

TRUCK NEWS

August 2011 Volume 31, Issue 8

Golfing
FORE
Wishes

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

Singing for a cure

Former driver writes
song to raise money
to fight cancer

By James Menzies

STIRLING, Ont. – Anne Finley still remembers when the song first began to take shape in her head. She was tarping a load last October just two weeks before her participation in the Ontario West version of the Convoy for a Cure when the lyrics came to her.

She scrambled down off the trailer and grabbed her cell phone and quickly recorded the first few verses of what would go on to be Convoy for a Cure – the song.

After securing her load and heading south towards Atlanta, Finley called Bill Petrie, bassist and producer for her band Anne Finley and Bar None.

"I let him know I had this idea for a song and 'I know it's two weeks before the Convoy, but do you think we can pull it together?' He was like 'Hell, yeah – absolutely,'" Finley recalled in an interview with *Truck News* shortly before performing the song at the Stirling Truck Show June 18.

Finley and Petrie hit the studio when she returned to Canada and she played an early version of the recording over the CB radio at the 2010 Ontario West version of Convoy for a Cure. The song was

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We take a peek inside
the first Cat CT660
vocational truck in Canada

CANADA'S CAT: J.F. Kitching & Son of Queensville, Ont. has been running this Cat CT660 – the first in Canada – all summer. The only drawback, its driver says, is that productivity has been reduced because everyone wants to take a peek inside whenever the truck is stopped.

Photo by James Menzies

By James Menzies

QUEENSVILLE, Ont. – The first Canadian Caterpillar CT660 is being put through its paces hauling aggregate to landscapers in the Stouffville, Ont. area by J.F. Kitching & Son, a family-run company that has played a key role in the truck's development.

As a longtime Caterpillar customer, J.F. Kitching & Son was selected by Cat to serve as a test fleet, and to operate what the company calls a "field follow" unit. There were five such units in the States, and Grant Kitching said it was an honour to be selected as the lone Canadian test fleet.

"We were pretty pleased that they chose us to represent them in Canada," he told *Truck News* during a recent visit to the company's facility north of Toronto. "There are a lot bigger fleets and a lot of other fleets across Canada that could have been doing the same thing we're doing, but they chose us and we were quite pleased to be a part of it."

J.F. Kitching & Son just took delivery of its CT660 about 30 days ago, but Mike Kitching and long-time mechanic Bruce Daily have been involved in the design process since long before the truck was first unveiled to the public in March.

"I went down to Peoria, Ill. with our mechanic – who's been with us for 42 years – and we gave our input on some of the designs and modifications they could make on the truck to improve it for the drivers and mechanics," Mike Kitching recalled. Suggestions like stainless steel door hinges and the placement of certain controls were adopted by Caterpillar. The company also provided valuable

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Truck show season is here

Show'n'shine results from
Stirling and Dryden inside



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- **Fire suits for HazMat haulers?:** A terrible accident has the family of a trucker calling for mandatory fire-resistant suits for HazMat drivers. But will it go anywhere? Page 12
- **Goodybye, Linda:** The industry salutes Linda Gauthier, the now retired, much respected leader of the CTHRC. Page 14
- **Till Theft Do Us Part:** After several false alarms, Mark finally gets his man. At least he thinks he does. Page 60

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Why dogs make the best travelling companions

I wasn't planning to write about this subject this month, but circumstances have warranted a short out-of-route detour.

I have just spent a sleepless night beside my eight-year-old mutt Monty, whose constant whimpering signaled, unmistakably, that the end is near. In just two short weeks something ('Bone cancer?' 'Hip dysplasia?,' the vet shrugged) has sucked his vibrancy from him, crushed his spirit and left him a whimpering mess. I administered pain medication in the middle of the night, but the relief was minimal at best, imagined at worse.

But I'm not writing about Monty to garner sympathy for him or for me. Rather, as a tribute to the dog lovers among you who travel daily with a four-legged companion. For many of you, I know that your canine companion is likely the best team partner you've ever had, even if they don't contribute much in the way of revenue-generating miles.

I have spent a lot of time driving with Monty, but our driving relationship got off to a rocky start. As a new dog owner, I was determined to bring him everywhere with me, including short jaunts to the store. One of our first trips was a quick run to Subway for sandwiches. I left him for a few short moments and



when I returned to the car, subs in hand, I noticed Monty was cowering in the back seat, guilt written all over his face.

I prepared to put the car into gear before the pungent smell explained my dog's sheepish reaction. I glanced all around for the evidence: back seats, passenger seats, rear and front floor mats. Nothing. Then it hit me like a kick in the teeth. I slowly stood, and sure enough discovered he had chosen the driver's seat as a home for his stinky deposit. You can imagine how long I spent scrubbing the cloth seat. I don't think I ever did eat the sub.

I eventually forgave Monty and continued to take him with me on short trips. But our greatest trip together – and possibly our best time together, period – was the four-day drive from Calgary back home to Ontario. I was initially reluctant to bring him with me by car; after all, he was now prone to car sickness. But lacking any real viable alternative, I decided to give it a shot.

Soon after we left Calgary city

limits, headed east on the Trans-Canada, Monty climbed up onto a suitcase I had in the backseat and that would remain his perch for the rest of the journey. I was aware that a sudden panic stop may have reduced him to a black smudge on my windshield – like so many bugs on the other side – but he was so content back there, I let him stay.

During our trip, we stopped at the occasional park or field to stretch our legs. I even welcomed the short breaks he imposed on me, despite the inconvenience. At nighttime, we checked into pet-friendly hotels and he burned his excess energy by jumping from bed to bed.

Never once did he complain about the long hours on the road or my choice of music. No wonder so many professional drivers prefer the company of a four-legged companion to that of another human.

I'll always have fond memories of that road trip.

But soon, it's now clear, I'll have to make the unenviable

trip to the vet that all pet owners dread. Six legs will walk in, attached by far more than just a leash. Two legs will walk out. It's the sad reality of pet ownership: they expire far too soon.

So, do me a favour and if you've got a four-legged pal riding shotgun with you today, give them a pat on the head for me and enjoy every mile. □

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Melting in the heat

All winter and spring, I have been hearing from carrier executives about the need to get aggressive on rates. Carrier executives were looking to a confluence of events – an improving economy, higher freight volumes and tighter capacity – to create the right conditions for significant rate increases.

This was no wishful thinking brought on by several years of downward pressure on rates, the likes of which the industry had not experienced in some time. Many transportation industry analysts were forecasting the same thing. Consider this statement from a report I recently read entitled *Domestic Transportation, Finding the Right Balance of Volume, Capacity and Pricing*: "Supply chain professionals who are responsible for securing transportation services – regardless of mode – are about to reap the benefits (or pay the price) for how strate-



gic and mutually beneficial their company's carrier relationships have been over the past two years. But make no mistake, costs are on the rise in either case. The only question is whether a company's increase will be closer to 2% or 20%." (The report, published by Tompkins Supply Chain Consortium, was written for the US market but it reads true easily enough for the Canadian market as well).

By April, the Canadian General Freight Index was showing signs motor carriers were indeed able to make good on rate increases. Up to that point increasing fuel prices were the major factor affecting rising truck

transportation costs for shippers but in April, the Base Rate Index, which excludes the impact of fuel surcharges, increased 1.1%.

The much-awaited upward momentum on rates was here at last. Or so it seemed. That momentum seems to have melted with the warmer weather. The latest economic and trucking indicators do not look particularly promising. Manufacturing output and new order growth weakened further in June, according to the *RBC Canadian Manufacturing Purchasing Managers Index*, a newly launched monthly survey, which offers a comprehensive and early indicator of trends in the Canadian manufacturing sector. The headline RBC PMI, a composite indicator designed to provide a single-figure snapshot of the health of the manufacturing sector, registered 54.8 in May, down from 56.3 in April. It fell again in June, down to 52.8. (Anything above 50 indicates a growing economy).

Across the border, US truck tonnage dropped 2.3% in May after a revised decline of 0.6% in April, ac-

ording to the latest data from the American Trucking Associations. Tonnage was up 2.7% year-over-year, but May's total was the smallest year-over-year gain since February 2010.

ATA economist Bob Costello believes truck tonnage in recent months shows the economy has hit a soft patch. Both Scotia Bank Group's senior economist Carlos Gomes, the opening speaker at our annual Profitability Seminar held in partnership with Dan Goodwill & Associates, and Robert Hogue a senior economist with RBC Royal Bank, who spoke at the recent SCL-CITA annual conference, forecast continuing but "unspectacular" growth for the economy. It all adds up to carrier executives having to work on their patience while hoping the analysts who believe the soft patch is a temporary event are right. □

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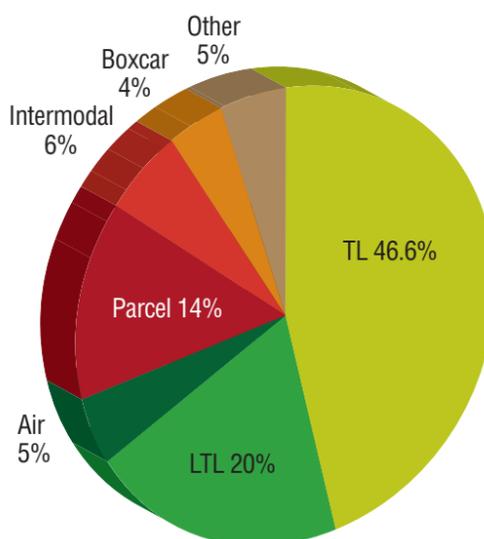
Did you know? The depth of changes in modal selection

Diminished capacity, stricter regulations, increasing equipment costs, a graying workforce, and a recovering but still shaky economy is placing transportation at a crossroads. The full effects of these factors won't be known for some time but some are already clearly evident. As shown in the report entitled *Domestic Transportation: Finding the Right Balance, Capacity and Pricing*, published by Tompkins Supply Chain Consortium, shippers during the recession moved to more cost-effective modes of transport-

tation. In fact, all of the more efficient modes have experienced noticeable increases in the past two years. This has happened almost entirely at the expense of air freight, which is down more than 9%, according to the report. The data is for the US market, but our own annual research is showing the same trend. More importantly for the future, the report forecasts that even though the trend of moving away from premium services (such as domestic air freight) is projected to continue, there is a second wave of modal integration that should gain even more momentum over the coming months: the migration of truckload freight to intermodal.

Over the past three years, over-

Transportation Mode Utilization (2011)



prevented TL carriers from investing in new equipment. Now they

	2009	Change by 2011
Truckload	44.0%	2.6%
LTL	16.0%	3.8%
Air	14.0%	-9.1%
Parcel	12.0%	2.0%
Intermodal	5.0%	0.9%
Boxcar	2.0%	1.9%
Other	7.0%	-2.2%

face the tough choice of continuing to make due by hanging on to old equipment or taking a chance on the uncertain recovery and investing in new equipment. □

CLASS 8 TRUCK SALES TRENDS

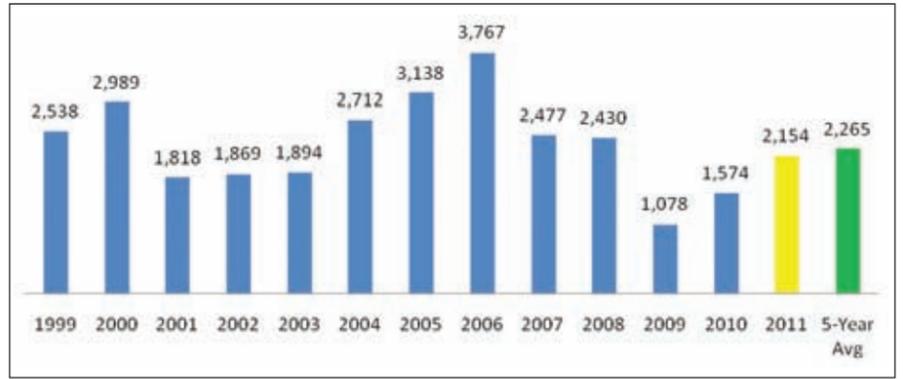
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Monthly Class 8 Sales – May 11

The 2,154 Class 8 trucks sold in the Canadian market this May continued the healthy upward movement in Class 8 sales for the second quarter. The total was an improvement over not only the severely depressed 2009 totals for the month but also May 2010. More significantly, the recent trend of surpassing the monthly totals set back in 2001, 2002 and 2003 continues. The month came in just about 100 trucks short of the five-year average for truck sales, also an encouraging sign.

