.scotlynn.com).**



**Contact us today to apply.**

Ph: 800-263-9117 Ext.2536

E-mail: [recruiting@scotlynn.com](mailto:recruiting@scotlynn.com)



## Join one of North America's 'Best Fleets to Drive For'

Yanke is looking for 10 1A singles for the AB-BC-WA Triangle Team Schedules\* are available immediately

Proven Industry Leading Pay Package

Apply Today & We Will Expedite Your File

Contact Us Now

1-800-373-6678 ext. 2

www.yanke.ca

\*On average, Yanke teams last year earned \$62,704 per operator



### BRAKES

## Big change, bigger brakes

Manufacturers prepared for shorter stopping distances, but other changes are coming

### Technical Report



JOHN G. SMITH

**TAMPA, Fla.** – New North American trucks will soon be required to stop more quickly than ever before, but manufacturers seem ready to meet the revised rules with the help of larger brake components.

In general, updated Federal Motor Vehicle Safety Standards are reducing a 6x4 tractor's allowable stopping distance by 30%, requiring most loaded tractors to drop from 60 mph to a complete stop within 250 feet. Three-axle tractors with a Gross Vehicle Weight Rating of 59,600 lbs or less must meet the new rules by Aug. 1, while two-axle designs and those with a GVWR above 59,600 lbs will face the shorter distances by Aug. 1, 2013.

The reduction in stopping distances is even more dramatic than it might appear, said Bulkmatic's Dennis Talentowski, during a recent panel discussion with the Technology and Maintenance Council (TMC).

"Most OEMs give you that 10% margin of error," said the fleet maintenance director. That means the real stopping distances for a loaded tractor is closer to 225 feet. Passenger cars need to stop within 214 feet.

"That's a lot of mass trying to stop very quickly," he adds. "Our tractors will be stopping almost as well as the cars do."

From an equipment standpoint, standard brake packages used to meet the pending rules seem to include larger brake linings, long-stroke brake chambers, and enhanced brake cams and bushings.

It should be little surprise that bigger components can translate into heavier weights. Each package will vary, but Navistar engineering manager Bernie LaBastide referred to one set-up with 16.5-inch friction material, Type 24 brake chambers and 5.5-inch slack adjusters that would add about 95 lbs to a vehicle.

"There is no one solution out there for every customer," he said. Every trucker will have unique needs to be met, whether they focus on the initial cost of the components, brake life, maintenance needs or the ultimate weight.

While regulators are focusing on tractors in this ruling, many sources at TMC questioned whether the aggressive stopping power will lead to an imbalance in some braking systems, making it harder to keep a more lightly braked trailer in a straight line during a panic stop. At the very least, tractor brakes are expected to face some added stress because of their added work in every stop.

Computer modeling shows that there will be added torsional stress on the front suspension, noted LaBastide. And Mark Green, Peterbilt's senior project engineer, referred to the way

Continued on page 60

Our people and our equipment  
**set us apart**

**LAIDLAW**  
CARRIERS TANK LP

Laidlaw Carriers is Looking for Quality  
**OWNER OPERATORS**

Who Care to Fill Positions within Our Growing Company

*Pneumatic and Liquid Tanker positions available*

Base plates, border crossings and all US tolls paid

Competitive Fuel Surcharge Program

FAST CARD and TWIC CARD an asset

**REVISED  
OWNER OPERATOR  
PACKAGE**



Big Company with  
small company values

Great lanes

Competitive pay

**PEOPLE MAKE THE DIFFERENCE AND TRUCKING IS NO EXCEPTION**

Some lanes cross the border • We run the Great Lakes • We run the GTA

Great mix of short and long • Company owned unloading equipment

Woodstock Ontario  
Cardinal Ontario  
Valleyfield QC

**1-800-465-8265**

Brent Pickard  
Bryan Braun

**WE ARE BUSY**

# COME JOIN US

## **We Offer:**

Sign On Bonus  
Excellent Fuel Incentive Program  
Consistent Mileage  
Paid Referral Program

## **We Require:**

2 Years Minimum AZ Experience  
Equipment: Prefer 5 Years or Newer  
FAST Card and/or CDN Passport  
Clean Abstracts  
Criminal Record Search

**\$1,500**  
Sign-on Bonus



... Our people make it happen.

We invite  
**OWNER OPERATORS**  
to our:  
**JOB FAIR**

Sat. April 30 • 9 am - 4 pm  
Mississauga Terminal  
6845 Invader Crescent



**1-877-588-0057**

[recruiting@rosedale.ca](mailto:recruiting@rosedale.ca)

[www.rosedalegroup.ca](http://www.rosedalegroup.ca)

**BRAKES**

**Stopping distance regs to come into effect this year**

**Continued from page 58**

that vehicles with a shorter wheelbase could expect more of the brake-related load to be transferred to the front axle.

Some of the added stress and weights appears to be addressed with upgraded fasteners. Most 3/4-inch bolts have been replaced with 5/8-inch designs, and in selected cases there are even more fasteners being used.

“In the future, if you try to move brakes across the truck or put an old brake on a new truck, you may have an issue with different fastener sizes,” noted Anthony Moore, Daimler Trucks North America’s director of engineering responsible for brakes and pneumatics. “Don’t put 5/8-inch fasteners into 3/4-inch holes. That’s not going to work well for you.”

Linings are being upgraded as well. “You’re going to get brand new lining material – nothing you’ve ever seen before,” Moore says. “There will be some combination of organic and semi-met linings we haven’t used in the past.”

And there will be no time to rest. The latest reduction in stopping distances is likely a sign of tighter restrictions to come.

The National Highway Traffic Safety Administration (NHTSA) is actively researching a long list of technologies that could play a role in stopping vehicles.

“The best way to know what’s coming up in NHTSA rulemaking is to see what we’re doing in NHTSA research,” said the organization’s Alrik Svenson. In terms of avoiding crashes or reducing their impact, that research has meant a closer look at different stability controls, forward collision warning devices, and lane departure systems designed to keep trucks from straying out of their lane.

A focus on rear-end collisions includes research into equipment that warns about a pending forward crash, adaptive cruise control, “crash mitigation braking” that would automatically apply brakes, and other enhancements to the brakes. A uniquely Canadian rule has also caught the attention of US regulators who are studying our enhanced standards for stronger under-ride guards.

All of that may pale in comparison to the US Department of Transportation’s research into the possibility of a “connected vehicle environment,” where vehicles speak to each other with 5.9 GHz wireless signals. “The system can give a driver advisory, a driver warning, or in the next generation actually take control of the vehicle, similar to stability systems,” Svenson says. That has the potential of addressing eight in every 10 crashes among motorists who are not impaired. “There’s been a considerable amount of work being done on the light vehicle side,” he adds.

In the midst of it all, there will be a need to offset the changes that are introduced to reduce greenhouse gas emissions – creating brake-related challenges on their own. As rolling resistance is reduced in the name of fuel economy, for example, stopping power will need to be adjusted.

“Anything that lowers the rolling resistance will increase the effort that has to be generated somewhere,” Moore

**Our People are Our Success.  
WE HIRE THE BEST TO BE THE BEST.**

# Owner Operators

**WE PAY:**

**\$1.20 to \$1.33**

**PLUS FUEL SURCHARGE,  
INSURANCE, PLATES**



*Applicants must live within a 100 km. radius of our yard and must have flatbed experience*

225 Huron Road, Sebringville, ON N0K 1X0

1-800-565-5557 or 519-393-6194 ext. 242

Fax: 519-393-5147 • E mail: dianneb@woodcockbrothers.com

[www.woodcockbrothers.com](http://www.woodcockbrothers.com)



**Now Hiring - Owner Operators to run Teams and Singles in various locations across Canada/USA - Company Drivers in Saskatoon - Flatbed Drivers in New Brunswick**

Fastrax Transportation, a member of The Day & Ross Transportation Group, is currently expanding. We require Owner Operators and Company Drivers to join our fleet and grow with us. If you are looking to add your talents and skills to a responsible, growing company, please consider this opportunity.

- We Offer:**
- Fuel Cards/Paid Tolls
  - Fleet Insurance/Fuel Subsidy
  - All miles paid
  - Signing Bonus Offered
  - Direct Pay Twice Monthly
  - Optional medical & dental

- We Require:**
- Accident free last 2 years
  - Good Abstract
  - Minimum 24 Months Experience
  - Safe Reliable Equipment
  - Positive Professional Attitude

**If you are interested in this opportunity then please contact us:  
1.877.FASTRAX (327.8729) or [recruitment@fastrax.ca](mailto:recruitment@fastrax.ca)**

*For all opportunities available please visit [www.fastrax.ca](http://www.fastrax.ca)  
Fastrax Transportation is an Equal Opportunity Employer*

explains. "We're going to have to, correspondingly, somehow, improve the braking capabilities of the vehicle."

The design of a tire's tread, the related material, carcass design, inflation pressures and profile all have a role to play in stopping distance. Harder, high-mileage tires may present a problem when trying to build systems that meet the new rules.

"Heavy-duty truck tires are currently a bit of a wild card," explained Vince Lindley, director of warranty, quality and reliability for Volvo Trucks North America. "There is currently no industry standard traction rating."

### Brake suppliers come out with compliant drums

LOUISVILLE, Ky. – Bendix and Meritor introduced at the Mid-America Trucking Show enhanced drum brakes that will comply with impending new stopping distance requirements. Bendix Spicer Foundation Brake (BSFB) came out with a high-performance extended service drum brake, designed to meet impending new stopping distance requirements set to take effect in August.

The new requirement, FMVSS 121, will essentially require tractor-trailers to stop 30% shorter than today's norm. The new drum brake is a higher performing version of Bendix's popular Single Anchor Pin ES (Extended Service) brake and it will be phased in before the new requirements go into effect, Bendix announced at the Mid-America Trucking Show.

The new brake will feature a larger, 24-inch chamber which Gary Ganaway, director of the foundation brake group said "allows us to put more force into the brake." The larger brake, Ganaway explained, allows for better heat distribution and greater stopping power on the steer axle. And bronze bushings offer greater durability than plastic bushings, Ganaway added. Also new are precision cams that improve brake geometry and improve overall braking performance, the company announced.

"We developed our new high-performance drum brake to give customers the best possible option for complying with the NHTSA requirements, as well as economical cost of ownership," said Ganaway.

The other option for meeting new stopping distance requirements is the use of disc brakes. Ganaway said air disc brakes are finally catching on with fleets. Demand surged 120% between 2008 and 2009 and is expected to grow another 60% between 2010 and 2011, Ganaway noted.

"Our recommendation to fleets has been that as they spec' new equipment, to try air disc brakes," he noted. "At the end of the day there's a value proposition that has to be met and it's best to let fleets decide for themselves...as fleets try the technology, they like it in increasing numbers. It has proven to be reliable and they have come back."

Ganaway noted Bendix is tripling its production capacity in anticipation of further demand.

Meanwhile, Meritor was at the Mid-America Trucking Show, showcasing improvements to its Q Plus brake to offer fleets a cost-effective solution to meeting the new rules.

"Meritor's Q Plus Brakes deliver improved stopping performance with the same high quality, durable braking system and trusted parts availability our customers have come to expect from Meritor," said Joe Plomin, vice-pres-

ident, trucks, Meritor. "Most importantly, this is a significant improvement in the safety of our customer's trucks. The new Q Plus brake designed for the reduced stopping regulation stops within feet of any air disc brake to deliver excellent safety at a much lower acquisition cost." □

Think that's the end of it? Don't forget other environmental regulations. Pushes to eliminate the copper in brake linings will likely lead to further changes in the lining materials used in the next five to 10 years, Moore adds.

It appears that regulators show no sign of slowing down. □

ident, trucks, Meritor. "Most importantly, this is a significant improvement in the safety of our customer's trucks. The new Q Plus brake designed for the reduced stopping regulation stops within feet of any air disc brake to deliver excellent safety at a much lower acquisition cost." □

NEW Higher Rates!



## Immediate Openings for Owner Operators

Full and part time, singles and teams, vans and roll tites for transborder. Positions available in GTA and Eastern Ontario. We offer owner operators \$1.18 loaded/empty. **AZ licence required, with 1 year experience.**

- Company cards
- Weekly deposit
- 24/7 dispatch
- PeopleNet®
- Benefits
- Safety bonuses
- Great equipment
- Maintenance facility in house
- Fuel premium
- No touch freight
- On going training



Call Karen at 416-885-4059 to speak English, Punjabi or Hindi  
Call 800-267-1888 or 613 961-5144 x123 or x114  
Email: recruiting@itsinc.on.ca www.itstruck.ca

Visit us at the Road Today Truck Show May 28-29, 2011 booth 400!

We are committed to employment equity and diversity.



# NEW PAY INCREASES

**TANDEM AXLE**  
\$1.20 PER LOADED MILE  
U.S. EASTERN SEABOARD

\$1.16 PER LOADED MILE  
ALL OTHER AREAS

\$1.14 PER EMPTY MILE  
ALL AREAS

\$.391 PER MILE  
MARCH FUEL SURCHARGE

**QUAD AXLE**  
\$1.22 LOADED \$1.20 EMPTY

\$.471 PER MILE  
MARCH FUEL SURCHARGE

- Operating mainly within a 1200 mile radius of the Toronto area
- Home weekly
- Consistent year round work
- Stable environment

**ALSO HIRING COMPANY DRIVERS**  
40.5¢/MILE

**BROOKVILLE**  
CARRIERS VAN  
BROOKVILLE CONTRACT IDENTICAL TO THE LAIDLAW CONTRACT  
MARITIME OWNER OPERATORS  
PLEASE CONTACT: BETH TAYLOR FOR DETAILS  
1-800-561-9040  
or fax your resume to: 506-633-4731  
or email resume to: mtaylor@brookville.ca

If you have a professional attitude and desire to succeed call:

KEN ELLACOTT

1.800.263.8267

E-mail: kellacott@laidlaw.ca

Fax: 519-766-0437



www.laidlaw.ca

Recognized as one of North America's  
**BEST Fleets**  
TO DRIVE FOR



**JACK HOEKMEIJER**  
Valued O/O Since Sept 09



**VILLENEUVE**  
**TANK/FREIGHT**

*Our team has served the transportation industry for nearly 50 years*

**Immediate openings for**  
**OWNER OPERATORS & COMPANY DRIVERS**  
US & Canadian

**OWNER/OPERATOR**

- Up to **\$1.24** / mile loaded or empty
- Fuel capped at **.50**/ litre
- Bi-weekly settlements / Direct deposit
- Paid border crossing and tolls

**DRIVERS**

- Competitive wages
- 100% of health benefit premium paid by company
- No slip seating
- Well maintained equipment
- Border crossing, tolls, picks and drops paid

**Please call 1-877-932-TANK (8265)**  
**Fax: 613-933-4598**



**AZ O/O's**  
**WANTED IMMEDIATELY**

⇒ **Based out of Southern Ontario for runs into the U.S.**

**Competitive Rates and Fuel Subsidy Available**

Must have minimum 2 years experience and clean abstract.  
Equipment must be 2004 or newer.