OEM	This Month	Last Year
Freightliner	468	277
International	444	416
Kenworth	448	342
Mack	174	83
Peterbilt	257	168
Sterling	0	30
Volvo	186	153
Western Star	177	105
TOTALS	2154	1574

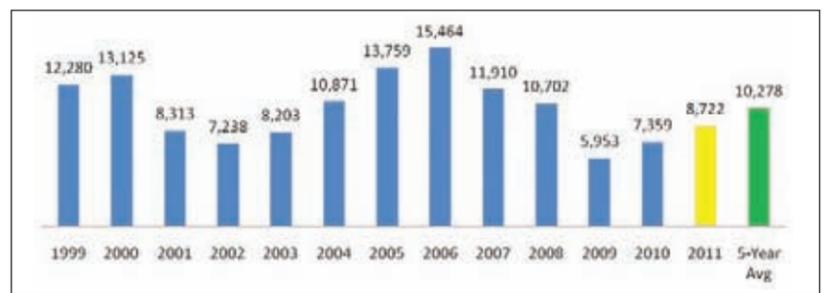
Historical Comparison – May 11 Sales



Class 8 Sales (YTD May 11) by Province and OEM

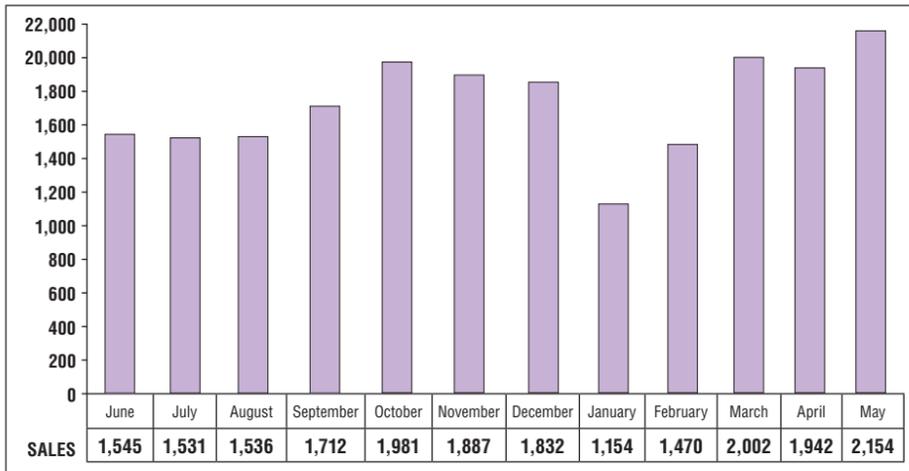
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	124	220	65	182	1,232	373	123	34	0	11	2,364
Kenworth	142	532	104	85	273	367	44	0	0	0	1,547
Mack	20	84	43	47	279	91	13	10	0	6	593
International	144	298	31	127	579	439	111	48	8	29	1,184
Peterbilt	72	308	65	67	225	152	52	10	0	0	946
Volvo	53	79	23	117	346	181	45	31	0	4	879
Western Star	141	186	30	19	79	82	20	14	1	7	579
TOTALS	696	1,702	361	644	3,013	1,685	408	147	9	57	8,722

Historical Comparison – YTD May 11



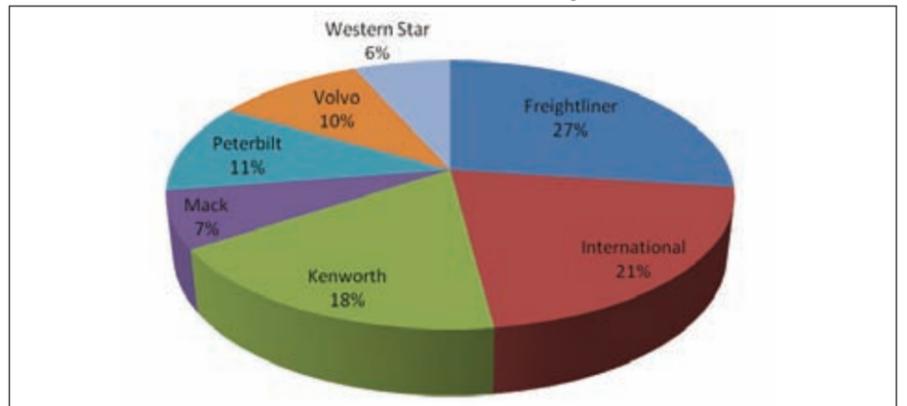
So far the YTD sales totals are significantly better than the sales figures posted in both 2009 and 2010 and also better than the results after the first five months of 2001, 2002 and 2003. The YTD totals are about 1,500 units off the five-year average but still far below the industry's greatest growth years of 2004 to 2008 and also behind the sales totals of 1999 and 2000, which indicates trucking in Canada may still be a year away from true strong growth.

12 - Month Sales Trend



May is now the strongest month of the past 12-month period, climbing above 2,000 Class 8 trucks sold. This is the second time this year that Class 8 sales have managed to rise above 2,000. April was close with sales of 1,942 Class 8 trucks. 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 and then April and May.

Market Share Class 8 – May 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 continues to hang on to that lead. It now stands with a commanding 27% lead, a 2% drop from the previous month, but still far ahead of International, whose market share has been on the decline over the past year, although it is now holding steady at 21%. Kenworth's numbers are also a drop from its 19% market share at the end of 2010.

Source: Canadian Motor Vehicle Manufacturers Association

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(8) 2003 MANAC 48' QUAD AXLE VANS
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IN BRIEF

Markel merges with two sister insurers

TORONTO, Ont. – Markel Insurance and its two sister companies Lombard Insurance and Commonwealth Insurance have been combined to operate as one entity, Northbridge Insurance.

The three organizations have been sister companies for 17 years, but have been operated independently.

Federated Insurance will continue to operate as the company's captive agency distribution arm, the company announced.

"This is an exciting time for us," said Silvy Wright, president and CEO of Northbridge. "By combining the strength of our talent, the diversity of our products and leveraging the scale of our operations as one company, we will be better positioned for long-term growth."

Rick Geller has been named vice-president, risk services of Northbridge Insurance.

"The new Northbridge will continue its proud history of supporting the transportation industry," he told *Truck News*. "Going down the road we are very excited to offer even more insurance services that will look after all of your needs from property, liability, cargo to trucking, so you can continue to concentrate on what you do best."

Northbridge is one of Canada's leading commercial insurance companies, with \$1.3 billion in premiums. It's a wholly owned subsidiary of Fairfax Financial Holdings.

Markel policyholders will not be affected, the company said in an FAQ on its Web site www.northbridgefinancial.ca.

"At this time everything remains the same. We will keep you informed of any changes, as they happen," the company advised. A detailed FAQ and other information is available on the company's Web site. □

Study looks at handling of senior drivers

WATERLOO, Ont. – A new study has highlighted inconsistencies in how provinces licence older drivers, a contentious issue in the trucking industry – especially in Ontario, where commercial drivers are required to do an annual road test after reaching the age of 65.

The study, conducted by researchers Anita Myers from the University of Waterloo, Brenda Vrkljan of Mc-

Master University and Shawn Marshall of the University of Ottawa, found that requirements for licence renewal, reporting practices and appeals processes as well as options for restricted licences largely depend on where someone lives.

The study was funded by the Ontario Neurotrauma Foundation and Transport Canada, and revealed a patchwork of regulations and requirements across Canada. Incidentally, 2011 marks the year Canadian baby boomer begin turning 65. Transport Canada data indicates that in 2009 there were 3.25 million Canadian licensed drivers 65 and older, equaling 14% of the total driving population. The study indicated the volume of senior drivers will more than double in the next decade.

"This has huge implications for transportation planners, licensing authorities, health professionals and taxpayers," said Myers, a professor of health studies and gerontology at Waterloo. "While older drivers are involved in proportionately fewer collisions than younger drivers, they are more likely to be seriously injured or die as a result. The rate of fatal collisions starts to rise at age 70 and continues to increase for drivers in their 80s and 90s."

The researchers found that mass screening of older drivers is costly and has a minimal impact on fatalities. Instead, they recommend assessing each person's individual capabilities for continued safe driving.

The study also found most senior drivers would prefer to have restricted licences rather than losing driving privileges altogether.

The study has resulted in the creation of a Web site that highlights current practices for managing medically at-risk and older drivers.

"The public has a right to know what is being done in various parts of the country, while policy makers need these data to make informed decisions based on best practices," said Kent Bassett-Spiers, CEO of the Ontario Neurotrauma Foundation. "This research is the first step in unifying policies and setting strategic priorities." For more info, visit www.candrive.ca. □

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BORDER

California trailer requirements put the squeeze on O/Os

By Ingrid Phaneuf

SACRAMENTO, Cal. – A few thousand dollars is a lot or a little, depending on how much money you've got in the bank. Just ask Ryan King, a Saskatoon-based owner/operator who won't be running in and out of California anymore due to the fact he just can't afford to retrofit his trailers to meet new fuel-efficiency requirements. Then ask the Canadian Trucking Alliance's president and CEO David Bradley whether Canadian carriers have raised any hue and cry over the latest edict from California's Air Resource Board (aka ARB).

"It's been very quiet on this front," says Bradley, with regards to the reaction among carriers.

You might say the same for owner/operators, except you'd mean something different. O/Os like Ryan King – proud owner of Lucky 13 Truckin, and not-so-fortunate owner of two reefers and a grain trailer – are

keeping quiet because they've been pounded into the ground by emissions regulations that have slowly but inevitably drained them of the resources to put up a fight.

The latest volley in California's ongoing war with diesel emissions is the requirement that pre-2011 53-foot or longer box-type trailers (dry vans and reefer vans) achieve a 5% fuel consumption reduction on the trailers in question, via EPA SmartWay-approved aerodynamic devices, such as skirts, tires and fairings by July 1, 2013 (visit www.epa.gov/smartway/transport/what-smartway/verified-technologies.htm for details).

The deadline can be extended for fleets with 21 or more trailers if they sign up for a five-year compliance plan (register at www.secure.arb.ca.gov) by Aug. 1 of this year. ARB expects that, from 2010 to 2020, the regulation will reduce 33 million metric tonnes of CO₂ emissions nationwide. ARB

also estimates the more aerodynamic trucks and trailers will save fleet owners about three billion gallons of diesel fuel from nationwide operations.

Fleet owners can expect to see a return on their investment for skirts, tires and fairings within 2.3 years if they travel 100,000 miles per year, says ARB.

Of course, that doesn't make much of a difference to King, who says he just can't afford to put another \$5,000 (the estimate he's been quoted, including parts and labour) into a trailer he's just paid for.