**Contact Jean at 905-677-0111 ext. 248**



**Two Shoes**  
*Specialized*

**Company AZ Drivers**  
**NEEDED**

*Business is Growing!*

**Trucks Available...Immediate Start**

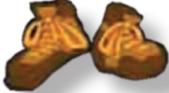
**REQUIREMENTS:**

- Clean AZ abstract
- Clear criminal search
- Experience in heavy haul
- Multi-axle(jeep/booster) experience is preferred

**OFFERING:**

- Competitive wages & benefits
- Paid layovers & direct deposit
- Well maintained equipment
- Steady work & excellent working environment

FAX: 519-896-9805  
EMAIL: [bwadel@twoshoesspecialized.com](mailto:bwadel@twoshoesspecialized.com)

**1-866-235-0050** 



**FRASIER TRANSPORT**

*Requires:*  
**Owner/Operators**

To Run Long Haul to and from the Southern United States

**Owner/Operators**  
**\$1.40 - \$1.60**  
Per Mile

**2500 to 3500 miles per week guaranteed**

**+ Safety Bonuses Awarded**

**Applicants must have:**

- Clean Abstract
- Clean C.V.O.R.
- Fast Card or Passport
- No Log Book Violations
- Minimum of 4 Yrs. Cross Border Experience
- Well Maintained Vehicle

**We have lots of runs from Montreal and Toronto to:**

- FLORIDA
- TEXAS

**All dry van work**

**+ \$1000.00 sign on bonus for all new owner operators**

Please fax Resumes, Updated CVOR, and Updated Abstract to Recruiting at:  
**(905) 945-9289 or 1-888-827-3334**

If you have any questions please feel free to call Recruiting at: **(905) 945-3773**



**OWNER/OPERATORS WANTED**

Steady Miles  
Fuel Cap 58¢ or lower  
Same Loaded or Empty  
Dedicated Lanes  
Referral Bonus  
In-house Maintenance  
No Mark-up on Tires, Parts  
Discounted Shop Rate/\$50 hr

Call Randy Tempeny - ext #169  
or [randyt@loadfti.com](mailto:randyt@loadfti.com)  
Cody Harris - ext #108  
or [codyh@loadfti.com](mailto:codyh@loadfti.com)

**1-800-263-1361**  
[www.loadfti.com](http://www.loadfti.com)

**Visit our New Website to Apply Online!**  
[www.loadfti.com](http://www.loadfti.com)

**100% OWNER/OPERATOR**

**80 years of experience in the transportation industry**

OEM/DEALER NEWS



**NOW OPEN:** Centre du Camion Amos has opened a new Kenworth parts and service facility in Val D'or.

## New Kenworth facility opened in Val D'or

**VAL D'OR, Que.** – Centre du Camion Amos has opened a new Kenworth parts and service facility, just off the Trans-Canada Hwy. The facility is located on two acres of land about half a kilometre north of the Boulevard Tetrault (Quebec Route 117) and Rude de l'Hydro roundabout.

"We're pleased to open this new location because it provides customers in Val d'Or and the Abitibi-Temiscamingue region closer access to Kenworth parts and service. So far, customer response to the new location has been very positive," said Alain Sayeur, general manager of Centre du Camion Amos.

Sayeur said the new location is well suited to serve a variety of customers, including those in the logging, construction, food hauling and mining industries. The 10,000 sq.-ft. dealership features six service bays, a 650 sq.-ft. parts department and a driver's lounge.

"We offer fleet customers parts delivery and remote maintenance service, plus we have emergency

roadside assistance for fleets and truck operators," Sayeur said.

The dealership is open from 8 a.m. to 5 p.m. Monday through Friday and 8 a.m. till noon on Saturday. The phone number is 819-874-6471. Parts manager is Daniel Dicaire and service manager is Dominic Sayeur. □

## Backlog for Class 8 trucks nears 100,000 units

**COLUMBUS, Ind.** – As the Class 8 truck market continues to heat up, the North American backlog has now reached nearly 100,000 units.

Net orders for Class 8 vehicles reached 24,300 units in February, pushing the backlog to nearly six figures. One year ago, the backlog was just over 44,000 units, according to ACT Research Company. The industry researcher and forecaster says the numbers are a reflection of strong Class 8 demand as the economy continues to improve. Class 8 orders over the past few months are being booked at a rate that exceeds 300,000 units when annualized, ACT notes.

"The uptick in orders continues to restock industry backlogs, setting the stage for significant production increases as we move through 2011," said ACT senior partner Ken Vieth. □

## inthinc adds second Calgary facility

**CALGARY, Alta.** – Global telematics company inthinc Technology Solutions has expanded its Canadian presence with the opening of a new operations centre in Calgary.

The new facility is the second inthinc has opened in Canada in the past year. The new office will primarily be used for hardware production and service and will allow the company to keep up with growing demand from the Canadian market, the company said.

"Our Canadian customer base has grown by nearly 50% over the past two years," said Todd Follmer, CEO of inthinc. "This new facility in Calgary will enable better access to our Canadian customers, eliminate delivery delays due to international shipping processes, and provide an infrastructure to maintain growing demand in this region for years to come." □

# NOLAN

TRANSPORT & WAREHOUSING

*Proud and Professional for over 21 Years*

## Hiring Owner/Operators for Cross Border

**WE OFFER:**

- Competitive Package
- Full Loads
- Home on Weekends

**LOOKING FOR:**

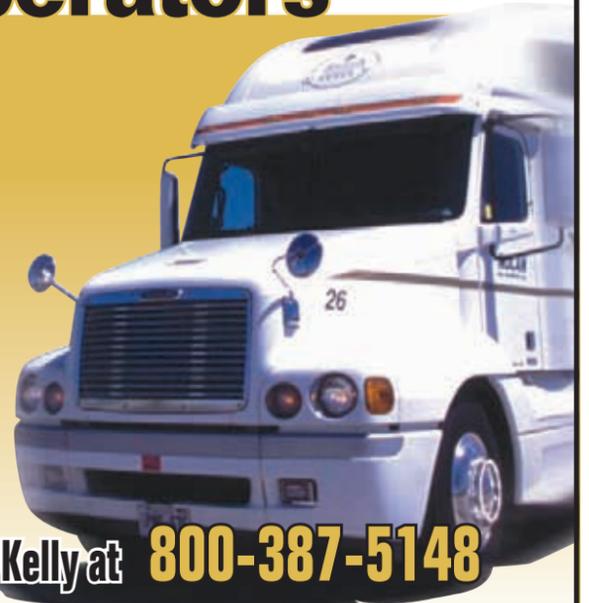
- Minimum three years experience
- Clean Abstract
- Professionalism
- FAST Card

**NEW PACKAGE FOR O/Os**

**SIGN ON BONUS**

[www.nolantransport.ca](http://www.nolantransport.ca)

Call Kelly at **800-387-5148**



## Cummins offers 24/7 customer support program

**COLUMBUS, Ind.** – Cummins will be offering 24/7 customer assistance through its Cummins Care program starting in July.

The new program is the latest addition to the operation located at the new Cummins Customer Support Center in Nashville, Tenn. The 25,000 sq.-ft facility employs 110 specialists trained to answer questions and assist customers with finding the nearest authorized service location.

"Cummins knows that reliability and uptime are critical to our customers' success, and we strive to provide dependable service support when they need us most," said Jim Schacht, executive director of Cummins Business Services. "We can then help customers find the nearest location that is available to work on the product. Understanding and identifying this scheduling availability of the location increases customer uptime and satisfaction."

Officials say the Nashville-based team is also prepared to answer all operational questions on topics such as fuel and oil specifications and maintenance intervals. Customers can call the existing customer service line at 800-DIESELS. □

## We are currently Recruiting Owner Operators in Ontario and Quebec TO RUN CANADA & USA

**We Offer:**

- Competitive Rates & Fuel Surcharge
- Quarterly Performance Bonus
- Compliant & Safety First Environment

**We Require:**

- 3 Years or Newer Equipment
- Valid Fast Card
- Good Abstract



Apply on line: [www.slh.ca](http://www.slh.ca)  
 Call Howard Winfrow 1-888-854-7548 ex. 5639  
 Or email: [Hwinfro@slh.ca](mailto:Hwinfro@slh.ca)

OEM/DEALER NEWS

# Continental launches retread initiative

**By James Menzies**  
**FORT MILL, S.C.** – Continental Tire has announced a major foray into retreading, which will offer retreads of each of its tread designs and offer a complete life-cycle tire solution for fleets.

The company announced its new business unit, dubbed ContiLifeCycle, will provide retreads that exactly mirror the company's line of new tires.

Continental has purchased a retread plant in Morelia, Mexico that's capable of churning out a half million flat treads per year. Its capacity will be expanded to produce a million flat retreads per year by 2015, announced Paul Williams, Continental's vice-president for commercial vehicle tires.

With the major expansion of its retread activities, Williams said Continental is "the first major tire manufacturer in the US to offer retreads without having to buy someone else's legacy. Because we don't have a history with another organization, we can start from scratch and come at it from a new and innovative approach, ensuring we develop our products completely in line with our new tires."

Customers will now have the ability to choose the new tire that best meets their needs and then continue to enjoy the same benefits and performance right through multiple retreads, Williams explained.

"Every ContiLifeCycle product is going to exactly match our new tires in terms of design, performance and

compound. Every characteristic we put into our new tires will run straight into our retreads," he said. "It seemed amazing, you'd go to a fleet and sell them on the HDL Eco being the best drive tire but because we didn't have a retread solution, dealers would have to come in after us when the tread is worn down and sell them some other application on some other retread that looks nothing like the tire they sold them in the first place."

Now, customers that use an HDL Eco drive tire will be able to retread it with the exact same tread design, the company notes.

"There is no need for them to ever make another choice in terms of what they want. We don't even change the product names," Williams explained.

Even prior to announcing the new program, Williams said interest among fleets has been "staggering."

"Even before we made this official announcement, we've been getting lots and lots of calls," he said. "Eventually, we will span coast to coast across North America with the ability to sell new tires and the retreads produced in our Morelia, Mexico facility with the ability to reach out and touch every fleet in the US and Canada with a distribution network that can meet their needs for a full ContiLifeCycle solution."

Williams said Continental is now seeking partners from across North America to develop its ContiLifeCycle distribution network. □

## BBTS encourages fleets to 'retread instead'

**MUSCATINE, Iowa** – With tire prices on the rise, Bridgestone Bandag Tire Solutions (BBTS) has launched a new campaign to encourage fleets to 'retread instead.'

The new campaign urges fleets to extend their casing age limits by retreading and highlights some carrier success stories. Crete Carrier Corp, for instance, has extended its casing life from five to seven years by retreading, says Mike Bice, tire program manager with the US fleet.

"We've been tweaking our tire program for about five years, trying to find a casing age limit that provided the best return on investment for our fleet. We spent a lot of time diagnosing our scrap pile. From the data we gathered, we determined that our casing age limit should be seven years," he said.

Chris Ripani, director of marketing, strategic brands and channels, says there is tight supply of new tires in the market, making retreading a logical solution.

"Fleets who now retread are extending their age limits to realize the most value from the casings they own," he said. "We've also seen fleets return to retreading, or perhaps evaluate retreads for the very first time, as a strategy to maximize their tire programs and keep their trucks rolling."

For more information on the campaign, visit [www.retreadinstead.com](http://www.retreadinstead.com). □



**We are seeking Experienced Owner Operators** with late model equipment

**WE OFFER**

- Base Rate: **\$1.36 plus fuel surcharge**
- Excellent pay package
- Light loads
- Paid tolls
- Company fuel cards
- Fuel discounts
- Safety Bonus 500.00 per Quarter
- Paid pick up & drops
- Paid layovers

**WE REQUIRE** a minimum of 5 years exp. and a clean record, Fast cards.

[www.displaytrans.com](http://www.displaytrans.com)

*Display Transportation one of Canada's Leading Truckload Carrier's*

**CONTACT:** Richard Delongte at 905-838-4111 ext. 25 or [richard@displaytrans.com](mailto:richard@displaytrans.com)

# Hiring Drivers and Owner-Operators

*"We Deliver Quality"*



Flatbed and US Experience Preferred

Clean Abstract and Criminal Search Required



Contact Dave at:  
**1-888-257-3136**  
 Ext 226



Visit our web site: [www.whiteoaktransport.com](http://www.whiteoaktransport.com)  
 e-mail: [careers@whiteoaktransport.com](mailto:careers@whiteoaktransport.com)  
 365 Lewis Rd. N., Stoney Creek, Ontario L8E 5N4



**We Offer "NO NONSENSE" PAY PACKAGES** for Professional Owner Operators



**New Pay Package**

- |                                      |                           |
|--------------------------------------|---------------------------|
| Excellent Pay Package                | Paid Motels for Teams     |
| Excellent Fuel Premium               | Paid Tolls                |
| Excellent Vehicle Insurance          | Paid Licensing/Permitting |
| Excellent Personal Insurance Package | Paid Extra Drops/Picks    |
| Paid Layovers                        | Paid Border Wait Time     |

**TO JOIN THE QUIK X TEAM OF DEDICATED PROFESSIONALS CONTACT:**

**Bill Scott 1 866 234-6167 [bscott@quikx.com](mailto:bscott@quikx.com)**

# TRUCK BOYZ QUICK LUBE

**2 Dedicated Express Lanes run by Dedicated Technicians.  
You just Relax and Drive Thru!**

**YOU PICK YOUR  
FAVOURITE OIL!**



**ANY BRAND  
FOR ANY  
TRUCK!**

**MINIMUM  
DOWNTIME**



**MAXIMUM  
RELIABILITY!**

Visit our **"C.L.C."**  
Lube Bay

- Change Oil & Filters!
  - Lube all Points!
  - Check all Lights, Filters, Wipers & Levels (Drive Line too)
- ...and a full visual inspection before you head out!

One truck or your entire fleet - we'll manage your maintenance schedule

## BIG OR SMALL WE HANDLE IT ALL!



1976 Kipling Ave  
S. W. corner of Bethridge & Kipling  
South of Rexdale Blvd. North of 401/409

**416-747-8005**



**Get the Hypuron 15W40 CJ4  
Synthetic Blend Advantage!**

**\*\*\*SPRING 2011 SPECIAL\*\*\***

Choose Castrol Hypuron 15W40 on your next oil change and receive a \$25.00 discount coupon applicable toward your next Hypuron oil change at Truck Boyz Lube!



**FLEET NEWS**

### Canuck fleets sweep TCA safety grand prizes

**SAN DIEGO, Cal.** – Two Canadian carriers have claimed the top grand prizes at the Truckload Carriers Association’s highly coveted National Fleet Safety Awards. Brian Kurtz Trucking of Breslau, Ont. won the award for truckload companies in the small carrier division (total annual mileage of less than 25 million miles), while Bison Transport of Winnipeg, Man. won in the category for truckload companies in the large carrier division (total annual mileage of 25 million or more miles).