"I already went through all the hassles back in '07 when I had to park one of my reefers for 10 months because I couldn't get a new reefer that met the requirements, cause they just didn't have them in stock," says King. "I finally got one that was salvaged for \$1,400. Now with the new rules, my other trailer is only good for another two years. It's just more and more

money coming out of my pockets if I retrofit and the rates I'm getting out of California aren't worth it. So I'm looking for alternate routes."

Elsewhere, larger Canadian carriers are ready and looking forward to the fuel-savings resulting from the new rules. Bob Halfyard, director of safety and compliance for Challenger Motor Freight, with corporate headquarters in Cambridge, Ont. says the fleet's trailers are up to California snuff.

"We purchased a big number of trailers late last year and they're all spec'd with side skirts and low rolling resistance tires," says Halfyard. "The only challenging part is going to be that we'll have to retrofit some of our refrigerated trailers because their life-cycle is longer."

Halfyard says the carrier will be signing on to ARB's five-year compliance plan to bring its reefers up to speed, but that doesn't quell his appreciation for the economic benefits of the new fuel-efficient add-ons: "We are definitely making good gains in fuel economy."

In general Halfyard believes that Canada's larger carriers "are in good shape" when it comes to compliance, but recognizes that owner/operators may not feel the same way.

"They may not be in a position to go out and get new equipment or retrofit what they have," he admits. "Whereas we have a set cycle we try to stick to when it comes to new equipment purchases and we can alter spec's slightly to meet new rules at an only slightly increased cost per unit."

Still, some doubt whether all carriers are in as good shape as Challenger Motor Freight when it comes to meeting the new requirements.

Just ask Sean Graham, president of Freight Wing, a company that manufactures some of the new EPA-approved aerodynamic trailer add-ons.

"I think the new rules really threw a lot of people in the industry for a loop and I think there is still a lot of misinformation out there, especially among mid-sized, smaller fleets and owner/operators, about what's going on in California," says Graham. "A lot of people I talk to still aren't aware of the new rules. There will be significant fines and penalties if you don't comply."

One requirement that seems to be difficult to get across is that trailers are required to achieve a 5% reduction in fuel consumption, says Graham.

"Four per cent isn't good enough. You have to either retrofit your trailer with one item that achieves the 5% or put together a few items that do that, and all of them have to be EPA-approved," he says. "Some carriers seem to think they can achieve the requirement with gap fairings on the front face of the trailer but there are no gap fairings that can produce the 5% level of fuel savings on their own."

Graham admits his company, which manufactures skirts that are EPA-approved for the full 5% requirement, (at a cost of up to US \$2,000, says Graham, not including installation) is among those experiencing an immediate benefit due to the new rules.

"This does represent a significant opportunity for us, but we would have preferred that carriers come to us because of the fuel savings, not because they're being forced," says Graham.

For the new trailer regulations visit www.arb.ca.gov/msprog/truckstop/trailers/trailers.php. □

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(6) “NEW” 53’ UTILITY REEFER BOXES PRE-PAINTED BLACK SIDE PANELS



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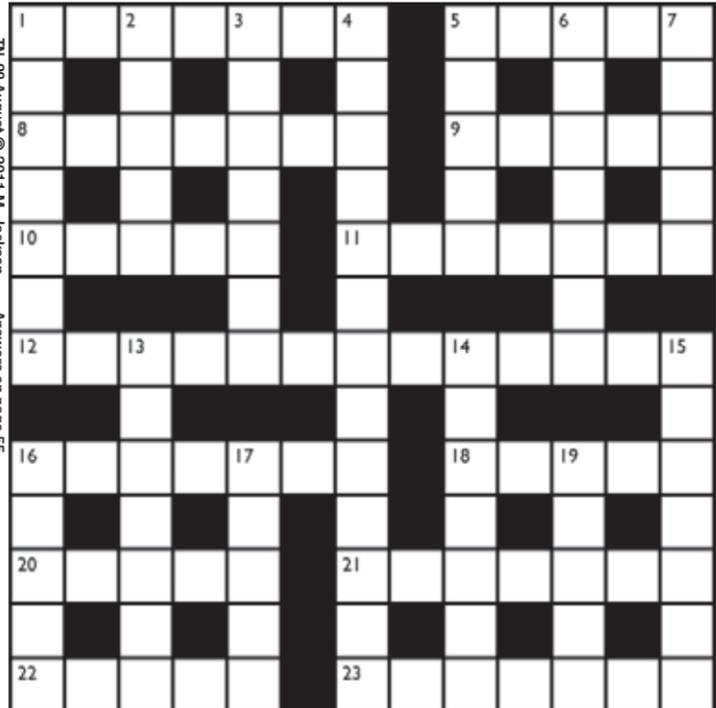
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THIS MONTH'S CROSSWORD PUZZLE



TH-98 August © 2011 M. Jackson
 Answers on page 55

<p>Across</p> <ol style="list-style-type: none"> Mack or Peterbilt product Radio code for R Flip-up driver's-seat feature, frequently '70s Chevy clone of GMC General Truck brand once sold by Chrysler Canada Urgent shipment, slangily (3,4) Non-cabover tractors Winter-morning heater setting A house hauler, you might say Beach Boys Little ____ Coupe Pneumatic suspension system (3,4) Big brand in drivetrain parts Truck-stop offerings, often 	<p>Down</p> <ol style="list-style-type: none"> Vehicle volume, in a word Truck detailer's protectant, ____ All BC's Coquihalla Hwy 5, slangily (3,4) Certain cargo-containment devices (7,6) Unpaid truck-plant worker, perhaps Bracebridge, ON-based transport company Possessed a truck's title Auto-insurance type (2,5) Province with 13-Down insurance system Avenue crossers, often Brand on '45-'68 Power Wagon trucks Word on NS and RI plates Three-wheel motorcycle, slangily
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CANADA

You're tired, take a rest

Praxair's high-tech fatigue management system provides early warnings of driver fatigue

By James Menzies
KING CITY, Ont. – Imagine being able to roll back the clock and speak to a tired driver before they are involved in an accident. A high-tech, real-time fatigue advisory system being tested by Praxair's Canadian fleet is allowing the company to do just that, Bob Miskelly told delegates at the Private Motor Truck Council of Canada's annual convention June 24.

The Advisory System for Tired Drivers (ASTID) was developed by the UK Universities of Liverpool and Loughborough. Loughborough University contributed its expertise on the science of sleep and fatigue while Liverpool provided the technical wizardry. The knowledge-based component of the system provides an electronic template predicting hour-by-hour the likelihood of the driver falling asleep, while the hardware consists of a "steering sensory" system that can detect monotonous driving and the steering inputs that are indicative of a drowsy driver.

A small box inside the cab displays a red light when the driver is showing signs of fatigue, accompanied by an 85-decibel alarm in case the light doesn't get the driver's attention. At the same time, an alert is sent to the fleet manager, who can then call the driver and discuss their state of drowsiness and determine whether it's safe for the driver to carry on.

"I want to know at least an hour or two before you are going to fall asleep that you're going to fall asleep," Miskelly explained. The ASTID system provides that opportunity. "Within two minutes (of an alarm) I have a message on my Blackberry and the driver has 15 minutes to pull over. He's not yet at that stage where he's going to physically nod off, so it gives us the opportunity to have a conversation with that driver prior to him being upside down in a ditch."

Generally, a 20-minute "tire check" break is enough for drivers to recharge and fall back within the system's acceptable level of alertness, however Miskelly said "if his score doesn't reset (after a break), all the breaks in the world won't help him and he needs to take eight or 10 hours."

Praxair's pioneering of the ASTID system is part of an ambitious global fatigue management program called Fit for Duty. Praxair's other operations around the world are testing various technologies. In Brazil, for instance, drivers are required to connect the dots on a computer screen within a prescribed time to prove they're alert enough to begin a driving shift. However, Miskelly notes pre-trip screening has its flaws, as drivers usually get a rush of adrenaline before taking a test. The Canadian ASTID pilot has great promise, however, and Miskelly said the technology could eventually be deployed in Praxair's operations around the world.

The ASTID system is non-intrusive, as the unit sits silently when a driver is not exhibiting signs of fatigue. Miskelly said most drivers have welcomed the technology, however he admitted drivers have occasionally objected to the system's warnings.

"We've had arguments with drivers, but we would rather have those arguments than sitting down with them and saying 'Tell me what you did and why it went over,'" Miskelly said. "A truck that's laid over on its side or a driver that's no longer going to be on this earth, that's a lot harder to deal with."

The ultimate goal, Miskelly said, is to help drivers modify their behaviour to eliminate fatigue on the job. Findings from the test are also prompting Praxair to take a hard look at its own operations and how they can be modified to reduce driver fatigue.

"It may tell us the driver is okay, but the route we're travelling on isn't," Miskelly said.

For example, the ASTID system has found that drivers who start a driving shift during a low point in their circadian rhythm (times when the body is naturally more fatigued, generally from 2-5 a.m. and 2-6 p.m.) are going to be fatigued by the time they reach their next circadian low point. As a result, long-haul drivers travelling routes such as Edmonton-Winnipeg or from Saint John-Montreal are discouraged from setting out during either of their circadian low points, since they are certain to be fatigued before the end of their driving shift. Beginning a driving shift at 4 a.m., for instance, will virtually guarantee the driver is fatigued by 2 p.m., Miskelly indicated.

"This is how we may end up changing the parameters of how we run our business in terms of trying to accommodate fatigue management for drivers," Miskelly said.

Praxair has also found that in most cases, a 20-minute rest period is sufficient to reduce a driver's level of fatigue to within acceptable parameters. Miskelly said a 20-minute break for every three hours of driving time appears to be effective, but it also depends on how that downtime is spent.

"We hope maybe they go for a walk and don't load up on French fries and gravy," he said.

The ASTID system isn't perfect. Miskelly said the lights on the unit can be another in-cab distraction, so the fleet has taped over the green and yellow lights that appear when the driver is still alert enough to be driving. And there have been some false reports caused by things like the vehicle drifting in bad weather, however Miskelly said he'd rather follow up on a false alarm than not know about a driver who's fatigued and at risk of an accident.

"It's better to have the phone call to talk about those types of

things than other types of things, like where do we send the tow truck?" he reasoned.

Another potential concern for fleets is the cost of the units. Miskelly said they're about \$1,200 each. He also said it's not enough to install the units in the trucks

and forget about them; the ASTID system requires constant oversight by management.

The benefits of the program outweigh any of the negatives, Miskelly said, and drivers are also warming up to it; now they have some validation when they call dispatch

and say they're too tired to continue.

"That warning light in the cab is support for the driver when calling dispatch to advise that he's fatigued and can't drive anymore," Miskelly said. He also indicated there has not yet been an instance

where a driver reported being fatigued without it first being detected by the system. Miskelly is so optimistic about the effectiveness of ASTID that he is hoping to move beyond the pilot stage and to further deploy the system across the fleet before he retires in August. □



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CANADA

Industry, drivers reject recommendation for mandatory fire-resistant suits

By Ron Stang

WINDSOR, Ont. – The wearing of fire-resistant suits by truckers seems a non-starter.

A relative of a Windsor, Ont. trucker last month called for mandated fire-resistant suits on drivers hauling flammable materials after her nephew suffered third-degree burns to more than 90% of his body.

Mark Thibert, a driver for Wolverine Freight, was hauling bottled Crown Royal whisky when he side-swiped a parked flatbed carrying two wire coils parked along I-94 west of Jackson, Mich.

A witness said his cab burst into flames after jackknifing and then the cargo of whisky ignited.

But while those in the trucking and safety communities say while they respect the heartfelt nature of the call, it was almost universally dismissed as impractical.

Canadian Trucking Alliance presi-

dent David Bradley doubted such a provision would fly.

He said the Alliance has no policy on fire-resistant suits but said authorities should “tread somewhat carefully” before considering any such regulatory change.

“I could just imagine truck drivers being told that they have to wear these sorts of things,” he said. “Would they want to and then if it was required would they do it anyway?” Bradley asked.

He said since drivers would be the people most affected by such a rule, authorities should consult them first.

There are numerous types of fire-resistant suits on the market from hooded aluminized fire proximity suits such as those used by airport fire staff to less cumbersome and lighter suits worn by race car drivers made from Nomex.

But even then there are drawbacks. Experts say Nomex can only

protect for short periods – usually under a minute – and the driver can otherwise be consumed by breathing flames or gases, or be trapped.

And race car drivers are not truck drivers, says a union official.

Robert ‘Bud’ McAulay, national freight director for Teamsters Canada, said race drivers are “in the car – what? – minutes, compared to a guy going from Windsor to Montreal. That’s a long drive to be in some kind of a suit.”

McAulay, who himself used to haul bottled whisky from Montreal to Windsor, suggested it wasn’t clear what was being called for by the family. He said it’s one thing to haul flammable materials but another to require all drivers to wear fire-resistant suits because their gas tanks are located immediately below them.

In fact, Thibert’s cab exploded first and then his load ignited. Michigan State Police say a preliminary in-

vestigation indicated Thibert’s truck hit the parked truck’s cab.

“If there’s an explosion in the tractor and the tractor catches fire...the whole thing will burn, I don’t care if you’re carrying clothes or what you’re carrying,” McAulay said.

The official suggested the suits themselves could pose a greater danger.

“Let’s face it, if you’re driving a truck you’re going to be in it for eight hours, that would be more of a hazard, you’re going to be uncomfortable, you’re not going to be focusing.”

Even those in the safety and accident prevention fields had doubts about drivers suiting up.

Noting he could not find “a lot of data” on truck fire incidents and their driver impact, Canada Safety Council president Jack Smith said it didn’t appear to be a “huge problem. Now of course to the aunt of this person who was burned...it’s a very serious issue.”

Smith said an alternative would be for divers to have optional safety gear to wear in high-risk situations. “I’m not the kind of person ever to say don’t do something if it helps in prevention,” he said.

Matt Pegg, a vice-president with the Ontario Association of Fire Chiefs, said that while he’s “intrigued” by the idea of “flash fire” protection especially for bulk fuel carriers, he also hasn’t seen a lot of these crashes.

Pegg, who’s Brampton’s deputy fire chief, said, “We’ve certainly had some but by and large they would be infrequent. That’s due to the fact there are a number of safety provisions and regulations around the tankers and obviously well-qualified, experienced professional drivers.”

Industry officials suggest HazMat placards can help but only for rescue personnel.

“To use that as a mechanism for when someone should be required to use a suit, I’m not sure,” Bradley said.

Said McAulay: “If you’re in an accident the fire department knows exactly how to handle it because they have a code number.”

Ontario Ministry of Labour spokesman William Lin said there are “no provisions” for placards for flammable material like bottled alcohol.

The last word goes to truckers. Those who responded to a Truckstop Canada forum question clearly dismissed the idea.

One driver said he was required to wear Nomex when hauling propane. “The suits you’re talking about would be very hot and uncomfortable to stay in.”

Another suggested a “better system” would be fire suppression in the cab and engine, already used in military equipment. “There are fire wire sensor around the engine when a fire is present it changes the current within the wire and fires off the fire bottles...dry chemical fire extinguishers.”

Another pointed to van’s frame-less construction.

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Calculating a payback on driver training

By James Menzies

KING CITY, Ont. – It’s a constant source of frustration for Rick Geller, director of safety and signature services with Markel Insurance. Carrier executives often tell him they’re reluctant to invest in driver training programs for fear the driver will move on to another company only to have *them* benefit from the initial training investment. Geller’s response is always the same: “Ask yourself what happens if you don’t put that training into them and they stay? That’s when they’re going to hurt you.”

Geller was presenting at the recent Private Motor Truck Council of Canada’s annual convention on the value of driver training.

Too often, he said, training programs are perceived as an expense when they should really be measured by how much value they bring to the company in the form of reduced accidents, lower insurance premiums and improved bottom line.

“Let’s look at training as a capital investment rather than an expense,” he implored delegates before providing some pretty convincing evidence on the value of driver training.

Calculating the potential return on investment for a driver training program begins with fully understanding how much accidents are truly costing your business, Geller said.

“I can’t urge you strongly enough to make sure you are capturing all the costs associated with crashes,” he said. “It’s very important to collect that data and make sure that the cost doesn’t get hidden in a maintenance budget.”

Even the costs of repairing small dings and scratches should be included in the calculations, Geller pointed out.

In addition to the obvious direct costs – such as towing, equipment and cargo damage, medical bills and payment to injured workers – there’s also an assortment of indirect costs, which often get overlooked. Indirect costs can include loss of productivity, the cost of training replacement workers, reputational costs and rising insurance premiums.

Geller suggested one way to get a bean-counter’s attention is to highlight the true costs of accidents and other mishaps that could be prevented through proper training. With the trucking industry’s notoriously low profit margins, an accident that incurs \$10,000 in hard costs along with \$11,000 in indirect costs would ultimately cost a carrier \$21,000. While that may seem manageable, Geller point out with profit margins of 3%, a trucking company would have to bring in about \$700,000 in revenue to pay for that one accident.

Put another way, Geller draws comparisons to the well-publicized Tax-Free Day, after which a typical Canadian has paid his or her share of taxes to the government and can begin earning money for themselves, usually occurring in late spring.

“I asked the executive of a large carrier in Atlantic Canada, ‘If you think of the revenue you have to generate to pay for the crashes that are going to happen in the next 12 months based on your historical performance, when do you think your Tax-Free Day is?’ I suggested to him

that he circle May 26 on his calendar, because up to and including May 25 they didn’t have a prayer of making a penny, it was all going to covering crashes.”

If that doesn’t get a CEO’s attention, nothing will. But Geller warned it’s not a good idea to start rolling out a training initiative without first knowing what problem areas to address. He recalled working with a carrier that was eager to launch a training program to

address rollovers.

“When we ran the numbers, about 60% of their losses were actually sideswipe and a few rear-end collisions,” Geller said. “When we really dug deep into the numbers, almost 50% of their sideswipe and rear-end collisions happened within two miles of their Mississauga terminal because they had a first-in, first-out dispatch system. The first one in got the best load and they had road races going into their terminal.”

Direct vs Indirect Costs

The following chart provides what Markel’s Rick Geller refers to as a “conservative” estimate of the indirect costs of an accident:

Direct Costs	Indirect Costs Multiplier
\$0-\$2,999	4.5x
\$3,000-\$4,999	1.6x
\$5,000-\$9,999	1.2x
\$10,000+	1.1x

In that instance, simply changing dispatch methods was enough to significantly lower crash costs.

Before starting a training program, Geller suggested researching historical crash data to determine what is driving crash-related losses. He also warned that not all drivers learn the same way, so a mix of in-class, simulator, online and on-road training should be offered.

When a training program is developed or purchased off-the-shelf, the cost of the program should be compared to the actual or projected savings. Almost always, there will be a tangible return on investment, Geller said.

“Training is an investment, it’s not a cost,” he stressed. “Most companies today claim that their people are their greatest assets but when you look at the effort they put into developing this human capital, you can see it continues to be seen as an expense by most companies and not as a capital investment. It’s up to you to turn this around.” □

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CANADA

Goodbye, Linda

Popular leader of the CTHRC retires

By James Menzies
OTTAWA, Ont. – Having spent the last 16 years helping the Canadian trucking industry come to terms with its human resources-related challenges, Linda Gauthier, the popular executive director of the Canadian Trucking Human Resources Council officially retired in early July. But that doesn't mean the avid cyclist will be riding into the sunset.

When *Truck News* caught up with Gauthier for one last interview, she was busy working at home on a project that will provide the European Union with some guidance on how to harmonize driver training and qualification standards across its many member countries. Canada has some experience with this, given the hodgepodge of training standards that exist across its 10 provinces and three territories.

"Because I'm tied with the international project, I'll still be working with the Council and also at some point in time, contacting industry on a number of things," Gauthier said. "I did make a lot of friends and a lot of acquaintances and I will continue to work with these individuals."

Gauthier joined the CTHRC in January 1995, nine months after its formation. Having spent the previous 21 years working for the Red Cross, trucking was a foreign world to her.

"When I was reading the application and the job requirements, one of the items that was listed had to do with grandfathering,"

'HR, for a long time, was a guarded secret. We didn't tell our competitors what we were doing because it was a competitive advantage.'

Linda Gauthier, CTHRC

she recalled. "It was a term I'd never heard before and I couldn't figure out what it meant."

Gauthier learned early on that the trucking industry had its share of HR-related challenges and she was shocked to learn that triple-digit driver turnover rates were not only common, but generally accepted.

"I remember one of my first meetings was out west, and there were a number of companies sitting around the table. They were

some of the more prominent companies in Saskatchewan and Alberta and what struck me was the high level of turnover," Gauthier recalled. "One of the companies at the time said they had a turnover of 125% and having come from a management position where I knew how difficult it was to hire people and keep people, I thought 'How can these companies operate if they have that high level of turnover?' But it seemed to be an accepted fact; it wasn't something the companies were struggling with. At the time there were a large number of drivers moving from company to company and it was just taken

quite a bit. I was most interested in hearing and understanding what the issues were and I hopefully didn't come in there thinking I have the answers to all the issues."

Looking back, Gauthier admitted those early years were at times rocky, and she even wondered if the Council would survive certain challenges around the turn of the century.

"In 2000, we didn't know if the Council was going to survive or not," she admitted. "We didn't have all the support we were expecting to have and government was sitting on the fence. But some people stepped up to the plate and we were able to resolve the issues that existed back then."

While driver turnover remains a challenge in the trucking industry, Gauthier is encouraged by the progress that has been made in recent years.

"HR, for a long time, was a guarded secret," she said. "We didn't tell our competitors what we were doing because it was a competitive advantage. I kept saying to industry, 'You've got to realize, not only are you competing with yourselves, you're competing with every other industry sector and if you don't work together as an industry, you'll be short-changing yourselves.' And I think that has come about."

"We started to see companies focusing on the people issues, not only focusing on the technical aspect of the industry," Gauthier added.

"People spent a lot of time, energy and money on their equipment but when it came to the people side, there was very little investment. Over the years I've seen a change in focus; yes, the equipment is important, but we're coming into this century in terms of how we manage people and we now consider people to be one of our more important assets."

One of the greatest challenges of managing the Council has been to provide useful tools to industry in a timely manner.

"We walk a fine line between identifying the needs the industry has today and being able to address them," Gauthier explained. "When you're depending on government funding, you can't turn yourself around quickly enough, so what you have to do is project far enough ahead of time on what the issues will be and be successful in getting the funding to develop the tools and services required by industry so when they're available, it hits the mark."

She's confident the Council remains in good hands, as she passes the baton to her successor Angela Splinter (see side story).

It seems everyone who has worked with Gauthier in some capacity has kind words about her contributions to the industry.