TCA presented the awards to Brian Kurtz, president of Brian Kurtz Trucking, and Rob Penner, vice-president of operations for Bison Transport, at the association’s annual awards banquet held March 15 at the San Diego Convention Center. This year marked the fourth time Bison Transport has won the grand prize at the awards ceremony.

The fleets earned top honours in their respective categories while competing against Canadian and American trucking firms. Also receiving recognition were MacKinnon Transport of Guelph, Ont., which topped its division for carriers with total annual mileage of 15-24.99 million miles, and Groupe Robert of Boucherville, Que. which came in second place in the 50-99.99 million miles division.

The two grand prize winners were selected from among 18 division winners in the National Fleet Safety Division Awards announced in January. In order to be granted the prestigious grand prize, both companies had to demonstrate that they strive to meet stringent standards in their overall safety programs, on and off the highway, and were judged to be the best in their commitment to improving safety on the nation’s highways. □

### Manitoulin acquires Exalta Transport

**MEDICINE HAT, Alta.** – Manitoulin Transport has expanded its western presence by acquiring Exalta Transport. Based in Medicine Hat, Alta., Exalta is a regional carrier serving western Canada, operating 300 pieces of company-owned equipment out of seven terminals.

“The acquisition of Exalta Transport demonstrates our commitment to our customers and prospects in Western Canada as we continue to expand our western reach and press forward with our goal of complete transportation coverage throughout the country,” said Gord Smith, president, Manitoulin Group of Companies. “Our expansion into Saskatchewan and Southern Alberta will provide direct service coverage and a uniform level of service across the Manitoulin network. As well, we can better partner with businesses as they grow by accessing Manitoulin Group of Companies’ local and global services, including

ground transportation, international freight forwarding, customs brokerage, warehousing, supply chain management and logistics.”

Exalta provides scheduled general freight service between Regina and Saskatoon and among terminals in Brooks, Calgary, Edmonton, Lethbridge and Medicine Hat, Alta.

It also offers a through service between points in Alberta and Saskatchewan and a truckload division serving points in B.C., Alberta, Saskatchewan and Manitoba. Manitoulin officials said the transition will be seamless to Exalta Transport customers. John Finn, former owner of Exalta, will stay on as a consultant to ensure a smooth handover, the company announced. All Exalta employees will be retained by Manitoulin, the company said.

“Exalta Transport is a natural fit for Manitoulin Transport,” said Smith, “not only for its strategic locations, assets and regional experience, but because of our shared culture of customer service, dedication to growth and continuous improvement.” □

### Bison bursts into US with Britton buy

**WINNIPEG, Man.** – Bison Transport is set to acquire Grand Forks, N.D.-based Britton Transport. Britton is an asset-based and non-asset-based transport provider providing van, flatbed, step deck and bulk hopper truckload services primarily in the continental US.

“The acquisition of Britton is an important first step in Bison Transport’s US expansion strategy,” said Bison president and CEO Don Streuber. “Britton is a well run operation and has been a strong US partner carrier of ours over the last five years handling a growing portion of our US freight. This transaction will provide Bison Transport a US base of operations in close proximity to one of our key border crossing in the northcentral US. We look forward to working with Dave Britton and the Britton employees in providing an expanded quality service offering to Britton and Bison customers.”

“Since 1980, our company has grown from a small brokerage operation with two employees to a full service truckload transport provider with over 45 tractors and 65 employees and drivers,” said Britton Transport founder Dave Britton. “We have grown over the years by providing our customers reliable and innovative transportation services through the dedication and teamwork of our employees. Bison is a key customer and an important partner of Britton’s and this transaction represents a natural evolution of that relationship. We are very pleased to join the Bison family and I feel it gives our employees and our customers a platform to grow in the years ahead.”

The transaction is subject to customary closing conditions and is expected to be completed in late May. Financial details concerning this transaction have not been disclosed. □

# TRUCK NEWS

Canada’s National Trucking Newspaper and Equipment Buyer’s Guide

# SUBSCRIBE NOW!

**READING SOMEONE ELSE’S COPY?**  
Have your own!

**MOVING? REQUALIFY!**  
Send us your new address in writing on this form.

Company \_\_\_\_\_  
 Name \_\_\_\_\_ Title \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_  
 Province \_\_\_\_\_ Postal Code \_\_\_\_\_  
 Telephone: ( ) \_\_\_\_\_ Fax: ( ) \_\_\_\_\_  
 E-Mail \_\_\_\_\_

**CHANGE OF ADDRESS ONLY**

1	1	4							
---	---	---	--	--	--	--	--	--	--

Serial # from code line on mailing label

	Canada \$	USA \$	Foreign \$	
1 Year	<input type="checkbox"/> <b>42.35</b> <small>(39.95 + 2.40 GST)</small>	<input type="checkbox"/> <b>99.95</b>	<input type="checkbox"/> <b>101.95</b>	<input type="checkbox"/> Charge Card <input type="checkbox"/> Cheque Enclosed Visa No _____ Mastercard No _____ Amex No _____ Expiry Date _____ Signature _____ Date _____
2 Years	<input type="checkbox"/> <b>66.73</b> <small>(62.95 + 3.78 GST)</small>			

NB, NS & NF Add 14% HST To Price / Quebec Residents Add QST (7.5%) To Total

**DO YOU WISH TO RECEIVE OR (CONTINUE TO RECEIVE)**

YES     NO

Signature \_\_\_\_\_  
Date \_\_\_\_\_

**PLEASE ANSWER THE FOLLOWING QUESTIONS**

2) How many vehicles are based at or controlled from this location? Please indicate quantities by type:

— No. of Straight Trucks \_\_\_\_\_ No. of Trailers \_\_\_\_\_  
 — No. of Truck-Tractors \_\_\_\_\_ No. of Buses \_\_\_\_\_  
 — No. of Off-Road Vehicles \_\_\_\_\_

3) Does this location operate, control or administer one or more vehicles in any of the following Gross Vehicle Weight (GVW) categories? Please check YES or NO:

14,969 kg. & over (33,001 lbs. & over)...     YES     NO  
 11,794-14,968 kg. (26,001-33,000 lbs.)...     YES     NO  
 8,846-11,793 kg. (19,501-26,000 lbs.)...     YES     NO  
 4,536-8,845 kg. (10,000-19,500 lbs.)...     YES     NO  
 Under 4,536 kg. (10,000 lbs.)...     YES     NO

4) This location operates, controls or administers:

Diesel powered vehicles...     YES     NO  
 Refrigerated vehicles...     YES     NO  
 Pickups or Utility Vans...     YES     NO  
 Propane powered vehicles...     YES     NO

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

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

a)  For Hire/Contract Trucking (hauling for others)  
 b)  Lease/Rental  
 c)  Food Production / Distribution / Beverages  
 d)  Farming  
 e)  Government (Fed., Prov., Local)  
 f)  Public Utility (electric, gas, telephone)  
 g)  Construction / Mining / Sand & Gravel  
 h)  Petroleum / Dry Bulk / Chemicals / Tank  
 i)  Manufacturing / Processing  
 j)  Retail  
 k)  Wholesale  
 l)  Logging / Lumber  
 m)  Bus Transportation  
 n)  Other (Please specify) \_\_\_\_\_

7) Are you involved in the purchase of equipment or replacement parts?     YES     NO

8) Are you responsible either directly or indirectly for equipment maintenance?     YES     NO

CLIP and MAIL

With Payment to

TRUCK NEWS

12 Concorde Place,  
Suite 800,  
Toronto, Ontario  
M3C 4J2

TODAY!

**PROFITABILITY DASHBOARD**

TransCore Canadian Spot Market Freight Index 2007-2011						
	2007	2008	2009	2010	2011	Percent Change Y-O-Y
Jan	173	214	140	171	222	30%
Feb	174	217	117	182	248	36%
Mar	228	264	131	249	337	35%
Apr	212	296	142	261		
May	280	316	164	283		
Jun	288	307	185	294		
Jul	219	264	156	238		
Aug	235	219	160	240		
Sep	206	203	180	234		
Oct	238	186	168	211		
Nov	227	143	157	215		
Dec	214	139	168	225		

TransCore Canadian Spot Market Freight Index 2007-2011

**Canadian spot market sets new volume record**

**TORONTO, Ont.** – TransCore’s Canadian Freight Index set a new all-time record in March, topping its previous record from May 2008. Volumes for March were up 35% from the previous year and 36% from the prior month.

For the first quarter of 2011, volume was up 34% compared to the first quarter of 2010 and saw a massive 250% increase from March 2009.

While load volume reached an all-time high, equipment postings remained at the same low levels recorded for the prior few months. From a historical perspective, available posted equipment was down 24% from the capacity levels of March 2009. □

**Freight costs decline in January**

**TORONTO, Ont.** – The cost of ground transportation for Canadian shippers dropped for the fourth consecutive month in January, while fuel surcharges assessed by carriers rose to the highest level in more than two years, according to the most recent results published by the Canadian General Freight Index (CGFI).

The CGFI Total Freight Cost Index decreased by 0.4% in January compared to December, while the Base Rate Index, which excludes the impact of fuel surcharges assessed by carriers, decreased 1.5%. The CGFI is still

2.5% above the April low point and 1.8% above last year’s result for the same period. Notably, average fuel surcharges increased substantially for the fourth consecutive month from their September low of 13% to 16.3% in December.

“The increase in fuel surcharges is continuing to offset the decreases in base rates being charged by carriers,” commented Doug Payne, president and COO of Nulogx. “As fuel prices continue to increase we envision escalating transportation costs for Canadian shippers in the coming months.” □

**Winter storms freeze US tonnage growth**

**ARLINGTON, Va.** – US truck tonnage dropped 2.9% in February, according to the latest data from the American Trucking Associations.

However, the association’s chief economist said he’s not concerned about the decline, especially since winter storms likely contributed.

“Tonnage is not going to increase every month and in general I’m very pleased with freight volumes early this year,” Bob Costello said, adding he’s encouraged by anecdotal reports that tonnage is improving. “I’m hearing a significant amount of positive news from fleets and that the largest concern continues to be the price of diesel fuel, not freight levels.”

February’s tonnage was up 4.2% over last February, smaller than January’s year-over-year gains of 7.6%. Through the first two months of 2011, US tonnage was up 5.9% compared to the same period in 2010. □

**Truck demand to continue strength through 2012**

**COLUMBUS, Ind.** – Pent-up demand resulting from deferred replacement, tight freight-carrying capacity, improved fleet financial performance and some easing in credit availability, will combine to support an upcycle for the heavy-duty commercial vehicle market, according to ACT Research.

Class 8 net orders continue at a strong pace, and after a slight pause in January, commercial trailer orders have returned to a solid growth trajectory, according to the latest release of the ACT *North American Commercial Vehicle Outlook*. ACT officials say the impact of a US economic recovery proceeding at a slow, but self-sustaining pace, combined with recent market performance, suggests that the research group’s forecasts for rising commercial vehicle production through 2011 and into 2012 are on track. □

**N.A. surface trade surges nearly 20% in January**

**WASHINGTON, D.C.** – Trade using surface transportation between Canada, the US and Mexico was 19.5% higher in January 2011 than in January 2010, reaching US\$67.7 billion, according to the Bureau of Transportation Statistics (BTS) of the US Department of Transportation.

BTS reported that the value of US surface transportation trade with Canada and Mexico in January rose 42.7% in two years from January 2009, which at \$47.5 billion had the lowest amount of trade of any month since January 2004. Trade value in January was up 4% from the early recession level of January 2008. US-Canada surface transportation trade totalled \$40.3 billion in January, up 17.8% compared to January 2010. □






**ON-SITE KINGPIN REMANUFACTURING**

- Superior Equipment
- Exceeds SAE and DOT specifications/regulations
- Only Company to test SAE J133 & J400
- Patented in U.S.A. & Canada
- Guaranteed Workmanship
- Fully Insured

**CWB CERTIFIED COMPANY • CWB CERTIFIED WELDERS**

**KINGPIN GAUGES**

**Top Quality aluminum Kingpin gauges. Won't stretch.**




**Re-manufacturing a kingpin gives the fifth wheel the proper bearing surface, extending the life of the fifth wheel and decreasing the abuse to the bolster plate and kingpin.**



**MOBILE SERVICE**

Visit our Website at: [www.kingpinspecialists.com](http://www.kingpinspecialists.com)  
E-mail: [rkingpin69@aol.com](mailto:rkingpin69@aol.com)

Call us Toll Free @  
**1-888-221-7774**  
For the Dealer Nearest You

---

**TOLL FREE NUMBERS FOR YOUR NEAREST DEALER**

Quebec and the Maritimes	<b>1-888-939-1011</b>
Ontario	<b>1-888-221-7774</b>
Western (Alberta & Saskatchewan)	<b>1-877-912-1209</b>
British Columbia	<b>1-800-427-5865</b>
In the U.S.	<b>1-888-221-7774</b>

[www.kingpinspecialists.com](http://www.kingpinspecialists.com) • [rkingpin69@aol.com](mailto:rkingpin69@aol.com)

**ATLANTIS RADIATOR TRUCK AUTO SERVICE INC.**



**Specialists in Truck & Industrial Radiators**

**YOUR COMPLETE COOLING SYSTEM SERVICE**

- Rad • Air Charge Cooler • AC Condenser
- All Model Metal Tank Replacement for Plastic O.E.M.

Britannia Rd.

5900 Shawson

Hwy 401

4 HOUR DRIVE-THRU SERVICE (MOST TRUCKS)

- WE SHIP ACROSS CANADA
- FREE INSPECTION & ESTIMATE
- CERTIFIED TECHNICIANS
- ALL WORK WARRANTED

5900 Dixie Rd., Unit 11, Mississauga, Ont. L4W 1E9

**(905) 670-3696 • 1-800-716-3081 • Fax: (905) 670-2283**

OPEN MONDAY TO SATURDAY

## VOCATIONAL TRUCKS

# Caterpillar unveils much anticipated vocational truck

By James Menzies

**LAS VEGAS, Nev.** – Caterpillar has taken the wraps off a stunning new Class 8 truck that will be suitable for a full range of vocations.

The set-back axle (SBA) Caterpillar CT660 was unveiled to industry journalists prior to Conexpo-Con/Agg in March and surprisingly, it was painted viper red, a departure from Caterpillar's trademark yellow and black.

The new truck was also significantly different in appearance than the International PayStar it was based on, or what Caterpillar officials referred to as simply the "donor truck."

"To say everything above the frame rail is new is a fair statement," said Gary Blood, product manager, vocational trucks. "There is very little carryover inside the interior. We even did things like, we didn't like how the window lift worked, so there are now two window lifts per door."

Attention to detail was the theme during the CT660's design process, which included heavy consultation with customers, a process Cat dubbed "voice of customer." Cat wasn't afraid to deviate from industry norms with its debut model. The tired wood grain paneling so often found in truck interiors has been replaced with brushed aluminum accents, giving the dash a modern, high-end look. Cat also integrated the speedometer and the tach into a single gauge to better utilize dash space.