"It would be difficult to identify anyone who has contributed more to upgrading the profession of truck drivers than Linda Gauthier," Bruce Richards, president of the Private Motor Truck Council told *Truck News*. "Over her 16 years with CTHRC, Linda nurtured and developed an extremely competent staff group

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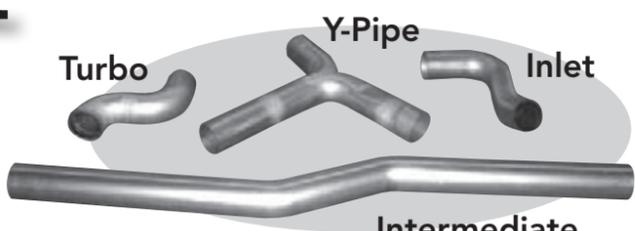
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who tackled industry issues with enthusiasm and produced remarkable results.”

Roy Craigen, president of Transcom Fleet Services, suggested “While leading CTHRC, Linda advanced the Canadian trucking industry further than anyone else in our industry in the past 10 years.”

“She made a lot of individuals, organizations and government departments better during her time at CTHRC,” he added.

Gord Peddle, current chair of the Council and an executive with Atlantica Diversified Transportation Systems, said: “She breathes trucking. As a person, she is very patient, strategic and most of all, very kind and considerate.”

It’s clear Gauthier’s personal presence at industry events will be missed as much as her professional contributions.

“I will miss trading stories from the road with her and hearing where her next cycling trip was taking her,” said David Bradley,

president and CEO of the Canadian Trucking Alliance.

The last words go to NRCan’s Lynda Harvey, one half of what she called the “Twin Linda” force that graced the same stage at many industry functions over the years.

“Linda has worked tirelessly for the betterment of drivers and employees of the trucking industry,” Harvey said. “While one might think the CTHRC’s challenge has been to develop and implement driver training standards, the real challenge has been to educate the industry as to why good HR practices, occupational standards, certification and research are important in the first place. It is thanks to Linda, leading her team of professionals that the industry is waking up, taking down the roadblocks and recognizing the importance of becoming a modern workplace that will be attractive to future employees.” □

CTHRC names new executive director

OTTAWA, Ont. – Angela Splinter has been named the new executive director of the Canadian Trucking Human Resources Council (CTHRC) following a national search by the organization’s board of directors.

Splinter has extensive experience in human resources management, particularly in the area of sector council programming. She recently served as the Electricity Sector Council’s director of projects and development following six years as a management consultant for councils serving the electrical, mining, automotive repair and contact centre industries. In that time, she worked on projects including national occupational standards, certification and training, labour market information and foreign credentials recognition.

Linda Gauthier, who had served as the Council’s executive director, assisted with the transition before formally stepping down in early July.

“We are confident that Angela Splinter has the skills to build on the solid foundation established under Linda Gauthier’s leadership,” said CTHRC board chair Gord Peddle, vice-president and chief operating officer of Atlantica Diversified Transportation Systems. “By finding an executive director with her broad experience, we enjoy the added benefit of a fresh outlook for our programs, services and business practices.”

“With half a million workers, the trucking industry continues to play a key role in the Canadian economy. But it faces numerous human resources challenges that threaten the bottom line of every business,” Splinter noted, referring to examples such as shortages of qualified workers. “I am thrilled to join the CTHRC team that knows the trucking industry and is committed to addressing these HR needs.”

In the coming months, Splinter says she plans to focus her attention on ensuring that the needs of industry stakeholders continue to be met by developing a business plan that will help make the council’s new strategic direction a reality. □

Canuck companies can now vie for international award

OTTAWA, Ont. – Canadian companies now have the chance to compete for the European Transport Training Association’s (EuroTra) prestigious Safety and Innovation Award, which recognizes the best product or service that can be used to improve road safety in Europe’s trucking and logistics industry. The opportunity is one of the first benefits to emerge through the Canadian Trucking Human Resources Council’s (CTHRC) recent affiliation with the association.

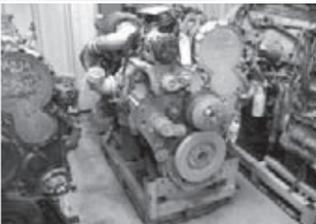
“I am delighted that we have formed this partnership with CTHRC,” said EuroTra president James Tillyer. “Many of the challenges facing the European road transport industry appear to be mirrored in Canada, and our members are looking forward to gaining an understanding and exchanging knowledge and good practice with representatives from CTHRC.”

Last year’s EuroTra Safety and Innovation Award was awarded to a joint partnership between Shell Chemicals Europe BV (the Netherlands) and Bertocco Automotive Engineering (Italy) for an early warning device that helps prevent tanker rollovers. Representatives of Volvo Trucks and EuroTra will judge how submissions are clearly linked to road safety and encourage a continuous process in road safety, connected to the benefits of training and education, helping to solve environmental issues, and innovative in nature.

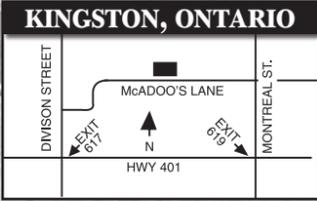
Winners will earn 1,500 Euros (about \$2,150) and have the chance to deliver a short presentation on their product or service during an award ceremony at the EuroTra Winter Assembly Dec. 1-2 in London, England. EuroTra will pay the travel and accommodation costs for the winning company’s representative. A copy of the award submission form is available through CTHRC. Submissions are due Sept. 16. □



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EAST

TANS appoints new executive at AGM, makes annual charitable donations

TRURO, N.S. – The Truckers Association of Nova Scotia appointed its new executive and board at its 2011 annual general meeting held at the Best Western Gleggarry April 16.

Acting as chair will be Brian Smith of Sheet Harbour Halifax, vice-chair duties belong to Gerry van Dyk of Queens County, and Stephen Orde of Annapolis County will take on the role of secretary.

Elections were held also for the TANS area directors. There are a total nine area directors who sit for a three-year term on a rotational basis, leaving three positions are up for election each year. The three area directors elected this year are Willard Pettipas of Antigonish, Brian Smith of Halifax, and Stephen Orde of Annapolis.

“The Truckers Association of Nova Scotia would like to take



TANS RAISES THOUSANDS: TANS vice-chair Gerry van Dyk presents a cheque for \$3,000 to the IWK Hospital in Halifax following a group fundraiser.

this opportunity to thank these members for their volunteer time and effort supporting our association,” the group said in a release. “And a special thank you to our

two past chairpersons, Bill Dowe – Cumberland and Donald Whynot – Queens.”

TANS continued its support two charities – IWK Hospital Halifax and Early Intervention Nova Scotia – at the AGM fundraiser this year, raising about \$6,000 total.

“(TANS’s) donation helps support a variety of different things at the health centre: research, priority equipment, and services that help families in need feel a little more at home during a challenging time,” said Geoffrey Milder, development officer and Children’s Miracle Network program director for the IWK Health Centre Foundation.

“But the Truckers Association of Nova Scotia’s gift also provides something intangible, yet vital to the Maritime families we serve: hope. Please know your donation

has a direct and meaningful impact on the lives of families in the Maritimes.”

The prizewinners from the charity fundraiser at the event are as follows:

1st prize: \$2,480.00 to Dale Hamilton of Annapolis County

2nd prize: Four Points Sheraton Halifax gift certificate to Calvin Fitzgerald of Victoria County

3rd prize: Delta Halifax gift certificate to Alex Samson of Victoria County

4th prize: Best Western Gleggarry Truro gift certificate to Dawn Munford of Bedford

5th prize: Park Place Hotel Dartmouth gift certificate to Willard Pettipas from Antigonish

“A big ‘thank you’ to our supporters, fundraisers, and participants. The big winner is always our communities,” said TANS executive director Wayne Onda. □

Nearly 12,000 flock to Atlantic Truck Show

MONCTON, N.B. – The Atlantic Truck Show attracted nearly 12,000 visitors through its gates in mid-June, and Atlantic Provinces Trucking Association, the show’s owner, says the 14th installment of the event did not disappoint.

The APTA says the two-day event exceeded all its expectations in terms of exhibitors, content and visitor attendance.

Organizers say attendees were in awe of the displays of big rigs and industry-related products and services that encompassed the Moncton Coliseum floor and parking lot, also noting that recruitment drive was a “huge hit.”

“The mood on the floor was definitely demonstrative of how the economy has rebounded,” said show manager, Mark Cusack. “Past shows were great, but the excitement, coupled with the new technology and companies in recruitment mode made for an awesome event in 2012 and we could not be more pleased.”

Organizers say industry leaders were well represented at the event and noted that manufacturers have raised the bar when it comes to fuel efficiency, environmentally friendly products, and hybrid technology, all of which were showcased at the show.

The APTA says its Back to the Future breakfast was well attended, as was the charity lobster dinner and silent auction, with proceeds from that benefitting juvenile diabetes research and the APTA scholarship fund.

Next up for the APTA is its Truck Drivers Appreciation Days and second annual charity golf tournament, to take place Sept. 7-8. Visit www.apta.ca for more details. □

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QUEBEC

Training for truckers

Camo-route is preparing for today's training and labour needs

By Carroll McCormick

MONTREAL, Que. – Who do truckers – especially owner/operators – turn to when they want more training? How do truck driving schools keep their program material up to date? In Quebec this task falls in large part to Camo-route, a Montreal research and resource company specializing in the trucking, bus and taxi industries.

“We work a lot with associations, schools and consultants. We act as a dispatcher for training and guide people to the places that have the training they need,” says Mario Sabourin, director general, Camo-route. “We are well positioned to determine the training

needs in the industry.”

Anyone looking for additional training, including the spouses of O/Os, can contact Camo-route, whose staff will tell them what is available, where and when; some courses are posted on its Web site www.camo-route.com. “Camo-route occupies itself with the logistics of the courses,” says Sabourin.

Instructors may teach courses in Camo-route's Montreal offices, but they are also held in schools wherever they are needed in Quebec. The cost depends on the course, and some are government subsidized.

The six-person team at Camo-route has set itself an ambitious schedule in the 2011-2012 fiscal

year: Its tasks include creating new courses and updating older ones, holding trade salons in schools and meeting with the carrier enforcement officers with Control Routier Quebec for their points of view on trucker training needs.

By August, staff will have finished a detailed report on the short-, medium- and long-term labour needs of the truck transportation industry; the last such report was prepared five years ago. “We will determine how to satisfy its labour needs for the next three years,” Sabourin says.

Camo-route will be keeping Employment Quebec up to date on how it can help facilitate the integration and reintegration of workers over the age of 45 and how to keep those who are already working in the industry.

“Businesses are open to hiring older people, who are very responsible,” Sabourin notes.

On the younger end of the age scale, Camo-route is also continuing its role in helping to open up access

to the trucking industry for younger drivers; Transports Quebec has been running a pilot project where people as young as 20 years of age are driving heavy trucks.

Camo-route meets four times a year with Centre de formation du transport routier Saint-Jerome (CFTR) – the driving training centre north of Montreal – and on an as-needed basis with the Centre de formation en transport de Charlesbourg (CFTC) – the transportation training centre just outside Quebec City. It contributes to the betterment and good functioning of the CFTR and to bring any necessary changes to the initial and continuing training programs at the CFTC.

“We will visit the trucking schools to talk about training needs, such as loading trailers,” Sabourin comments.

Its partnership role also takes it to the government-industry table on heavy vehicle security. Camo-route will work to provide an action plan, with education, encouragement and mandatory elements designed to improve heavy vehicle safety in the short-, medium- and long-term.

Issues of seasonal employment will also be on its radar. Camo-route also works with the Canadian Trucking Human Resources Council, which develops training tools for Quebec truckers.