"We asked drivers and we consistently heard that when driving through town and when in traffic, they look at the speedometer. They usually shift by ear, so they don't look at the tachometer unless they're doing something with the PTO," Blood reasoned.

The glove box has been replaced with a removable storage bin. And drivers of all sizes will find a comfortable place to rest their left elbow: a folding armrest, the door handle or for taller drivers, the window sill.

The CT660's exterior is equally unique. It has a three-piece stainless steel bumper that's easy to repair. The end pieces will bend back 180-degrees before causing damage to the centre section. Composite plastic fender sections are damage-resistant and easy to replace. The hood consists of five sections in total, so repairs can be made cost-effectively.

The honeycomb grille is framed by a stylish three-piece stainless grille surround. The cab is aluminum, saving about 250 lbs compared to steel, Blood noted, and the sloped hood affords excellent visibility. Visibility is further enhanced with optional convex mirrors over the doors, which were favoured over a Fresnel lens inside the door, which can fill with water or become obstructed by items inside the cab. Cat officials also said the CT660 offers a best in class turning radius.

"We have touched every panel on this cab. It is not the same cab the parent donor started out with," Blood said. Cat even changed how



**HEAD TURNER:** A three-piece stainless grille surround gives the CT660 a distinctive look.

the mirrors were mounted onto the A-pillars and improved accessibility to the doghouse panel as it Caterpillarized the CT660. Even the door handles received some special attention in the form of non-slip surface material. Current designs were "just not functional," Blood said. "If I'm up in Alberta and I have a big glove on, I want to be able to reach up there, shake hands with that thing and pull that door open."

Improved door seals and a standard enhanced insulation package make the cab super quiet, Cat officials insisted, although the truck hasn't yet been made available for road tests.

Under the hood is a yellow-painted International MaxxForce 11 or 13, rebadged the Cat CT11 and CT13 respectively, with a CT15 to come later. That CT15, ironically, will be based on the MaxxForce 15, which was based on the Cat C15. Talk about coming full circle.

Subtle engineering enhancements have been made to make the engines a true Caterpillar, but Blood admitted the engines themselves are not much of a departure from the International base engines.

The engines will use advanced EGR and will come with power ratings ranging from 330 to 550 hp (once the CT15 is brought online) and torque ratings from 1,450 to 1,850 lb.-ft.

Blood noted the torque and horsepower ratings, fuel maps and the like have all been designed specifically for vocational applications, to provide the optimum horsepower/torque combinations. Features of the CT engines include: fractured main caps and rod caps; a lightweight compacted graphite iron (CGI) cylinder block; and Navistar's common rail fuel injection technology with a multi-shot injection strategy. In addition to being lightweight, Blood said the CGI block reduces noise by 30%. The engines boast a B50 life of 1.2 million miles, meaning about half of them will hit the 1.2 million mile mark without needing significant work.

The truck will be available with a wide range of manual and automated transmissions, but Cat's own CX31 will be a notable option. The

transmission are also available.

Caterpillar will begin taking orders for the CT660 this month and will commence production in May with initial deliveries to begin in July. The CT15 will be available in the first quarter of 2012, and Cat has already announced a set-forward axle CT680 will be the next member of the truck family, available in the first quarter of 2013.

The CT660 is "Not a one trick pony," stressed George Taylor, director of Cat's on-highway truck group. "We're going to have a full line of vocational trucks, customizable to what the customers need them to do."

Pricing for the CT660 is not yet available – and will depend largely on the specifications – but it will be priced like a premium product.

That did not worry Cat dealers who were on-hand at the event, who said they are used to selling premium-priced equipment. Ed Cullen, strategy and dealer development manager of Caterpillar's on-highway truck group, said more than 100 committed orders had already been placed by customers who had not yet seen the final product or been quoted a price.

Kerry Miller, truck business manager of US Cat dealer Carter Machinery confirmed he had already sold six trucks himself.

"The customer said 'Here's my spec', build me a Cat truck,'" Miller said.

The CT660 will be sold through 54 Canadian and American Cat dealerships and supported by a network of more than 400 North American service locations. The truck will be built at Navistar's Garland, Texas assembly plant. □



**PEEK INSIDE:** The interior of the CT660 boasts sleek automotive styling, featuring brushed aluminum accents.

fully automatic transmission has six forward speeds and one reverse gear. It has been widely used in other markets since 2004 and offers customers the convenience of one-stop servicing of the entire vehicle through Cat dealers. A full line of Eaton manuals and the Eaton UltraShift Plus automated manual

## Navistar upgrades International WorkStar

**LAS VEGAS, Nev.** – Navistar unveiled improvements to its International WorkStar severe-service trucks at the Conexpo-Con/Agg construction industry trade show. New to the WorkStar is a high-visibility sloped hood option and a completely new interior with improved ergonomics and driver comfort enhancements, the company announced.

"With the new sloped hood, WorkStar is now available in a comprehensive range of specifications to meet the diverse needs of our vocational truck customers," said Jim Hebe, Navistar's senior vice-president, North American sales operations. "Together with the improved visibility and interior enhancements, the WorkStar provides an added level of comfort and convenience that allows these vocational truck drivers to do their jobs safely and effectively."

International also borrowed a strong vocational "mega-bracket" from its PayStar 5900 Set-Back Axle (SBA) and applied it to the WorkStar, to provide more radiator and front-end support.

Key features for the International WorkStar 7600 with sloped hood are: 113-inch BBC for excellent maneuverability; best-in-class visibility; 150,000-lb tow hooks; availability in 4x2 and 6x4 axle configurations; and availability for REPTO and transmission-mounted PTO applications.

New interior features include: easy-to-read ivory gauges or chrome bezel black gauges on the instrument panel; rosewood trim on the dash; an ergonomic center panel for easy access to switches; hands-on steering wheel controls; easy to clean floor mats; and a new back wall pocket for additional storage.

"From our no-hassle MaxxForce Advanced EGR emissions technology and new products like the TerraStar and TerraStar 4x4 to the integration of Continental Mixers, we continue to focus on meeting the needs of construction customers," Hebe said. "We are committed to delivering innovative, best-in-class products that move the construction market forward." □



**READY TO WORK:** International showcased improvements to its WorkStar at Conexpo-Con/Agg.



**READY TO ROLL:** Freightliner's new SD trucks give the truck maker a full line of vocational offerings. Photo by Paul Hartley

## Freightliner expands vocational line to fill Sterling's void

By Paul Hartley

**LAS VEGAS, Nev.** – A (trucking) tool for every job. That was the theme of a recent Freightliner press event in which the company introduced two trucks and proclaimed its recommitment to the diverse and sometimes complex vocational marketplace.

The new models, 108SD and 114SD set-back axle – the numbers indicate bumper-to-back-of-cab (BBC) measurements – expand Freightliner's severe-duty (SD) family from two to four vehicles. (A Coronado SD was introduced in 2009 and a 114SD set-forward-axle was introduced earlier this year).

The additional iron will enable Freightliner to serve a full range of Classes 7 and 8 vocational market segments, from construction to logging, municipal to utilities and refuse. It was not coincidental that the company's event was held in Las Vegas on the eve of the massive Conexpo-Con/Agg show, North America's largest trade show for the construction industry.

Of course, Freightliner has offered vocational products in the past, with varying degrees of success. During the late 1980s, the company began selling a steel cab version of its FLC model. A few years later, it introduced a FLD 112SD and FLD 120SD, both adaptations of better selling, and similarly named, on-highway models.

The manufacturer purchased Ford's heavy truck line in the late 1990s and

renamed it Sterling, hoping to capitalize on the blue oval's popularity among vocational buyers, especially governmental agencies. That effort fell short of expectations, however, and Daimler Trucks North America pulled the corporate plug in late 2008, as the US economy headed for recession and more stringent emissions requirements loomed on the horizon.

Company officials were determined to get back in the game, though.

"When these decisions were made, we committed to return to the market with a complete product portfolio that would close the gap left by Sterling's exit," said David Hames, general manager of marketing and strategy for DTNA.

The reintroduction of Freightliner's SD designation began in late 2009, when the company rolled out the Coronado SD.

It featured a durable fiberglass hood, impact-absorbing fenders, improved forward lighting and a new single air filter that reportedly offered better filtration.

The cab doors, composed of an aluminum outer shell and steel inner reinforcement, were said to be more rugged than those found on the truck's on-highway sibling.

In January, the company publicly doubled its SD lineup when it launched the 114SD set-forward axle. Company officials said this truck was intended to fill a gap in Freightliner's product line between the M2 series, from which it

borrowed a cab, and the Coronado SD, from which it borrowed a chassis. The truck's extra two inches of BBC, relative to that of the M2 112, was designed to provide enough spacing between front and rear axles to meet certain states' bridge laws. The front axle, with weight ratings up to 23,000 lbs, was available in one of two positions: 29.5 inches or 31 inches (measured from the bumper).

The standard engine was a Detroit Diesel DD13 (rated at 350 hp and 1,350 lb.-ft. of torque). A 450-hp rating was optional. Later in the year, company officials said, buyers could choose from an 8.9-litre Cummins ISL (with ratings up to 350 hp) or the lighter 8.3-litre Cummins ISC.

The most recent SD "family" expansion includes all previously announced features and adds greater vehicular selection to the mix. Now the 114SD is available in a set-back axle configuration – 48 inches from the front bumper is standard – and a new model, the 108SD, fills out the lighter end of Freightliner's severe-duty spectrum.

A broad range of options and customizing choices define the SD product line-up. These include front frame extensions, radiator-mounted grilles, hood hatches, front and rear engine power-take-offs, body specific chassis layouts and a wide assortment of suspension and powertrain choices, including alternative-fuel engines

that run on compressed or liquefied natural gas.

The 108SD can be built with front axle ratings from 10,000 to 20,000 lbs, and single or tandem rear axles from 21,000 to 46,000 lbs. It will sport Cummins ISB or ISC engines (from 200 to 350 hp and 520 to 1,000 lb.-ft. of torque). Buyers can also choose from a day cab, extended cab or crew cab. The 108SD is intended for work in government, refuse, construction and utilities applications. GVW ranges from 31,000 lbs to 66,000 lbs. This particular unit will begin production in the late fourth quarter of 2011, about the same time as the 114SD set-back axle. The set-forward 114SD is available now.

The breadth of SD versatility was on display at the pre-ConExpo event in mid-March. Freightliner officials had set up a cone-studded obstacle course of tight switchbacks, swooping turns and straight acceleration lanes. Attending journalists were invited to drive, or ride in, any of eight rigs built as snowplows, dump trucks, cement mixers and municipal drain cleaners (affectionately referred to as "super suckers"). Everyone seemed quite impressed with the fleet's maneuverability, handling and performance.

One 114SD set-forward axle fitted with a crane was stationary, but media members were encouraged to play with the joystick-operated boom and experience the apparently seamless communication between truck and body equipment controls.

Freightliner officials attribute this integration to the company's proprietary SmartPlex multiplex electrical system, which is said to simplify and enhance the connections required by body manufacturers.

Throughout the event in Las Vegas, executives expressed their commitment to the vocational market and their interest in building trucks that precisely meet the needs of both equipment manufacturers and end users.

It's all about working smarter, they said, echoing the company's recently coined tag line: WorkSmart.

"We recognize that, to be in the vocational business, it's not enough to just provide a truck," Hames said.

"You need to be a partner to the industry and understand that only the completed piece of equipment provides value to the end user. We have challenged ourselves to change how we do business in this market. Our goal is to become the best chassis partner to the industry by providing smart solutions." □

## Mack offering Granite sleeper, lighter-duty MHD Granite

**LAS VEGAS, Nev.** – Mack Trucks was at the Conexpo-Con/Agg construction equipment show with some new offerings, including a sleeper option for its Granite and other interior upgrades for the Granite and Titan.

Among the new offerings from Mack is a medium-heavy duty version of its popular Granite. The Granite MHD is designed for applications, including municipal, which don't always require the heavy-duty spec's the Granite is typically designed for.

"In the current economic environment, companies are taking an even harder look at how much truck they

truly need," said Curtis Dorwart, Mack vocational products marketing manager. "Our new Granite Medium Heavy-Duty delivers just the right amount of Mack's legendary strength, durability and reliability, along with valuable weight and cost savings."

The Granite MHD comes in an axle-forward or axle-back configuration and is powered by a Cummins ISL9 engine.

Also new from Mack is a 36-inch sleeper for its Granite, complete with a 30x80-inch mattress, curtain, bunk restraint and under-bunk storage.

"We've seen a considerable in-

crease in the number of vocational customers expanding their operations beyond regional sites," Dorwart said. "The new Mack Granite sleeper is ideal for customers in any market working to meet the federal hours-of-service requirements."

The Granite also comes with a new headliner console, optional one-piece windshield and updated Champion Level trim package with button-tuck vinyl and ultraleather seats, the company announced. The new Champion Level trim package and one-piece windshield have also been made available on the ultra heavy-haul Titan.



**TAKE A NAP:** Granite owners can now spec' a small sleeper compartment for HoS compliance.

Mack Granite customers can also now spec' the 3000-series Allison automatic transmission. □

OILS & LUBRICANTS

# Choices, choices

When it comes to quality heavy-duty engine oils, there have never been more choices.

But opinions still vary widely on what works best.

**By Ingrid Phaneuf**  
**TORONTO, Ont.** – With so many options for heavy-duty engine oils, including basic, semi-synthetic and full synthetic, it's hard to know what really suits your needs the best. The answer, as usual, has everything to do

with what they're being used for and by whom.

For owner/operators, it's the amount of elbow grease you're willing to put into your truck that determines the kind of oil you feed its engine.

Just ask Stephen Large, an Alber-

ta-based owner/operator who made it into a certain well-known oil manufacturer's Haul of Fame for getting over a million miles on his Cat engine using basic 15W-40.

"I've always used regular," says Large, who would rather change the oil on his 1990 Kenworth more frequently than shell out extra for longer lasting synthetic. "The biggest reason I see for using synthetic oil is to extend drain intervals and I drain my oil out every 200 hours or 20,000 km, whichever comes first, to get the wear materials and contaminants out. Most people who run synthetic are trying to get away with changing the oil less often."

A conventional 15W-40 does the job for owner/operator Gord Cooper as well. Cooper owns an oilfield trucking business in Alberta and maintains the trucks himself.

"If it ain't broke, don't fix it," says Cooper. "My preference is 15W-40 for the engine, with regular changes, and I've been using the same oil for 30 years and I'm happy with it."

Ditto for Ron Singer Jr. who helps run his father's gravel truck business out in Calgary. "We're using older equipment so we run the regular oil package," he says.

As for Mike "Motor" Rosenau, this O/O prefers to use conventional oil on his truck engine as well, but with a little something extra.

"I've got 15W-40 in my engine, but I use a clean oil filter on it as well," says Rosenau. "With the clean oil filtration system I get the same result as if I was running with synthetic, but it doesn't cost as much. All I do is change the filters ever three months and take an oil sample at the same time. The information I'm getting back from the lab shows I don't need to change the oil as often. I've been running for a year with the same oil in my engine."

Rosenau says changing the filters regularly and sending out samples for lab analysis still costs way less than synthetic, even when you factor in the cost of the filtration system, which is roughly \$800 to install. (Filters cost \$20 each, changed every three months).

Owner/operators and team drivers Ron and Dawn Marie Pickles, running out of Red Deer, Alta. use a bypass filter system to keep the Cummins engine on their 2006 Pete 379 running on 15W-40 conventional with a minimum of oil changes.

"The bypass filter system costs about US\$1,200 installed and we average about US\$75 per filter change

and sample," says Dawn Marie, who crunches the numbers. You have to do a complete oil change after the initial 10,000 miles and then only change the filters and sample every 10,000 miles after that. At the time we started this (bypass system) the quick oil changes at Speedco were about US\$225-\$250. So we saved about \$175 every 10,000 miles, and after about seven filter changes, we saved enough money to cover the initial purchase."

Over the time the couple owned the truck, they performed another 63 filter changes, which amounted to an approximate savings of about \$9,800, according to Dawn Marie's calculations, as well as reducing considerable time previously spent off road waiting for complete oil changes at the shop (the filter change only takes 20 minutes for Ron).

"The last sample we took showed soot levels at the same levels they were in the first year we owned the truck," Dawn Marie says. "That means there was very little engine wear occurring."

Of course, the Pickles removed the filter system when they recently sold their truck and are now installing it on their new Pete, which includes a street legal 108.5-inch sleeper custom-designed in Indiana.

"Now we're just saving money," says Ron, whose obviously very excited about the new truck. "And we sold the old truck for considerably more than what you would get on average for a truck that age, because of the bypass system and because we had the paperwork (the sample data) to prove the engine was in great shape."

### Fleets more receptive to synthetics

Of course, even owner/operators are willing to admit that their oil needs differ substantially from those of fleets when it comes to maintenance, so what's good for the goose may not be exactly what's good for the gander. Larger fleets may be more likely to run full or semi-synthetic.

"We're a large fleet, so we use semi-synthetic in our engines," says Challenger Motor Freight's Chris Iveson, maintenance manager for the Cambridge, Ont. operations. "But we only keep our trucks for three years."

Challenger trucks easily get 50,000 kms on the same oil, says Iveson, "but sometimes we can run it out to 80,000 kms."

According to ongoing testing and the fleet's number crunchers, that's the

**Continued on page 72**

**TRUCK EXHAUST  
INSTALLATION & SUPPLY**

# TEXIS

We have been supplying Parts, Service and Technical Support to Truck Shops, Dealers and Fleets since the early '80's.

**GENUINE MERRITT**

**Now Offering Battery Boxes**

**SIDE FRAME**      **IN-FRAME**

**Combined**      **Powder Coated Steel**      **Stainless Steel**

## DIESEL PARTICULATE FILTER Cleaning Service and Repairs

**CLEAN**      **ASH LOADED**

**CLEAN FILTERS SAVE \$\$\$**

**RAD COOLANT PIPES**

Available in Aluminum or Stainless Steel

**Built to Outlast OEM Pipes**

Pipes also available for Freightliner, Peterbilt and Western Star

**1850 GAGE CRT. MISSISSAUGA**

**OPEN SATURDAYS & WEEKNIGHTS**

8 AM - 8 PM FRI      8 AM - MIDNIGHT MON - THURS  
 8:30 AM - 3 PM SAT

**905-795-2838**      **1-800-267-4740**

Fax (905) 678-3030      Canada & U.S. Hotline

[www.texisexhaust.com](http://www.texisexhaust.com)

**KING RADIATOR LTD.**      **1-800-741-9365**

**905-795-9009**  
 6771 Columbus Rd. Unit #7  
 Mississauga, ON L5T 2J9

**4 Hour Drive-in Service** (Most Models)

- New & Rebuilt Radiators
- Air Charge Coolers
- A/C Condensers

**PICK-UP & DELIVERY ANYWHERE!**

**COOLING the Trucking and Transit Industry**

*Shipping Across Ontario & Canada*

		407	
N		Derry Rd.	
Mid-Way Blvd.	Columbus Rd.	Dixie Rd.	401

**TRUCK NEWS**

**ADVERTISERS' PRODUCT/SERVICE INDEX**

<b>AIR CONDITIONING</b>	<b>HEATERS</b>	<b>TIRES &amp; TIRE SERVICE</b>
Manwin Enterprises..... 33	Espar ..... 18	Bandag..... 35
XTCC..... 42	Manwin Enterprises..... 33	Bridgestone..... 24
	XTCC..... 42	Firestone..... 80
<b>ANNOUNCEMENTS</b>	<b>INSURANCE</b>	Goodyear..... 19
<b>O/O of the Year Award</b> ..... 3	Aaxel Insurance..... 10	Hankook Tire..... 43
<b>ANTIFREEZE</b>	Burrowes Insurance Brokers... 21	Michelin..... 31
UltraClear BulkFluids..... 26	CK Insurance..... 36	Yokohama..... 7
<b>AUTOMATIC GREASING SYSTEMS</b>	Innovative Insurance..... 48	<b>TRAILER LEASING &amp; RENTAL</b>
FLO Components..... 20	NAL Insurance..... 30	Action Trailer Sales..... 9
<b>AUXILIARY POWER UNIT</b>	National Truck League..... 20	Glasvan Great Dane..... 5,29
XTCC..... 42	State Farm Insurance	Trailers Canada..... 78
<b>BORDER CROSSING SERVICES</b>	- C. Maugeri..... 12	<b>TRAILER PARTS &amp; SERVICE</b>
Avaal Technologies..... 29	State Farm	Action Trailer Sales..... 9
	- Rose Monachino..... 28	Glasvan Great Dane..... 5,29
<b>BUSINESS CONSULTANTS</b>	Stateside Transportation	Kingpin Specialists..... 67
Avaal Technologies..... 29	Consultants..... 42	Trailers Canada..... 78
C.U.T.C..... 71	<b>LOANS/FINANCING</b>	<b>TRAILER SALES (NEW)</b>
Stateside Transportation	EZ Repair Loan..... 46	Action Trailer Sales..... 9
Consultants..... 42	<b>LUBRICANTS</b>	Etnyre Trailers..... 29
Transport Financial Services... 12	Castrol/Wakefield Canada... 2,40	Glasvan Great Dane..... 5
<b>CAREERS OPPORTUNITIES</b> ... 50,51,	Centerline Truck Lube..... 22	Great Dane Trailers..... 79
..... 52,53,54,55,56,57,	Chevron Global Lubricants... 4,17	Manac..... 16
..... 58,59,60,61,62,63	Husky Oil Marketing..... 32	Trailers Canada..... 78
<b>Truck News/Driver Link</b> ..... 74	Imperial Oil..... 47	<b>TRAILER SALES (USED)</b>
<b>CHILD FIND</b> ..... 20	L.A. Truck Lube..... 77	Action Trailer Sales..... 9
<b>CLASSIFIED</b> ..... 72	Quick Truck Lube..... 41	Glasvan Great Dane..... 5
<b>CLIMATE CONTROL</b>	Shell Canada Products Ltd. .... 23	Trailers Canada..... 78
Manwin Enterprises..... 33	Truck Boyz..... 65	<b>TRUCK PARTS &amp; ACCESSORIES</b>
XTCC..... 42	<b>MEDICAL SERVICES</b>	Canadian Industrial & Truck
<b>CONFERENCE/SEMINAR</b>	Ontario Drivers Medical..... 11	Radiators..... 10,71
PMTC..... 73	<b>O/O OF THE YEAR AWARD</b> ..... 3	International Parts..... 27
<b>CROSSWORD</b>	<b>PARDONS</b>	Manwin Enterprises..... 33
May 11 Crossword Puzzle..... 10	Just Pardons..... 10	Morgan's Diesel Truck Parts... 15
May 11 Crossword Solution..... 71	<b>PERFORMANCE PRODUCTS</b>	XL Radiators..... 46
<b>DIESEL EXHAUST FLUID</b>	A & A Exhaust WellWorth... 44,75	<b>TRUCK SALES (NEW)</b>
H2Blu/Wakefield Canada..... 2	<b>RADIATORS</b>	Arrow Truck Sales..... 12
UltraClear BulkFluids..... 26	Atlantis Radiator Truck Auto	Mack Canada..... 45
<b>DRIVER EDUCATION/TRAINING</b>	Service..... 67	Volvo..... 49
Avaal Technologies..... 29	Canadian Industrial & Truck	<b>TRUCK SALES (USED)</b>
Stateside Transportation	Radiators..... 10,71	Arrow Truck Sales..... 12
Consultants..... 42	King Radiator..... 70	Morgan's Diesel Truck Parts... 15
<b>EXHAUST</b>	XL Radiators..... 46	<b>TRUCK SERVICE &amp; REPAIR</b>
A & A Exhaust..... 44,75	<b>SUBSCRIPTION TO TRUCK NEWS</b> ... 66	Canadian Industrial & Truck
Texis Truck Exhaust..... 70	<b>TANKER SALES (NEW &amp; USED)</b>	Radiators..... 10,71
The Truck Exhaust Place..... 11	Dependable Tank..... 14	Centerline Truck Lube..... 22
<b>FINANCING</b>	Hutchinson Industries..... 25	XL Radiators..... 46
Accord Financial..... 39	Tankmart International..... 8	<b>TRUCK SHOWS</b>
State Farm - Carolyn Maugeri... 12	<b>TARPS</b>	Atlantic Truck Show..... 33
State Farm - Rose Monachino... 28	Verduyn Tarps..... 13	Dryden Truck Show..... 28
		Road Today Show..... 34
		Stirling Truck Show..... 38
		<b>WASHER FLUID</b>
		UltraClear BulkFluids..... 26

**ALPHABETICAL LIST OF ADVERTISERS**

A-Z Technical Bldg..... 72	King Radiator..... 70
A&A Exhaust..... 44,75	Kingpin Specialists..... 67
Aaxel Insurance Brokers..... 10	LA Truck Lube..... 77
Action Trailer Sales..... 9	Laidlaw Carriers (Bulk/Dumps).... 52
Accord Financial..... 39	Laidlaw Carriers (Tanks)..... 58
Arctic Traveler (Canada) Service... 42	Laidlaw Carriers (Vans)..... 61
Arnold Bros. Transport..... 56	Liquid Capital Midwest..... 72
Arrow Truck Sales..... 12	Locomote Systems..... 54
Atlantic Truck Show..... 33	Mack Canada..... 45
Atlantis Radiator Truck Auto	Maitland Transportation..... 54
Service..... 67	Manac..... 16
Avaal Technologies..... 29	Manwin Enterprises..... 33
Bandag..... 35	Michelin..... 31
Bestway Transfer..... 50	Morgan's Diesel Truck Parts..... 15
Bison Transport..... 51	Morrice Transportation..... 52
Bridgestone..... 24	NAL Insurance..... 30
Burrowes Insurance Brokers..... 21	National Truck League..... 20
Canadian Industrial & Truck	Nine North Logistics..... 50
Radiators..... 10	Nolan Transport..... 63
Caravan Logistics..... 54	Ontario Drivers Medical..... 11
<b>Career Opportunities</b> ..... 51,52,53,	<b>Owner Operator Award</b> ..... 3
..... 54,55,56,57,58,	PMTC..... 73
..... 59,60,61,62,63,64	Quicklube..... 41
Castrol/Wakefield Canada..... 2,40	QuikX Group of Companies..... 64
Celadon..... 55	Remex Express..... 51
Centerline Truck Lube..... 22	Road Today Show..... 34
Challenger Motor Freight..... 53	Scotlynn Commodities..... 57
Chevron Global Lubricants..... 4,17	Shell Canada..... 23
<b>Child Find</b> ..... 20	SLH Transport..... 63
CK Insurance..... 36	State Farm Insurance..... 12,28
<b>Classified</b> ..... 72	Stateside Transportation
<b>Crossword Puzzle &amp; Solution</b> .. 10,71	Consultants..... 42
C.U.T.C..... 71	Stirling Truck Show..... 38
Dependable Tank..... 14	T.D. Smith Transport..... 54
Display Transportation..... 64	Tankmart International..... 8
Don Anderson Haulage..... 54	Texis Truck Exhaust..... 70
Doyle Transportation..... 50	The Rosedale Group..... 59
Dryden Truck Show..... 28	The Truck Exhaust Place..... 11
Espar..... 18	Trailers Canada..... 78
E Z Repair..... 46	Transport Financial Services..... 12
Fastrax Transportation..... 60	Trimac..... 50
Firestone..... 80	Truck Boyz..... 65
FLO Component..... 20	<b>Truck News/DriverLink</b> ..... 74
Frasier Transport..... 62	<b>Truck News Online Award</b> ..... 37
FTI..... 62	<b>Truck News - Subscription</b> ..... 66
Glasvan Great Dane..... 5,29	Two Shoes Specialized..... 62
Goodyear Canada..... 19	UltraClear BulkFluids..... 26
Great Dane Trailers..... 79	Verduyn Tarps..... 13
H2Blu/Wakefield Canada..... 2	Villeneuve Tanks Lines..... 62
Hankook..... 43	Virgin Transport..... 50
Holmes Freight Lines..... 54	Volvo..... 49
Husky..... 32	White Oak Transport..... 64
Hutchinson Industries..... 25	Woodcock Brothers..... 60
Hyndman Transport..... 50	XL Radiators..... 46
Imperial Oil..... 47	XTCC..... 42
Innovative Insurance..... 48	Yanke Group Of Companies..... 58
International Parts..... 27	Yokohama Tire..... 7
International Truckload Services... 61	Young Transportation..... 50
Just Pardons..... 10	Young Transportation - American
Keypoint Carriers..... 56	Division..... 62

1	F	O	2	R	K	3	L	I	4	F	T	5	T	R	6	U	C	7	K	
	O	E	A	L	H		B												E	
8	R	A	C	K	S		9	A	I	R	H	O	R	N						
	D	A	E	R	E		L												W	
	10	C	L	A	R	K	E		11	A	S	T	R	O						
12	F	L		S															R	
13	R	E	S	A	L	E		15	E	S	C	O	R	T						
	U			A				17	S										H	
18	E	A	19	T	O	N		20	T	O	21	T	A	L	S					
	H	H	D																22	S
23	A	I	R	R	I	D	E		24	E	J	E	C	T						
	U	E	N	E																
25	F	R	E	I	G	H	T	S	H	A	K	E	R							

**CROSSWORD SOLUTION**



Call Travis  
**1-866-817-0053**  
**416-679-0053**

# C.U.T.C. INC

**Trucking made Simple**

- Canadian Licensing
- FMCSA (ICC Authority)
- DOT Registrations
- IFTA Registrations
- Fuel Tax Reporting
- Unified Carrier Registration
- PARS/PAPS/ACE
- Corporate Registrations
- Regulations
- IRP Registration
- Bonded Carrier Status

For more information call  
**Petra Voelker 866-927-8294**

**TRY IT ONLINE AT [www.trucknews.com](http://www.trucknews.com)**

## OILS &amp; LUBRICANTS

# Some large fleets favour synthetic oil for startability, extended drains

Continued from page 70

best value for money the fleet can get, the maintenance manager says.