It also has a mandate from the Societe de l'assurance automobile du Quebec to respond to the requirements of preventive maintenance programs in the training of experienced mechanics.

Among other projects, Camo-route will be adapting a business management course for O/Os, which will be ready this fall. It will also organize training sessions for O/Os in regions of Quebec where Control routier has noted a more frequent lack of knowledge of the laws and regulations governing truck transport. It will also be putting in place training for company administrators of compliance and security.

Other training courses already completed or under development include English as a second language and mechanics for trailers. Some of the courses that Camo-route has developed, such as its snow removal course come with an Attestation d'etude professionnelle – a certificate of professional studies.

Camo-route has temporarily stopped its Routier 100% program, which is a recognized professional certification for truckers that have completed an evaluation of their practical and theoretical knowledge.

“Routier 100%, which has existed for six or seven years, needs an update. We need to make it conform to today's regulations. We will re-launch it in the autumn,” Sabourin says.

Where there are students, there are instructors, and they also need certification.

“We want to develop a certification to ensure that the instructors conform to the regulations,” Sabourin says. “We develop norms for trainers. We want to ensure uniformity of training and standards for instructors, who must be recognized as such by the Ministry of Education.” □

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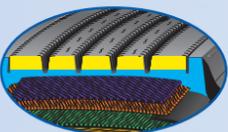
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ONTARIO

Driver-turned-recruiter inspired by Convoy for a Cure

Continued from page 1

a hit, prompting Finley to return to the studio. A more polished version was released June 28 on CDBaby.ca, with proceeds going to the Canadian Breast Cancer Foundation.

From there, she hopes to sell 1,000 downloads which will qualify the song for distribution on iTunes.

Ultimately, Finley says her goal is to reach 100,000 downloads at a dollar each, which after admin fees are paid to CDBaby.ca and iTunes, would raise about \$71,000 for the Foundation.

“Step one is to get 1,000 downloads on CDBaby and get the song on iTunes so we can make it go viral and raise money for the Foundation,” Finley said.

So far, Convoy for a Cure has been performed at the Stirling Truck Show, a few private parties and at last year’s Convoy. Already, the song seems to have touched many.

“I had women come up to me at the Convoy with tears in their eyes, saying ‘What you are saying in that song is exactly what we should be doing, we should be fighting and we have to figure out a way to solve this,’” Finley said.

When she wrote Convoy for a Cure, Finley was a professional driver with Tandet Dedicated and an Ontario Trucking Asso-



SINGING FOR A CURE: Anne Finley performed her new song Convoy for a Cure at the Stirling Truck Show in mid-June. She plans to donate proceeds from the song to the Canadian Breast Cancer Foundation. *Photo by James Menzies*

ciation Road Knight. After her Road Knight term ended, Finley hung up the keys so she could spend more time at home with her family. She’s now a recruiter with Sunbury Transport when she’s not gracing the stage as the

lead singer for Anne Finley and the Bar None.

For more information, visit her Web site at www.annefinley.com.

To purchase the latest version of Convoy for a Cure, visit www.CDBaby.ca. □



GOOD FIRST YEAR: The weather cooperated and the show trucks showed up at the first Dryden Truck Show.

Sun shines on first-ever Dryden Truck Show

DRYDEN, Ont. – The first-ever Dryden Truck Show took place on June 24-26, with organizers calling the northern Ontario event a “great success with plenty of sunshine and smiles.”

The event was hosted by Legion Ladies Auxiliary Branch #63 and held at the Agricultural Fairgrounds in Dryden, about five hours northwest of Thunder Bay.

The show boasted more than 16 categories for its show’n’shine competition, where more than \$10,000 in prizes was up for grabs. The show’n’shine winners are as follows: Best Pre-1990 Working Truck, James Piche, 1986 Peterbilt, Delmor Trucking; Best Chip Hauler, Best Conventional Without Sleeper Working Truck, Best Logging Truck and Best Heavy Hauler, Dale Fenwick, 2012 Western Star; Best Artistic Paint and Best Tow Truck Heavy, Godbout Towing; Furthest Travelled, Dave Tinkler, 2012 Peterbilt, (New Hamburg, Ont.); Best Conventional With Sleeper, Tinkler; Best Logging Dump Truck, Elk’s Contracting; Best Tow Truck Light, John Middland; Best Tanker, Morgan Fuel; and Best of Show; Tinkler with his 2012 Peterbilt.

When the sun set, the Best Show of Lights was judged, with Delmor Trucking taking top honours.

Organizers say planning for a 2012 edition of the show is already in progress. □

Transpro promotes Ontario town

MILTON, Ont. – Transpro Freight Systems played host to the official launch of Milton’s “This Way Up” initiative – a rolling billboard campaign that promotes the Ontario town as a great place to do business – at an event June 16.

The event attracted local media and key representatives from the Town of Milton including Mayor Gord Krantz.

In addition to hosting the launch event, Transpro has contributed five of its late model 53-ft. trailers as placeholders for the detailed graphic campaign.

“We’ve worked closely with the town officials on this project,” says Frank Prosia, president of Transpro Freight Systems. “The full graphic wrap on these five trailers will literally create millions of impressions over the next several years.”

Transpro relocated to Milton from its Mississauga facility in August 2008. □

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Eastern Ontario's top show trucks converge on Stirling

STIRLING, Ont. – Henri Roy's 1988 Peterbilt won the Lions Choice Award for Best of Show at the Stirling Truck Show June 19.

Other winners in a full field of show trucks included: Blayne Speers, 2010 International, Best Owner/Operator Working Tractor with Sleeper; Chris Scaletta, 2011 International, Best O/O Working Tractor Without Sleeper and Best 2011 or Newer O/O Working Tractor; Todd Holstein, 2011 International; Best 2011 or Newer Company Working Tractor; Than Vermilyea, 1999 International, Best O/O Multi-Axle and Best pre-04 Working Tractor, Conventional; Mark Clifford, 2010 International, Best Company Multi-Axle; Brent Pecarski, 2009 Peterbilt, Best 09-10 Working Tractor; Gilles Robichaud, 2008 Peterbilt, Best 07-08 Working Tractor; Shawn Andrews, 2005 Kenworth, Best 04-06 Working Tractor; Phil Hall, 1999 Peterbilt, Best Cable; Paul Davidson, 1977 Kenworth, Best Vintage Highway Tractor (pre-89), Best Light Show – Combination and Best O/O Tractor-Trailer Combination.

Other winners included: Kirk McClure, 2009 Kenworth, Best Tractor-Trailer Combination; Bill Kempt, 2008 Kenworth, Best Working Tractor-Dump Trailer Combination; Kevin Hunt, 2000 Western Star, Best Chrome, Best Light Show – Single and Best Professional/Flagship Truck; Mike Roy, 2009 Kenworth, Best Interior; Jason Swan, 2009 Kenworth, Best Tanker Truck; Drain Bros. Excavating, Best Fleet and Best Light Show – Fleet.

Next year's Stirling Truck Show has already been scheduled for June 16-17, 2012 at the Stirling Fairgrounds. □



HOT POTATO: W.D. Potato showcased two classic Kenworths at the Stirling Truck Show.

Photo by James Menzies



BEST FLEET: Drain Bros. took top honours for Best Fleet and Best Light Show – Fleet for its entries, including this Kenworth T800.



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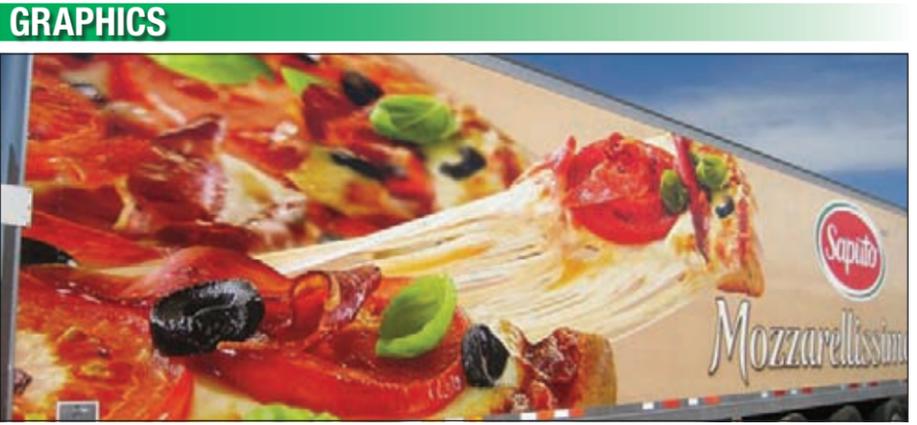
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PMTC recognizes best truck and trailer graphics

KING CITY, Ont. – Some of the splashiest truck and trailer paint schemes and decaling jobs were honoured June 24 during the Private Motor Truck Council's popular Vehicle Graphics Design competition.

The awards are open to private and for-hire fleets and reward creativity in seven categories. PMTC president Bruce Richards congratulated the entrants and thanked longtime sponsor 3M for its support of the competition.

This year's winners were (fleet, category, graphics house): Saputo Dairy Products, Tractor-Trailer, National Graphics Solutions; Slush Puppie Canada, Straight Truck, Turbo Images; Molson Coors, Special Event/Promotional, Toronto Digital Imaging; Molson Coors, Night-Time Safety, Toronto Digital Imaging; Tempo Aerospace, Light-Duty Commercial Truck, Toronto Digital Imaging; Alex Coulombe, Fleet Identity, Turbo Images; E.G. Gray Transportation, Human Interest, Turbo Images. □



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FLEET NEWS



READY TO ROLL: Gord Smith, Manitoulin president and CEO (left) joins local Mayor Rod Shaigec (centre) and Doug Smith, chair of Manitoulin Group of Companies in cutting the ribbon at the company's new 100,000 sq.-ft. terminal in Acheson, Alta.

Manitoulin continues push west

ACHESON, Alta. – Manitoulin Transport celebrated the grand opening of its new 100,000 sq.-ft. terminal in Acheson, Alta. last month. Officials say the terminal will enable “significantly more” shipping capacity for Manitoulin and provide its customers with access to a full suite of transportation services.

“We’re thrilled to open this major new terminal in Acheson,” said Gord Smith, president and CEO of Manitoulin Transport. “This is the latest of a number of major investments Manitoulin Transport has made in recent years in western Canada and demonstrates our commitment to the region. Not only does this new terminal position Manitoulin for future growth in the west, we believe it also helps position Alberta businesses to become more competitive through improved connections across Canada and the rest of the world.”

Manitoulin Transport’s two existing terminals in Edmonton have been consolidated into the new facility and all incumbent personnel have transferred to the new premises at 402-53114 Range Road 262, Acheson Industrial Area.

Officials say the new terminal is one of the largest transportation facilities in western Canada, with a terminal and garage building, including a large freezer and cooler area, situated on 30 acres of land. The extensive property enables over-dimensional shipments to be staged and maneuvered, while the cross-dock terminal boasts 80 dock doors.

“It is very gratifying to see private investment such as this in Alberta,” said Luke Ouellette, Alberta’s Transportation Minister, commenting on the event. “Clearly, Manitoulin Transport recognizes the business opportunities and potential for growth in the region and is positioning itself to serve its customers as they grow.”

“We are delighted to welcome Manitoulin Transport to Parkland County and commend the decision to invest here,” said Parkland County Mayor Rod Shaigec. “Having access to a reliable, quality carrier, such as Manitoulin Transport and its extensive global network, is essential to local businesses and the future economic growth of the area. We believe this new terminal will significantly benefit the region.” □

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Contrans buys pair of Quebec trucking firms

WOODSTOCK, Ont. – Contrans Group has acquired the trucking operations of Entreprises S&S and Logistique Barthelemy located in St. Barthelemy, Que. Contrans officials say they expect the acquisitions will produce annual revenue of between \$12-\$15 million.