“Of course it all depends on the truck manufacturer’s recommendations, but using regular oil, doing the changes more often and all the downtime that would involve would kill a fleet this size,” says Iveson.

Challenger owns and operates a fleet of 1,350 trucks, 150 of which are off the road at any given time, says Iveson. Still, the fleet makes sure to send oil samples out for regular testing just to make sure the engines are

in good shape.

“We take samples and send them out for testing every time we do an oil change,” says the maintenance manager. “But synthetic just doesn’t have to be changed as often. So we do the check every time a truck comes in for scheduled maintenance.”

Basically, the semi-synthetic oil used in Challenger engines matches the life of the filters already installed on the trucks, says Iveson.

“For us, it would be overdoing it to put full synthetic in. It would cost too much and we don’t need it.”

Still, there’s no lack of full synthetic fans out there, including Bison Transport’s director of fleet assets, Itamar Levine.

Bison runs full synthetic in all of its 1,050 tractors, according to Levine.

“We’re unfortunate enough to be based out of Winnipeg, and we’ve got a number of tractors sitting out in the yard in the winter, so startability is a factor, and there’s a major difference in startability between engines using conventional oil and those using synthetic,” he reasons.

In fact, Bison has been the test fleet

of choice for a number of oil companies developing synthetic products.

“Of course, another advantage with the synthetic oils is that we’re able to use them on our reefers and APUs,” he adds. “So as far as inventory management goes, that just makes it easier.”

In short, the benefits far outweigh the costs, sums up Levine. “We also benefit from extended oil drain intervals and of course that keeps more trucks on the road. Believe me, if the extra investment for synthetic weren’t worthwhile, we wouldn’t do it.” □

## The importance of choosing the right lube

By Rick Muth

**KALAMAZOO, Mich.** – In today’s trucking industry more and more vehicles are being asked to operate efficiently over longer periods of time and significantly more miles than what was expected only a few years ago. One of the best value investments a fleet can make to successfully tackle these new challenges is the selection of proper lubricants. And the only proper lube is an approved lube. Lubrication suppliers invest huge amounts of time and money to harness the approvals.

But it is well worth the investment because only an approved lube, regardless of supplier, is going to ensure that critical properties such as oxidation stability and shear stability – key performance criteria that separate an approved lube from a non-approved lube – are up to the challenge.

In the case of Eaton transmissions, that challenge must be met in operating environments that typically encounter temperature extremes as high as 250 degrees F. Meanwhile that same transmission must continue to beat the heat for the life of the vehicle.

Yet, and unfortunately, we in the Roadranger organization have seen an unsettling trend of late. As many as 70% of the lubricants now being used for servicing a heavy-duty transmission at recommended drain intervals are not approved and do not qualify for use in order to maintain a standard warranty or an extended warranty.

While the ultimate consequence may bring about complete component failure, the practice is also contributing to less than optimum vehicle performance, increased component wear, flawed shift performance, faulty synchronizer performance and potential noise complaints.

With most of the North American lube distributors having a wide portfolio of products, many fleets are not even aware of the fact that they are using inferior lubricants.

So the question is: With so many lubricant choices available, how does a fleet differentiate an approved lubricant from a non-approved lubricant?

Performance specifications for lubricants are well documented by tier one suppliers like Eaton, Dana and others. Eaton’s PS 164 Rev 7 is the only approved specification for transmissions, and Dana’s SHAES 256 Rev C is the only approved spec’ for drive axles.

Original equipment manufacturers (OEMs) are doing a great job in adhering to these standards with 80% of Class 8 vehicles currently being filled with approved, extended drain lubricants. With OEMs willing to make the investment in a quality lubricant, chiefly because the risk of component failure is too great, it should naturally follow that the truck owner make the same investment.

Failing to do so is simply not worth the gamble. □

– Rick Muth is lubricants manager, Eaton Corporation and Roadranger Marketing.

## Chevron attacks semi-synthetic “buzz”

By John G. Smith

**TAMPA, Fla.** – The choice between oils often comes down to a matter of features and benefits. Mineral-based offerings tend to be cheaper than their synthetic counterparts, while synthetics deliver added benefits such as improved cold-weather starts. Blends of the two are often presented as the best of both worlds. Chevron is going on the offensive against the growing “buzz” about the blended products, insisting that premium conventional oils will perform just as well.

The arguments for semi-synthetics are “more about marketing and less about performance,” Chevron direct marketing specialist Jim Gambill said in a private briefing to *Truck News* during this year’s Technology and Maintenance Council meetings. While Chevron does not sell a blended product of its own, the company claims its Delo 400 LE 15W-40 outperforms leading semi-synthetics in a series of five recognized bench tests that measure factors such as the ability to protect against soot, deposits or oxidation. Successful field tests included the teardown of a DD15 engine after 400,000 miles of service and 70,000-mile oil drain intervals.

Gambill insists that the claims made by many suppliers of the blended products are unclear, while comparisons are often made against the lowest-possible tier of products. There is also the question of how much “synthetic” oil is even in a bottle. Manufacturers only need to submit the formulas for new engine tests if more than 30% of the mixture is synthetic.

“Ask the questions. What is the performance I will see?” he said in a challenge to fleets. “Challenge your suppliers. It’s all about the data.” □

## New Chevron Delo Grease ESI brings service intervals in line with those of HDEO

**SAN RAMON, Cal.** – Chevron has come out with a new extended service interval (ESI) grease that boasts improved performance while stretching service intervals to 30,000-35,000 miles (48,000-56,000 kms).

Jim Gambill, manager of direct marketing with Chevron, told *Truck News* that Delo Grease ESI was requested by customers who were enjoying ever-lengthening heavy-duty engine oil change intervals and wanted to enjoy the same benefits from a chassis grease.

“It’s the last cog in our extended service portfolio,” Gambill said. “Our customers actually pulled this one through. They really asked for this.”

Delo Grease ESI is non-synthetic, with improvements coming in the form of a premium base oil and the optimization of additive packages, Gambill explained.

“We think we have a great product here that will meet those drain intervals without the added cost of a synthetic.”

With engine oil intervals being extended on the latest generation engines, Chevron realized it was becoming increasingly cumbersome for fleets to pull trucks in for chassis greasing every 15,000 miles or so. The new grease has been extensively field-tested over an 18-month period and Gambill said as word of mouth spread, demand was so great that Chevron began selling its test stock to eager customers.

In addition to the long service life, he said the new grease has proven to excel in the areas of: water washout; corrosion and wear resistance; high temperature stability; and load wear index.

The new grease has also demonstrated excellent pumpability in warm environments, making it ideal for applications utilizing a centralized greasing system in a heated garage. Gambill admitted, however, that it may not be the best fit for Canada’s harsh winter weather. Instead, he recommended using Delo Grease ESI in the summer months and switching to an Arctic grease like Delo Grease EP with an NLGI grade of one in the winter.

Fleets using Delo Grease ESI will achieve a quick payback, Gambill noted, thanks to improved performance as well as reduced equipment downtime for servicing.

He pointed out fleets also get the peace of mind in knowing drivers are less likely to stop for

service when away from the terminal, where they may not receive a compatible grease.

“For over the road trucking companies, it’s not just about the downtime, it’s also about the consistency of getting the right grease in there,” Gambill pointed out. “If you have to re-lube at a service centre somewhere, you may not get the same grease that’s in there and it may not be compatible. There are risks when drivers are trying to manage this in the field.”

Chevron Delo ESI will be available in Canada and the US in late June. □

– For more on oils and lubricants, see page 74.

classifieds CLASSIFIEDS classifieds classifieds classifieds classifieds

**Classifieds**

**Liquid Capital Midwest**  
THE FACTORING PROFESSIONALS

**“Cash for Invoices IMMEDIATELY”**

Credit Insurance • Equipment Financing  
Professional Credit and A/R Management  
Bad Debt Collections Service • Fuel Cards

**Partner with the BEST to ensure your SUCCESS**

**1-877-653-9426**

www.liquidcapitalmidwest.com  
riacobelli@liquidcapitalcorp.com



**A-Z TECHNICAL BLDG. SYSTEMS INC.**

**TOLL FREE 1-877-743-5888**  
www.a-ztech.on.ca

299 Mill Rd., Unit 1510 Etobicoke, ON M9C 4V9  
Wally Loucks (416) 626-1794 Fax: (416) 626-5512

**Lease To Own**  
Commercial, Industrial and Residential,  
Garages, Workshops, Equipment Storage,  
Warehouses, Offices, Quonsets.

**Before you build CALL or WRITE**  
26 Years in the Building Business  
299 Mill Rd., Unit # 1510, Etobicoke, ON M9C 4V9  
Phone (416) 626-1794

E-mail:  
kpenner@trucknews.com

**\$99.00**  
Copy only

**\$129.00**  
w/Picture

Ad runs one month

Also On-Line at:  
www.trucknews.com



# IT'S ALL GO

for the

# PMTC

# CONFERENCE

## JUNE 23-24, 2011

### CONFERENCE FEATURES:

- EDUCATIONAL SEMINARS ON CURRENT INDUSTRY ISSUES
- NETWORKING SESSIONS
- PMTC - HURON SERVICES DRIVER HALL OF FAME
- PMTC - 3M VEHICLE GRAPHICS DESIGN AWARDS
- PMTC - ZURICH PRIVATE FLEET SAFETY AWARDS

**Kingbridge**  
Conference Centre & Institute

### THURSDAY, JUNE 23

- 9:00 a.m. Registration & Continental Breakfast**
- 10:00 a.m. Seminar I: The Regulatory Update**  
We kick off the 2011 educational conference with an informative review of current regulatory issues that affect the trucking community. This wide-ranging discussion will address trucking and labour related issues, cross-border security, and proposed changes to U.S. & Canadian regulations.
- 11:30 a.m. PMTC – Huron Services Driver Hall of Fame Luncheon**  
During this luncheon we will induct some special drivers, each of whom has accumulated a truly exceptional safety record over many years. This annual event is a key opportunity to recognize and appreciate the best of the best.
- 1:30 p.m. Seminar II: The Fleet Security Seminar**  
If your fleet hasn't dealt with theft, hi-jacking, or similar crimes you may simply be one of the few lucky ones. But that kind of luck can't last forever. This seminar will examine current levels of criminal activity affecting trucking and describe some best practices to keep your drivers and trucks safe.
- 2:45 p.m. Seminar III: The Vehicle Safety Systems Review**  
State of the art safety equipment is available to today's truck fleet, but do you know what will work for your fleet? Our experts will describe the current products and the science that designed it, and (hopefully) even give us a peek at what is coming next.
- 3:30 p.m. Refreshments with our Exhibitors**  
Come and meet our exhibitors and conference supporters in a relaxed, enhanced display area. Talk with your colleagues and look at new ideas over a drink and some snacks.
- 5:30 p.m. The Chairman's Dinner & Entertainment Evening**  
We'll close out the first day over dinner, during which we will present the PMTC – Zurich Private Fleet Safety Awards to some of our best in class fleet operators. Following dinner, loosen your belt and get ready for some laugh out loud stand-up comedy.

### FRIDAY, JUNE 24

- 8:00 a.m. Registration and Coffee**
- 8:45 a.m. Seminar IV: The Human Resources Factor**  
Who wouldn't agree that human resources are the most important single factor in fleet operations? It's our people that make us successful. In this seminar we will learn from Canada's leaders in human resources research and strategy development specifically for the trucking community.
- 9:30 a.m. Seminar V: The Value Proposition in Driver Training**  
Think your drivers already know everything? Think further training is nothing more than a cash drain? Then you need to hear from the experts who will explain how a well thought out driver training strategy can put money in your pocket.
- 10:30 a.m. Seminar VI: Attacking Driver Fatigue**  
Driver fatigue is the cause of many more accidents and collisions than we know, simply because it is seldom reported as such. One progressive PMTC member will explain the Fatigue Monitoring Program they are conducting with the co-operation of their drivers, the results to date, and why those results may drive them to change their business model.
- 11:30 a.m. Reception with our Exhibitors**  
One more opportunity to meet with our exhibitors and conference supporters, and collect the contact information you will need to follow-up with them after the conference.
- 12:30 p.m. Closing Luncheon & Vehicle Graphics Awards**  
The annual PMTC – 3M Canada Vehicle Graphics Design Awards are the feature of this closing luncheon. Join us as we celebrate creativity and imagination in vehicle graphics – it's always the best show in town!
- 2:30 p.m. Conference Adjourns**

### PMTC 2011 ANNUAL CONFERENCE REGISTRATION FORM

**3 WAYS TO REGISTER:** 1. EMAIL TO [INFO@PMTC.CA](mailto:INFO@PMTC.CA) 2. ONLINE AT [PMTC.CA](http://PMTC.CA) 3. FAX TO 905-827-8212

#### REGISTRANT INFORMATION

Name: \_\_\_\_\_  
 Title: \_\_\_\_\_  
 Company: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ Province: \_\_\_\_\_ PC: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Email: \_\_\_\_\_

#### Additional registrants:

1. \_\_\_\_\_ 3. \_\_\_\_\_  
 2. \_\_\_\_\_ 4. \_\_\_\_\_

#### INDICATE HOW MANY WILL ATTEND EACH EVENT

THURSDAY	FRIDAY
_____ Seminar I: The Regulatory Update	_____ Seminar IV: The Human Resources Factor
_____ PMTC – Huron Services Driver Hall of Fame Luncheon	_____ Seminar V: The Value Proposition in Driver Training
_____ Seminar II: The Fleet Security Seminar	_____ Seminar VI: Attacking Driver Fatigue
_____ Seminar III: The Vehicle Safety Systems Review	_____ Reception with our Exhibitors
_____ Refreshments with our Exhibitors	_____ 3M Vehicle Graphics Award Luncheon
_____ Chairman's Dinner/Entertainment & Zurich Private Fleet Safety Awards	

#### CONFERENCE FEES

<b>PMTC Member Full Registration</b> \$445 + HST = \$502.85 Fee includes all events and meals	<b>Non-PMTC Member Full Registration</b> \$495 + HST = \$559.35 Fee includes all events and meals	<b>Spousal Plan</b> \$150 + HST = \$157.50
<b>Hall of Fame Luncheon Only</b> \$150 + HST = \$169.50	<b>Chairman's Awards Dinner Only</b> \$150 + HST = \$169.50	<b>Vehicle Graphics Luncheon Only</b> \$150 + HST = \$169.50

#### PAYMENT INSTRUCTIONS

Visa Card #: \_\_\_\_\_ Expiry: \_\_\_\_\_  
 MasterCard

Or make cheque payable to: Private Motor Truck Council of Canada  
1160 North Service Road East, Suite 115  
Oakville, ON L6H 7G3

**Note:** Those cancelling prior to June 1, 2011, will be entitled to a refund less a \$50.00 processing fee. No refunds will be offered after June 1, 2011.

Questions? Call 905-827-0587 or email [info@pmtc.ca](mailto:info@pmtc.ca)

#### ROOM RESERVATIONS

Kingbridge Conference Centre & Institute – King City, Ontario  
Reservations can be made by calling the Kingbridge Centre directly at 1-800-827-7221.  
The room rate is \$180.00 per night plus tax.

Be sure to mention you are with the Private Motor Truck Council Conference.  
Rooms are allocated on a first-call, first-served basis, so reserve your room as soon as possible.  
If you have any questions regarding room reservations, please contact Kingbridge directly.

**OILS & LUBRICANTS**

**Castrol introduces Elixion synthetic HDEO**

**TORONTO, Ont.** – The newest member of the Castrol Heavy-Duty family of products has been introduced specifically to meet the industry’s need for a superior-grade oil that delivers optimal performance in the most demanding of conditions, the company says. Elixion 5W-30 CJ-4 is a full-synthetic diesel engine oil which delivers superior performance in both hot and cold extremes while allowing fleets and owner/operators to extend drain intervals and save on fuel costs, Castrol officials recently announced.



Elixion’s full-synthetic formula and stable viscosity offers flexible drain intervals. This results in less maintenance, reduced labour costs and less downtime. Its low friction grade also produces a 3-4% fuel cost savings, the company claims. Castrol is confident enough in these fuel saving figures to print them on the product’s label.

In order to ensure reliable performance in all conditions, Elixion went through five years of rigorous testing in various different environments. The result is a formula that is able to protect engines at extreme temperatures. Elixion prevents excessive thickening or thinning that often comes with very high operating temperatures and its exceptional cold-start performance not only puts less stress on the engine but it improves battery life and starter motor life, the company claims.

Elixion’s low volatility also allows for minimal oil consumption and reduced smoke and particulate emissions. This protects not only the engine but the environment as well.

Unlike conventional mineral oil formulas, Elixion was designed specifically to fight the shearing process that normally takes place in the engine. This shearing down causes a lubricant to lose its viscosity which, in turn, can lead to premature wear and tear and engine failure. Elixion’s advanced shear stability protects against permanent viscosity loss.

Elixion’s formula complies with all OEM spec’s. “We consulted with every major OEM to ensure the we not only met, but far exceeded their minimum requirements,” said Mark Pagnanelli, commercial sales and marketing manager with Wakefield Canada. Wakefield Canada is Castrol’s exclusive sales, manufacturing and marketing partner in Canada. □

**Shell brings ultra long-lasting coolant to Canada**

**MONTREAL, Que.** – Shell’s newest extended life coolant (ELC), designed to run more than 960,000 kilometres without an extender, is now available in Canada.



The company announced at Ex-poCam that its Shell Rotella Ultra ELC, introduced first in the US last August, can now be purchased north of the border.

“The inclusion of Shell Rotella Ultra ELC in the coolant portfolio for Canada is an important part of the continued growth and development of the Shell Rotella product line,” said Mark Reed, global brand manager for Shell Rotella.

“This further strengthens our position as technology leaders by providing a diverse line of coolants and engine oil products that are designed to meet the challenges of today’s and future heavy-duty engines.”

The new coolant is nitrite-free, making it a good fit for the newest generation engines, which contain more aluminum parts that can be corroded by nitrite-containing coolants, said Dan Beaudin, B2B direct marketing manager, fleets, with Shell Canada.

He also noted the new coolant is ideal for hotter-running engines, including those using exhaust gas recirculation (EGR).

While Rotella Ultra ELC will carry a premium price, it will be recovered over the life of the

product, especially since the user doesn’t have to purchase an extender, Beaudin noted.

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

It’s available in two formulations: a ready-to-use pre-diluted 50/50 mix and a concentrate, which must first be mixed with demineralized water.

Rotella Ultra ELC rounds out Shell’s coolant line, which also includes Rotella ELC (providing protection for more than 960,000 with an extender required at 482,803 km) and Rotella Fully Formulated (providing protection for up to 402,336 km, provided the user monitors and maintains SCA additive levels). For more info, visit [www.rotella.ca](http://www.rotella.ca). □

**TRUCK NEWS On-line Recruitment Centre**

POWERED BY **driverlink**

Enter your resume directly at [www.trucknews.com](http://www.trucknews.com)

This information is entered on an online database which is viewed by companies looking for drivers. Finding the best carrier to work for isn’t easy but maybe we can help.

First Name \_\_\_\_\_ Last Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ Prov/State \_\_\_\_\_

Postal/Zip \_\_\_\_\_ E-Mail \_\_\_\_\_

Home Tel \_\_\_\_\_ Cell \_\_\_\_\_

**Best way to contact me:**  Home Tel  Cell  E-Mail  Other \_\_\_\_\_

**Work Preferences:**  Owner Operator  Hwy Team  Hwy Single/Company Driver  
 Local  Lease Purchase  Driver Trainer  Moving  Other \_\_\_\_\_

**Owner Operator?** Manufacturer \_\_\_\_\_ Year/Model \_\_\_\_\_ Engine/Size \_\_\_\_\_

**Preferred Trailer Type (check all that apply):**  Flatbed  Heavy Hauling/Specialized  Moving Van  
 Tanker  Straight Truck  Super B  Reefer  
 Van  Other \_\_\_\_\_

**Trailer Type Experience (check all that apply)**  
 Flatbed  Heavy Hauling/Specialized  Moving Van  
 Tanker  Straight Truck  Super B  Reefer  
 Van  Other \_\_\_\_\_

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

License # \_\_\_\_\_ Exp. Date \_\_\_\_\_ Prov/State Issued \_\_\_\_\_ Type \_\_\_\_\_

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

Last Employer \_\_\_\_\_

Name \_\_\_\_\_ Company City \_\_\_\_\_ Prov/State \_\_\_\_\_

Tel \_\_\_\_\_ Start/End Date \_\_\_\_\_

Job Description \_\_\_\_\_ Reason for Leaving \_\_\_\_\_

**Certification/Training:**  
 Doubles/Triples  Air Brake Adjustment  Over-Size Loads  Hazmat  Air Brake (Drive)  Tankers

Name of School \_\_\_\_\_ Name of Course Completed \_\_\_\_\_

City \_\_\_\_\_ Prov/State \_\_\_\_\_ Start/End Date \_\_\_\_\_

Can you lift 50lbs?  Yes  No

**Cross Border Travel:** I am able to cross the Canada/U.S. border to haul International loads  Yes  No

I am willing to cross the border  Yes  I am FAST approved  Yes  No

Would you like to be contacted by driver agencies?  Yes  No

By filling out and signing this application, I agree to abide by Driverlink’s terms and conditions and consent to the use of personal information according to the Driverlink privacy policy.

Signature \_\_\_\_\_ Date \_\_\_\_\_

Driverlink is proud to protect the privacy of your personal information as required under federal privacy laws. If you would like to see a copy of our privacy policy, please go to [www.driverlink.com/privacy](http://www.driverlink.com/privacy). If you would like a printed copy of our privacy policy, please call us at 1-800-263-6149 and we will be happy to mail one to you.

**Largest database of Driver and Owner Operator jobs in Canada**

**FREE**

Thank you, I found the job that I was looking for and it pays really well. Your company provides an excellent service! I was surprised when I started to receive calls in 1 week, 6 calls!! Keep up the good work!

Quote from Sam  
Actual  
Driverlink user



**Apply Today!**

[www.driverlink.com](http://www.driverlink.com)

**1.800.263.6149**



**TRUCK NEWS CAREERS** On-line [www.trucknews.com](http://www.trucknews.com)

By Mail: 6660 Kennedy Road, Suite 205,  
Mississauga, ON L5T 2M9

By Phone:  
800-263-6149

By Fax:  
866-837-4837

**MAIL**

## Ontario wheelbase restrictions not very green

**Dear Editor:**

I operate a small trucking company out of Nova Scotia throughout North America. I have purchased five 2010 Peterbilt Model 389 trucks with 63-inch sleeper berths.

On the spec for these trucks, I spec'd the Peterbilt Comfort Class HACC battery-operated system, which uses a diesel-fired heater in the winter and an ice bank and battery bank for cooling in the warmer months.

Thus Peterbilt engineering came back with a build of a 265-inch wheelbase truck for this setup. To make a long story short, this is legal or can be made legal everywhere but in Ontario.

Quebec and B.C. will sell permits to operate. My problem has been that because I decided to go ahead and upgrade from older, dirty trucks to new more environmentally friendly equip-

ment, I am now breaking the law in Ontario.

As you can imagine with an investment of nearly \$800,000, I am very frustrated with a law that I feel has no safety relevance. I am told that if I want to operate legally with these tractors, I would have to haul 48-ft. trailers instead of the 53-footers that we pull now.

Talk about going backwards. This is a province that is issuing permits for LCVs as we speak to try and get more freight on a power unit – not less. All of my trucks come in under 75 feet of overall length. So why is there not an exception or at the very least a permit? Trying to look good and go green does not pay in Ontario! □

**Dave Sarsfield**  
**Sarsfield Transport**  
 Via e-mail

## Don't push EOBRs on all of us

**Dear Editor:**

Now I know David Bradley, his cohorts at the CTA, and anyone else pushing for the mandatory use of electric on-board recorders (EOBRs) for all carriers, thinks that we truck drivers are just plain stupid.

Any argument to the contrary is useless lip service. But regardless of how dumb they think we are, we're not gullible enough to buy that EOBRs will give us more time to complete our driving by better managing our time. Do you really think we're buying this?

EOBRs may make sense for safety purposes for carriers with poor records, but don't push them on the entire industry. Increased costs, lost profitability and flexibility for small and medium carriers is all that is going to be achieved with EOBRs. But then the directors in the CTA,

OTA, and the like, most certainly have that in their agenda for a "level playing field."

As a small fleet owner that trucks himself every day, myself, as well as all my peers in the industry, are getting very tired of new regulations coming down the road every time we turn around. Speed limiters, EOBRs, sleep apnea testing, cell phone and CB bans. Keep it up! See how many truly classy and professional drivers you have left in the industry. Pretty soon it won't be many. We will all go operate a pay loader in a pit or work in a shop somewhere while the industry fills our jobs with more mirror fogging, steering wheel holders. Then see what your highway safety stats look like. □

**Dave Gunson**  
**Gunson Transport Ltd.**  
 Via e-mail

## Unavoidable en route defects should not hurt CVOR

**Dear Editor:**

During a Level 2 inspection on March 16, I was placed out of service. But just as quickly, I was placed back into service. I had properly done a pre-trip as I have countless times. Everything was in excellent working condition on an older trailer. No defects of brakes, brake stroke, lights, blinkers, suspension structure or body and frame of trailer. Everything continued to be good en route...up until I entered the scales east of Windsor, Ont.

A failure of the left blinkers on the trailer occurred, which were working fine last time they were used in Windsor. I quickly fixed the defect, caused by a bad ground pin not making connection with the electrical housing, in view of the officer.

I was not ticketed for the defect... but for it to remain on my CVOR is quite daunting – not to mention career challenging if seeking other future employment in the industry. A driver should be shown some discretion with a minor defect that can occur beyond his control, due to the ramifications it can have on a driver's career.

I have no question as to why scale avoidance is becoming more of an issue since there seems to be no standard in terms of enforcement. Instead, it is all at the officer's discretion. There is no fairness in being ticketed or placed out of service and a career tainted for something out of his control. □

**John Capling**  
**Stratford, Ont.**  
 Via e-mail

## Driver courtesy a thing of the past

**Dear Editor:**

I used to be proud to be a driver but not so much anymore. The other day I was going up Hamilton Mountain when a truck that was in the third lane tried to force me into a truck in the slow lane.

I find that too many drivers nowadays follow too closely and don't signal. Gone are the days of polite drivers. Everyone is out for themselves. □

**Donna Norton**  
 Via e-mail

## Kudos to professional drivers

**Dear Editor:**

Being a part of the transportation industry, I know all too well that truckers don't get the credit they deserve. In January, my husband left Edmonton, Alta. for an RV trip to Texas and points south for a few months.

When he left I told him if he ever needed assistance he could always ask a trucker. He was somewhat skeptical. He parked many nights at truck stops and soon reported to me that the truckers were just super great guys – they helped with directions and road tips, weather conditions, etc.

He had a breakdown and truckers stopped to make sure he was okay. Coming home and hitting a snowstorm, truckers invited him to join them so he would have help close by.

His own words were: "Man, those drivers are just awesome." And yes, they are. Too often we stereotype them and we forget the skills they use every day to get the product out there and delivered.

So thanks to all the truckers out there and keep up the good work. □

**Patricia Wheeler**  
**Overland Container Transportation Services**  
 Via e-mail

## N.S. plan would only affect 10% of projects

**Dear Editor:**

In response to your recent article (*Nova Scotia looks to bring roadwork in-house, threatens to kill 80/20 rule*, *Truck News*, April), I would like to address a discrepancy.

Your article implies that the N.S. government is planning "to kill the so-called '80/20' rule" for road building projects and that is simply incorrect. The key detail that has been omitted here is that this only applies to a small percentage of N.S. road building operations.

The N.S. government is not looking to monopolize the road

building industry. They are however, proposing to accomplish less than 10% of their overall road building operations with their own equipment.

For the less than 10% of Nova Scotia's road building operations they are proposing to complete in-house, the 80/20 rule will not apply.

The 80/20 rule still applies to the 90% of tendered capital projects to be completed throughout the province. □

**Sheldon MacIntyre**  
**President, Inverness County Truckers Association**  
**Kingsville, N.S.**

## Introducing

### Southern Ontario's

# Well-Worth®

PROFESSIONAL PERFORMANCE PRODUCTS

## Distributor

## Over 300 Products

of high quality  
 Aerosols,  
 Cleaners,  
 Gas and  
 Diesel  
 Additives  
 for the  
 Professional  
 Technician








**AA Exhaust Systems**  
 480 Grays Rd., Unit #4  
 Hamilton, L8E 2Z4  
 Your Environmental Solution Provider  
**1-800-461-2495**  
 Phone: 905-578-4303 Fax: 905-578-4318  
 www.aaexhaust.com  
 E-mail: exhaustman@aaexhaust.com

Mark Dalton: Owner/Operator

# An eye for an eye

By Edo van Belkom

**THE STORY SO FAR:**

Mark is heading to Vancouver when he gets a call. One of Bud's drivers was attacked while helping a supposedly stranded motorist on the highway to Prince George. Mark takes the load, but drives to Vancouver first to drop off his load and visit the driver in the hospital. Earl Purcell is beaten badly and his account of the story gives no reason why three men would attack in such a vicious way. He's vowed to stop driving and Mark is saddened by this because it was something the man obviously enjoyed. Mark tells Earl he'll do what he can to see the men pay for their actions.

On his way to pick up the load Mark makes stops along the way asking people who drive the highway regularly to give him a call if they see anything suspicious. Later, driving the load south, he sees a woman in trouble on the side of the road. He's afraid to stop at first, but in the end he stops to help, hoping it's the right thing to do...