“We are excited about this opportunity to expand our service capabilities in this market,” said Contrans’ chairman and CEO Stan Dunford. “We have established a reputation for providing reliable service to our customers and being able to quickly respond to a wide array of shippers’ demands. We believe there will be growth opportunities for our bulk operations in this region and, with a larger presence, we will be able to take greater advantage of them.” □

Safest private fleets honoured

KING CITY, Ont. – The Private Motor Truck Council of Canada and Zurich Insurance recently awarded three of Canada’s safest private fleets. The winners were selected by an independent panel based on the companies’ overall safety regime and road safety record. Representing large fleets was Home Hardware Stores, represented by national transportation manager Dennis Shantz. This year marks the fourth time Home Hardware has won the award. The fleet currently consists of 132 power units and nearly 500 trailers and delivers 95% of the product sold by its network of 1,080 stores.

The Home Hardware fleet runs about 17 million kilometres a year and has developed thorough written policies for the hiring, orientation and training of drivers. Its Carrier Safety Management System was developed in conjunction with the Canadian Standards Association. At Home Hardware, driver performance is monitored using on-board recorders and drivers are kept apprised of their performance and that of the entire fleet. The company offers bonuses for safe and efficient driving. Home Hardware’s CVOR violation rate is just 10.9%.

John Deere was awarded as the safest medium-sized private fleet, with John Van Geest, manager of depot operations accepting the award. John Deere’s fleet runs cross-border and is FAST-, C-TPAT- and CSA-approved. The fleet has been in operation for 29 years and currently runs 36 tractors and 80 trailers along with some straight trucks. The John Deere fleet runs more than seven million kilometres per year and thoroughly screens new hires along with driver services company Huron Services Group.

Also awarded was Maple Leaf Foods, which was recognized as the fleet with the Most Improved Safety Record. Maple Leaf runs 170 tractors and more than 200 trailers along with some straight trucks and light commercial vehicles. In the last three years, Maple Leaf has worked its CVOR violation rate down from 32% to 22% and its incident per million kilometres rate has gone from 2.11 to 0.6. □

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OVER THE ROAD

Healthier eating begins with counting calories in the cab

Recently, I did a trailer switch in Headingley, Man. with one of our Edmonton-based drivers. I thought I would be a nice guy and pick up the tab for dinner.

Dinner was simple, a Caesar salad and coffee for me, a banquet burger with fries and coffee for my buddy.

The quality of the food was so-so and the same goes for the service. With tax and tip it was over \$27 at the truck stop.

If you have to depend on buying all your meals on the road, it's not unreasonable to budget \$30 to \$40 a day for meals, coffee breaks, and snacks.

So if you spend 25 days a month on the road, your monthly budget for food alone would be in the neighbourhood of \$750 to \$1,000 per month.

Like many drivers out here on the road, I pack a lot of my food and spend a little extra time preparing my own meals in the truck, taking the time for a sit-down meal when I'm just too worn-out to bother 'cooking' in the truck.

I'm glad I find some enjoyment in preparing my own meals because I couldn't afford it otherwise. I appreciate that some folks have no interest in cooking or food preparation while on the road.

A lot of people would rather spend what little free time they have doing something else. But



Over the Road

AL GOODHALL

that choice comes at a premium, doesn't it?

And with all the same restaurants and fast food joints in every city and town we stop in, it can be difficult to find any joy in eating a meal.

Tobacco and snack foods play an important role in the course of a day for many drivers.

They are often the source of relief for boredom, fatigue, and stress.

Driving for many hours a day can be mind numbing. Eating and smoking are very effective ways of bringing the mind back to the present moment.

In the past I have been dependent on smokes and snacks for what I felt was a very beneficial purpose, staying alert and calm. Of course the long-term effect is destructive.

It took me a good number of years to come around to the full realization that healthier food choices, sleep, and exercise were a far better combination for combating that mind numbing feeling we more commonly call fatigue.

I had myself convinced that smoking and eating were some-

thing I had to do to get through my day. In fact they had become a crutch and were not a solution to keeping me alert, awake, and stress-free as I went about my daily routine.

But it was hard to break the routine I had fallen into. Besides, I love snack food.

I've never met a nacho cheese Dorito I didn't like, plus I can never eat just one.

It doesn't matter the size of the bag, if it's open and by my side, it's getting emptied. I admit, I have no willpower when it comes to Doritos.

I know many of you have a similar weakness for your own favourite snack. In the past couple of columns I have said that the key for me to making a change in what I eat comes from starting to read food labels.

Doing this very simple thing set me on a path of discovery and understanding about my body, my health, the food I eat, and level of exercise I require.

After I had quit smoking, my weight continued to climb. I was snacking more to compensate for the smoke that wasn't in my mouth.

Knowing that I would continue to gain pounds if I continued to consume more calories than what I was burning off in a day I looked up my Basal Metabolic Rate (BMR).

That is how many calories I require in the course of a normal day. I posted this number up in the truck where it was always in my face.

Back in 2001 that number was about 2,500 calories for a 235-lb male with a sedentary lifestyle.

Then I just started reading those food labels and pretty soon I was calculating in my head what I could and could not eat. It became something of a game I played with myself and it was a great source of motivation.

I started to look for alternative foods that gave me more volume for fewer calories.

This all happened slowly, I didn't try to change my life overnight, I just allowed it to happen in its own way.

I know this sounds a little too simple but that's the beauty of it. Any changes we make to our lifestyle out here on the road must be done in small increments if we want those changes to be lasting and to be permanent.

Making those changes is good for your health and for your pocketbook. □

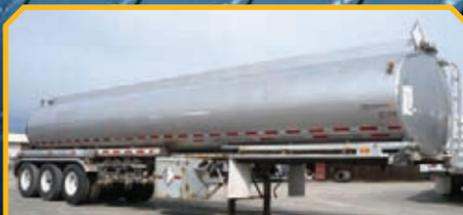
- Al Goodhall has been a professional long-haul driver since 1998. He shares his experiences via his 'Over the Road' blog at <http://truckingacrosscanada.blogspot.com>. You can also follow him on Twitter at Twitter.com/Al_Goodhall.

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OPINION

Bring on the World Truck

And make bloody sure it has disc brakes

Trucking is a worldwide industry. No matter where you go in the world, trucks move the goods. Even in the third world countries, old trucks have been imported from Asia, Europe or North America to help them feed the population. Conditions vary greatly between countries and continents, so trucks are very different throughout the world, but I don't think they need to be.

I have many years of experience driving European trucks, as a driver, an operator and as a judge of sorts during my tenure as a road tester. Now I'm earning my stripes in a North American truck.

The two are very different beasts, yet they do the same job. In my opinion, one does it better than the other. You guys will agree with me, my former colleagues in Europe will think I'm crazy, but the North American truck is really far better at its job than any other truck on the road.

Each market is very different, so manufacturers tailor the product to match the conditions, but in North America we have run of the mill over-the-road tractor units that, without modification, will withstand a temperature range from 50 below to 50 above, it will run highway speeds or pull mountains, can cope with paved highways or run gravel roads, with a few modifications to gearing they will be able to run heavy haul or we can tear off the bunk and use them as city trucks. All in all they're a very versatile piece of machinery.

Yet a truck built for any other market will be very different. In Europe, South America and Asia the trucks are all different. Not just the look – they mainly run cabovers due to length laws – but under the skin they are different too. They run different engines, sometimes due to emission regulations (don't get me started on that), but more often due to market demand.

This just goes to show one of the problems that we have in this industry: we have a passion for it. We actually have an affection for the huge chunks of metal and we like what we like, but that does hold us all back.

The preferences that we have dictate the trucks we buy, or like to drive. In Europe my preference was for a Scania cabover with a stonking V8. Now I wouldn't have one if they were giving them away. I'm all about the 379 with a big yeller dozer motor under the hood, but I'm selling myself short with this choice. The Pete may be very good, but it's not perfect, not by a long way and there are parts from European, Asian and South American trucks that would make it a lot better.

If I could make one transplant from my trucking school sweetheart to my current love, it would be the braking system; those drums would be junked in favour of a set of discs all around.

When I first arrived in Canada I was behind the wheel of a big truck before the Timmies I bought at the airport had gone cold.

I pulled out of the yard and when I got to the first stop sign I was shocked to find that the middle pedal didn't work properly.

I pushed it down, it just didn't appear to be connected to the brakes. So I pushed it some more and it slowed

You say tomato,
I say tomahto

MARK LEE



down a little. By the time I reached the stop sign I had to do a panic stop. Now if I had used the same pedal pressure on a disc-braked truck I would've been chewing on the steering wheel way before the stop sign.

I do not understand why drum brakes are allowed anywhere near a big truck.

Disc brakes have an answer for every shortcoming the drum brakes have and there are lots of them: they're heavy, they're labour intensive to repair and replace, they're more expensive long-term and worse of all, they

contribute to death on the road.

How many rear-end shunts would never have happened if the truck could've stopped quicker? We have government trying to force legislation down our throats, all in the name of safety.

The safety campaigners are calling out for more restrictions to stop us from killing off the human race and yet we're using technology from the days of the horse and cart to stop our trucks.

We could switch to discs, reduce our stopping distances dramatically and get this lot off of our backs. We'd save some time and money in the process too; it's a no-brainer, surely?

The way I see it, resistance to disc brakes comes from us, the trucking industry. The manufacturers are all talking about vertical integration.

They're all worldwide conglomerates: Daimler is the number one truck producer in every market throughout the world, Paccar has plants in Europe, Volvo is a European company, Navistar has close ties to a European man-

ufacturer that is in bed with another European manufacturer.

As my earlier example proves, under the skin we don't need things to be very different at all.

We want a truck that is reliable, fuel-efficient, easy to maintain, has enough power to do the job, is comfortable and stops when we hit the middle pedal and that can't be any different from what our cousins in Asia, Europe and South America want.

If manufacturers made a World Truck, costs would come down as specific parts could all be made in one place and best of all, they'd need shipping around the world to the local manufacturing plants, so there'd be more freight for us to haul. □

– 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. You can read his blog at www.brandtruck.com/blog.

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OPINION

Dealing with an iPhone addiction

It's been six months since I purchased my smart phone, so I thought I'd give you an update on my attempt to join the tech revolution.

Fortunately, some very talented IT people support the *Truck News* team. They were kind enough to set up my iPhone and give me a quick overview.

One of the first e-mails I accessed was from a co-worker who congratulated me on making the quantum leap. In the same sentence, she also gave me her condolences.

Little did I know, she was referring to the never-ending 24/7 work shift that I had just signed up for.

Checking e-mails became an addiction. They were the last thing I did before I went to bed and the first thing I did in the morning. My Frosted Flakes had to wait until I checked that all was well in *Truck News* land. I quickly discovered that even at the cottage I could get access. "Hi, my name's Rob and I'm a iPhone-aholic" comes to mind. The company had me and there wasn't anything I could do.

A few days in, I discovered that there's a little e-mail alert icon that tells me how many e-mails are waiting to be viewed. That number stares at you until you tap on it.

Trying to ignore it won't help, since it's only going to get bigger. So I did what every responsible publisher would do; I turned it off.

Kidding, I accessed it and a list of e-mails waiting in the wings ap-

Publisher's Comment



ROB WILKINS

peared. Opening one from my boss, I find there are problems. It's 5:30 on a Friday so what can I do? Absolutely nothing! Everybody had left for the weekend, enjoying some well-deserved R&R. All I did was ensure that this would sit in the back of my mind and cause me pain and anguish the entire weekend. Damn you, Apple!