It turned out that Mark had nothing to fear at all. The woman was a hockey mom who'd gotten a flat on the way home from her kid's game. Mark changed the tire for her and refused when she offered him money...at first.

"I insist," she said, sticking a \$20 bill in his palm.

"Alright," Mark said. "I'll make sure it goes to a good cause."

Then with a handshake and a nod, Mark was soon back behind the wheel of Mother Load. Somehow, he was riding higher in the seat now, with his shoulders back and his chest thrust out. Although he'd been hesitant about helping the woman out, it felt good now that he'd done it. After all, it was still the right thing to do, no matter how many bad things happened to drivers on the side of the road.

He drove through the night and crossed the border at five in the morning, driving on for several more hours to make his delivery in Eugene, Oregon. He was a day overdue and there were people on the loading dock in a hurry to get the truck unloaded, but no one seemed too upset by his lateness. Everyone knew the situation and wanted to know how Earl was doing. With all the questions and talk, it was an hour and a half before Mark was able to pull Mother Load away from the dock.

Back on the road, Mark called up Bud to make sure that the money for the load would go to Earl and his family.

Bud laughed at the suggestion. "I was

probably going to do that anyway."

"And add an extra \$20 to it."

"Where's that money coming from?"

"A lady in distress," Mark said. "You can take it off my next load."

"Will do," Bud said, giving Mark a choice of three loads, two heading back to Ontario and one going from Seattle to Prince George.

"That's the one," Mark said.

"I figured it would be."

It was two days since Mark had been through central British Columbia and five days since the roadside attack on Earl Purcell but no one had called with any information about the thugs. Mark figured he'd spoke with more than 20 people and they must have spread the word to at least 20 or 30 more, but Mark's cell phone had been silent. Even the CB radio, awash with talk about the attacks just a few days before, had moved on to talk about the Canucks and Flames and when, if ever, the Stanley Cup might come back to Canada.

At a truck stop two hours north of Vancouver Mark made the rounds, but no one had any news other than it looked like Earl was going to make a full recovery. Even so, he still had no plans to get back on the road.

"It's a shame," one driver said, a bearded man in black-rimmed glasses. "A man like that should at least be able to decide when he wants to quit."

"Could be worse," Mark said.

"Yeah, how?"

"He could have died."

"Sure, but you can say that about anything."

Mark had no response to that. After all, how bad does a situation have to be when death is the only thing that's worse? Just then, someone's cell phone rang a few tables over. An older driver – the kind you'd think wouldn't even have a cell phone – reached into his pocket and pulled out a Blackberry. No one paid much attention at first, but when the old-timer said, "And they're there right now?" the coffee shop fell silent and everyone tried to listen in.

"You sure it's them? Same grey Buick?"

The shop was so quiet Mark heard someone fart at the other end of the room. Obviously other drivers had spread the word just like Mark had, putting thousands of eyes out on the B.C. highways looking for three thugs in a grey Buick. The man hung up his phone.

Everyone in the place waited in silence.



Illustration by Glenn McEvoy

"That was a buddy of mine," he said. "He says the guys who did Earl are out on the highway again. Same car, hood up and two guys in the back seat."

He didn't have to say anything more. The coffee shop was suddenly awash with movement as every driver in the room jumped from his seat and headed for the door. It was a mob, Mark realized, an angry mob and someone was going to get hurt, maybe even killed.

That wasn't what Mark had had in mind. He'd wanted justice, not a lynching. If these angry drivers wound up killing one of these thugs, it would be bad news all around...for the trucking industry, for the justice system, even for humankind. Something had to be done, if not to stop the mob, then to at least slow it down a little. Mark made a phone call, then ran to Mother Load.

He knew he was in the right place when just five miles up the road he came across a long line of trucks parked on the shoulder. There were pick-ups and big rigs, and everything in between, but Mark managed to find a spot for Mother Load on the opposite side of the highway, allowing him to be on the scene quicker than those parked further away.

Mark ran across the highway and came upon the angry mob. The truckers were standing in a rough semi-circle around one thug who was holding the crowd back with a tire iron. There was a look of fear on his face, sheer terror, but he didn't seem to be backing down any. He was slashing his tire iron wildly at the encroaching drivers, intent on hurting a few of them before they closed in. The other two thugs had wisely decided to remain in the car, looking like frightened children hiding from a monster.

'This is not going to end well,' Mark thought. Given enough time the mob would beat the three men to death leaving a stain on the highway far darker and bloodier than that of the original incident. Mark heard police sirens approaching.

'Thank God,' he thought.

But as much as he wanted the police to intervene and for the justice system to take over, he didn't want all that to happen too quickly.

And so when the RCMP officers got out of their cruiser Mark was there to meet them.

"Thank God you're here," he said. "I'm the guy who called for you, do you need my name or contact information?"

The officers tried to brush Mark off, but he was having none of it. "My name is Mark Dalton," he said. "My mailing address is..."

"Later," said one of the officers, trying to brush past.

Mark moved to the side, blocking the policeman's way.

"Stand aside!" the second officer said. Mark moved, but not much. Some of the other drivers must have realized what Mark was doing because they joined in beside him, forming a wall of men between the police and the thugs.

"I called too," said one of the drivers.

"Me too. I need to give my name."

The blockade continued on for several more seconds with the police getting frustrated to the point where they might use force to break through the line. But then Mark heard the unmistakable ting of a tire iron hitting the pavement, followed by the satisfying sound of a fist striking flesh. Again and again. Then a car door opened and someone was being dragged over the asphalt. Mark could hear boots hitting bodies and then the distinctive snap of ribs being broken.

'That's enough,' Mark thought, stepping aside.

"They're all yours, boys!" he told the police. □

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*  
brought to you by  
**MICHELIN NORTH AMERICA (CANADA) INC.**



# LA TRUCK LUBE & WASH

DRIVE-THRU OIL CHANGE AND WASH BAYS

SPRING **2011** SPECIAL

MAY AND JUNE 2011

CASTROL TECTION  
EXTRA 15W-40 CJ4

**FREE** GIFTS WITH PURCHASE



**Castrol Tection Extra**

**Helps Extend Diesel Engine Life**

**Use Castrol Tection Extra 15W-40 on your next oil change and receive a pair of work gloves, a tube of 5th wheel grease FREE and a 4 litre jug of oil FREE!**

Also Available



**Now open 24 hours a day  
7 days a week! Free Tea  
and Snacks while you wait.**

**SYNTHETIC GEAR OIL CHANGE: \$359.00**

**(up to 38 L's) Filters Extra**

**Includes both differentials & transmission**

**OIL CHANGE SERVICE, GREASE JOB,  
LEVEL CHECK AND COMPLETE INSPECTION  
\$200.00 (most motors) We use Fleetguard filters**

**Truck Wash \$25.00 with oil change service**

**71 Stafford Drive,  
Brampton, L6W 1L3**  
(minutes from Hwy. 410 and Steeles)

**Call: 905-451-9162  
Cell: 416-953-9162 Raja  
latrucklube@yahoo.ca**

TSQ

**MILTON, Ont.** – While truck stops are intended to be a safe place where drivers can eat, shower, refuel and rest, they can also be a breeding ground for some less-than-savoury characters.

As such, it's not uncommon for a driver to see something he might label as "suspicious" during a routine stop. But the question is how to deal with what they're seeing.

In one incident from 2007, a security chief for Milton, Ont.-based Truck Town Terminals went with his gut when he saw a car and tractor-trailer illegally parked, and his actions resulted in the seizure of \$8 million in cocaine (see cover story from this issue).

But are truckers themselves willing to play the hero? We went to the Fifth Wheel Truck Stop in Milton, Ont. to see if drivers would get involved if they saw suspicious activity at a truck stop.



**Truck Stop Question?** Would you get involved if you saw suspicious activity at a truck stop?

ADAM LEDLOW



**Claude Laur**

**Claude Laur**, a veteran trucker driving for Load One out of Taylor, Mich., says he is likely to leave security matters up to the professionals rather than "play Rambo."

"I really don't want to get shot, but I would report it to security; that's what they're for," he says.

"I'm American and I travel in Canada and Canada doesn't allow me to carry a gun or any weapons; pepper spray or any kind of weapon. I look at it this way: it's up to them to protect me while I'm a guest in their country. I can't carry that stuff or they won't let me back."

**Marty Sherk**, a Canadian driver working for Jacksonville, Fla.-based Landstar Ranger, says that if it the suspicious activity in question doesn't involve a child or a woman,



**Marty Sherk**

he's likely to do nothing.

"Basically, I wouldn't get involved unless there was a reason. If I just saw someone dinking around with a truck, I wouldn't really say much. I've seen a lot of weird happenings. You name it, I've seen it," he says.

"I haul big, expensive machinery and I just come into the truck stops to eat, maybe, and that's it. I try to stay out of them because there's always something going on."



**Abe Hibert**

**Abe Hibert**, a driver with G2 Logistics out of Winnipeg, Man., says if he saw something suspicious, he would definitely get the cops involved.

"I carry a hammer with me here, that would be about the only thing I have for my protection if need be. Other than that, I'd have to rely on the police to help me out. I haven't had to use the hammer yet and I don't intend to."



**Gary Patcheson**

**Gary Patcheson**, a driver with Hillman's Transfer out of Sydney, N.S., says he would likely report it if he saw something fishy, especially because of the value of his own freight.

"There is some stuff that may not be important to everyone, but is definitely important to someone. I probably would watch them and if they were suspicious to me and if it warranted it then, yeah, I would say something," he says.

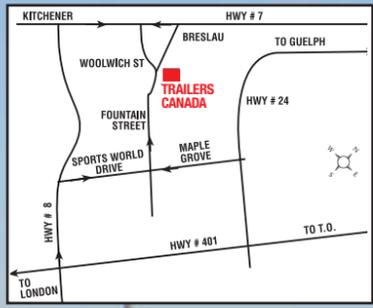
For his own protection, Patcheson tries to park in a well-lit area with the most trucks, and also makes sure to take his cell and wallet with him and always locks his truck. □

– Have an idea in mind for a future Truck Stop Question topic? Send a message via Twitter to @adamledlow or e-mail adam@transportationmedia.ca.



**OVER 1000 TRAILERS ON ORDER. RESERVE YOURS TODAY!**

- SALES
- LEASING
- SERVICE
- PARTS



[www.trailerscanada.com](http://www.trailerscanada.com)

## Spring Finally Arrives!

*Over 46 Years In Business!*



**2012 STOUGHTON AVW 53' x 102" TRIDEM VANS**  
72" Hendrickson air ride, Aluminum roofs, Havco Composite floors, Dymondply III plastic lining, Logistic posts on 16" centers and all LED lights.



**2012 STOUGHTON 53' x 102" Z PLATE VANS**  
with Logistic slots, aluminum roofs, air ride (Hendrickson HKANT 40 and Holland CB4000) and all LED lights.

### NEW TRAILERS IN STOCK!



**2012 STOUGHTON AVW 53' x 102" HI-CUBE TANDEM VANS**  
Air Ride, Logistic posts, Aluminum roofs, Dymondply III plastic lining, and all LED lights.



**2011 WILSON 53' x 102" TRIDEM CFD900 COMBO DROP DECKS**  
Aluminum Wheels, Michelins, Tool Box, sliding winches, coil package and all LED lighting.



**2012 WILSON CF965 53 x 102 TANDEM COMBO FLATS**  
10'1" spread and (2) 2012 Wilson CFD900 48 x 102 Tandem Drop Combo Flats, 10' 1" spread.

### NEW WILSON FLATS IN STOCK!

**Did You Know** The rate of truck-involved fatalities on US highways fell to 1.17 per 100 million miles in 2009 - making that year the trucking industry's safest since the federal government began keeping track in 1975, according to reports released by the FHA and NHTSA.

**100's of Used Trailers Available!**  
*Immediate Delivery*

**QUEBEC** Claus Kruse - (514) 943-1880  
claus@trailconsales.com  
Gerard Bourret - (514) 949-0880  
info@gestionmatr.com

**PARTS** 1-800-799-4425  
Chris Pachereva or Rob Weyers  
Cell: (519) 240-1615

**1-800-799-4425 or (519) 648-2273**

**KITCHENER** Box 188, 5185 Fountain St. N.,  
Breslau, ON N0B 1M0  
Fax: (519) 648-3631  
Email: sales@trailerscanada.com

Conny Weyers - Cell: (519) 654-7984  
Donald Miller - Cell: (519) 242-5537  
Bruce McKie - Cell: (519) 575-0545

**100's of Used Trailers Available!**  
*Immediate Delivery*

**QUEBEC** Claus Kruse - (514) 943-1880  
claus@trailconsales.com  
Gerard Bourret - (514) 949-0880  
info@gestionmatr.com

**PARTS** 1-800-799-4425  
Chris Pachereva or Rob Weyers  
Cell: (519) 240-1615

# WE MAKE.

*Building custom trailers  
Since 1931*

**NOVA ENTERPRISES LTD.**  
Truro, NS  
(902) 895-6381

**UNIVERSAL TRUCK AND TRAILER**  
Dieppe, NB  
(506) 857-2222

**PIERQUIP, INC.**  
Mirabel, QC  
(450) 438-6400  
St. Nicolas, QC  
(418) 836-6022

**GLASVAN GREAT DANE**  
Alliston, ON  
(705) 434-1423  
Mississauga, ON  
(905) 625-8441  
Putnam, ON  
(519) 269-9970  
Whitby, ON  
(905) 430-1262

**MAXIM TRUCK AND TRAILER**  
Brandon, MB  
(204) 725-4580  
Winnipeg, MB  
(204) 925-6500  
Prince Albert, SK  
(306) 922-1900  
Regina, SK  
(306) 721-9700  
Saskatoon, SK  
(306) 657-5600  
Calgary, AB  
(403) 571-1275  
Edmonton, AB  
(780) 448-3830

**TRAILER WIZARDS**  
Coquitlam, BC  
(604) 552-0155

## CUSTOM IS OUR STANDARD.

**HAND MADE. AMERICAN MADE. CUSTOM MADE.**

WE MAKE TRAILERS BETTER, TO LAST LONGER, FOR YOU TO GET THE GREATEST RETURN ON YOUR INVESTMENT. WE BUILD A COMPLETE LINE OF INNOVATIVE TRAILERS IN LARGE-ORDER ASSEMBLY-LINE FASHION OR SMALL-NUMBER, HIGH-SPEC PRODUCTS THAT AREN'T ONE-SIZE-FITS-ALL.

WHEN YOU WANT TO MAXIMIZE YOUR OPERATION'S PERFORMANCE, LET WHAT WE MAKE, MAKE YOU.

[www.greatdanetrailers.com](http://www.greatdanetrailers.com)



**Great Dane**

# TURNER & SON & GRANDSON TRANSPORTATION



**BORN TO TRUCK**

Hard-working tires for hard-working truckers.

Generations of sons have trucked the good stuff  
on Firestone tires. There's a Firestone tire that's right  
for your job. Visit [firestonetrucktires.com](http://firestonetrucktires.com).

**Firestone**