I've heard there are physiological similarities between iPhones and slot machines. I suppose it's got something to do with uncovering the unknown. You know, maybe one day one of the dozen messages I receive every week offering to bank some Ivory Coast widow's fortune will be legit. Surely they can't all be a bunch of frauds? Note to everyone: they are!

For all of you who suffer the same addiction, the first step in recovery is admitting you have a problem. (Do I sound like Dr. Fraser Crane or what)? Everyone needs some downtime so when it's your turn do the right thing. Turn it off and leave it off. You won't regret it. □

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



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Recording the use of your service vehicle

In July, I wrote about how to deduct expenses for the business use of your personal car, pick-up, or van. The "service vehicle" is a red-flag item for Canada Revenue Agency, so you need to know how to make claims that will stand up in the event of an audit.

I want to build on last month's column because I get a lot of questions about "company cars."

The big issue has nothing to do with what type of expenses you can write off or whether it's best to lease or own a vehicle.

The number one reason claims are denied is for failure to properly log business-related travel.

Whether you buy or lease, whether the vehicle belongs to your company or to you personally, CRA needs an accurate record of the total number of kilometres you drive in a year as well as the date, destination, purpose, and the distance in kilometres for each business-related trip.

Without it, your audit report letter will read like this: "As no mileage log was kept, your total kilometres to date were used for calculation of personal kilometres."

Lots to lose

If you can't prove that your vehicle was used for business, consider what's at stake:

Expense claims: All your kilometres will be deemed to be personal and your service vehicle expense claims will be denied. Since CRA can audit three years at a time, you may lose three years of claims.

GST/HST input tax credits on those expenses: This includes the GST/HST in your lease payments, purchase price, gas, repairs, etc. which can be refunded to you at the percentage of business use. You may have to pay back part of your GST/HST refunds. If you're a sole proprietor buying a new service vehicle, you can claim 100% of the GST/HST immediately on your next return if you can show that the vehicle is used for business 90% of the time. If the business use is less than 90%, you have to calculate the GST/HST included in the depreciation of the vehicle each year and claim it back over time.

Don't count on that GST/HST being refunded on your service vehicle purchase unless you are prepared to prove 90% or more business use.

If you're an incorporated owner/operator whose company buys or leases the service vehicle, then a travel log is even more crucial. Like a sole proprietor, you too can lose the business expense claim and have to pay more tax (in your case, corporate tax). You also can lose the right to claim GST/HST and have to pay it back.

Taxable benefit: If your company leases or owns the vehicle,



Tax Talk

SCOTT TAYLOR

there's the added risk of having a taxable benefit applied to your personal income.

CRA uses two factors to calculate the taxable value of the company car: a "standby" charge plus an "operating expense benefit." The standby charge represents the benefit the employee enjoys when the automobile is available for his personal use.

If your company leases the vehicle, the standby charge is two-thirds of the cost of the lease.

If it owns the vehicle, the standby charge is 2% of the vehicle's cost to the company.

If the cost of the vehicle is \$40,000, including taxes, the stand-by benefit is \$800 per month.

When an employer pays operating expenses incurred for personal use (including gas and oil; maintenance and repairs; insurance; and licences), this also constitutes a taxable benefit to the employee.

Corporation owners can be hit with double taxation.

Without a log to validate the business use of the vehicle, your corporation won't be able to deduct expenses, and you personally will pay more tax because the taxable benefit of using the company car will be added as income on your T4.

What to do

The best evidence to support the business use of a personal vehicle is an accurate logbook.

Talk to your accountant for advice about these two important points:

Proper setup: Ask for a template of a travel log to help you record the information CRA needs. This includes the date, the destination, the reason for the trip, and the distance covered for each trip.

Sample logs: After one complete year of keeping a logbook, a three-month sample logbook can be used to extrapolate business use for the following years, provided the usage is within the same range (within 10%) of the results of the base year. Ask your accountant to help make sure you've hit that target.

It takes discipline, but the simple act of writing down your business trips is vital to making valid expense claims. □

– Scott Taylor is vice-president of TFS Group, providing accounting, bookkeeping, tax return preparation, and other business services for owner/operators. Learn more at www.tfsgroup.com or call 800-461-5970 to become a client.

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DIESEL EXHAUST FLUID

A DEF delivery dilemma

Measurement Canada has approved just two meters for bulk delivery of diesel exhaust fluid. So why is DEF so widely available in bulk form?

By James Menzies
TORONTO, Ont. – Canadian fleets that have been receiving diesel exhaust fluid (DEF) in bulk form, may have been receiving it illegally with little assurance they were getting the volume they were paying for.

Canadian Weights and Measures (W&M) regulations require fluids distributed by bulk and sold by volume to

be measured using a Canadian W&M-approved meter.

“A retailer may legally sell DEF by meter or dispenser only if the device has been authorized by Measurement Canada to do so,” Lauren Hebert, media relations rep with Industry Canada confirmed to *Truck News*.

Pre-packaged product falls under a different set of regulations and

does not need to be delivered using a W&M-approved meter, Hebert pointed out. On July 6, Hebert told *Truck News* Measurement Canada had only approved two meters to dispense bulk DEF. Wakefield Canada, manufacturer and distributor of H2Blu diesel exhaust fluid, claims to own the first two meters approved by Measurement Canada.

“We have been working for over a year to get something that would meet the criteria for Weights and Measures,” Don MacKinnon, national transportation service manager with Wakefield Canada told *Truck News*. “We have a unique design and it’s proprietary.”

Until now, Wakefield has not been delivering DEF in bulk, but the company announced internally that it will begin making bulk deliveries in the Ontario region now that its first two meters have been approved by Measurement Canada. Other suppliers, however, have already been advertising the bulk delivery of DEF and since Wakefield was the first to gain Measurement Canada’s stamp of approval, that raises some questions.

“A lot of (DEF suppliers) are claiming to be able to deliver in bulk and some of them are delivering in bulk, but they don’t have the government-approved equipment to do so,” said Wakefield Canada’s Nikolette Gayk. “Wakefield Canada is the first and only company at this point to have a Weights and Measures-approved meter for delivering bulk DEF, so anybody who’s claiming to do so doesn’t have the approval.”

Measurement Canada requires the use of W&M-approved meters primarily for consumer protection. Each in-



STAMP OF APPROVAL: The Measurement Canada sticker indicates the meter is certified.

dividual meter must be submitted to Measurement Canada for calibration and then periodically inspected. Hebert said “when a device is found to be in compliance with the requirements, a notice of approval is typically issued within 120 calendar days of receipt of the application and all appropriate documentation.”

Customers have good reason to ask their supplier whether it is using W&M-approved devices, Wakefield’s Gayk explained.

“If you’re not accurately measuring the DEF, something else is possibly getting in there,” she pointed out. “If a meter shows the supplier has pumped 1,000 litres but his meter and pump aren’t working properly, it could be that you’ve got 876 litres and the rest of it is air.”

That could go unnoticed if a fleet is using stainless steel tanks, Gayk pointed out. And if a distributor is not using a W&M-certified meter, disputes over volume are difficult to settle.

Similar requirements exist in the US, but Canada’s standards are more stringent.

“I know their tolerance is a little dif-

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ferent than it is in Canada and that's why we haven't been able to bring pumps and meters up from the States," Gayk said. MacKinnon added "The Canadian government has put a closer tolerance on the requirements for meeting the standards than what is in Europe or the US and this is what has caused the hurdles for everyone that is attempting to be a DEF supplier."

Now that Wakefield Canada has cleared that hurdle and developed a meter that has finally met with Weights and Measures' approval (its first meter was rejected the first three times it was submitted for verification), the company has more units awaiting approval.

"I have three more meters set aside to get approved next week," MacKinnon said. "Once they're approved, they will be distributed to other regions of the country."

Eventually, Wakefield Canada plans to have eight W&M-certified meters deployed on delivery vehicles across Canada.

It's not clear how much demand there has been for the bulk delivery of DEF. An executive with a major fleet told *Truck News* the company was ordering DEF in totes, so it could be easily stored in its shop.

"We don't buy bulk, similar to most fleets in Canada because the infrastructure and requirement to heat is too expensive," he said. "Totes are easy to store in a heated shop or wash bay."

However, MacKinnon expects demand for bulk DEF to ramp up, and pointed out it can be delivered cost-effectively in bulk form to a fleet's existing tote, provided it's suitable.

Fleet customers that have placed bulk orders for DEF should ask their distributor to see the meter and look for an official Measurement Canada certification sticker (pictured). If the sticker isn't there, MacKinnon warned there's no way to ensure the DEF is being delivered in a proper manner and that customers are getting what they've paid for.

Industry Canada's Hebert said a database of notices of approval is available on the Measurement Canada Web site.

For their part, Wakefield representatives say customers should be aware that not all equipment used to distribute DEF is appropriate, which could compromise the purity of the product.

"We've noticed some suppliers are using aluminum tankers with a meter that is approved for windshield washer fluid and delivering through a hose that's approved for lubricant," MacKinnon warned, noting aluminum and rubber can leech into the fluid and contaminate it. The Measurement Canada verification sticker should not be confused with the black American Petroleum Institute label that appears on containers of API-certified DEF.

"The API approval is for the actual fluid itself and that approval does not carry over to the equipment that's used with it," said Gayk.

Fleets that have taken bulk deliveries of DEF may want to follow up with their supplier and ask for proof the meters used were W&M-certified, MacKinnon suggested. "The sad reality is there is going to be a lot of people getting into this industry and then leaving this industry and the effect they will have on the market until it sorts itself out could impact the end-user," he said. "We are trying to guarantee our customers that we will not allow them to be impacted by an inferior method of delivery." □

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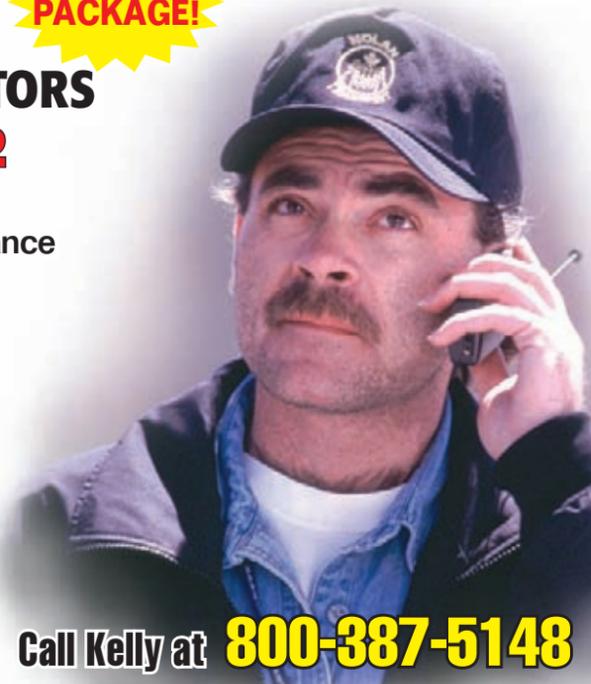
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JIM MCMILLAN

There is a good reason why many fleets have turned to family farms in the search for future truck drivers. Those who grow up in these surroundings are obviously familiar with heavy equipment, know how to work independently, and are often anxious to explore life beyond the fields.

But while family farms might continue to be a valuable source of potential employees, there is no mistaking the fact that this pool of workers continues to shrink. Only one in 46 Canadians now lives on a farm, according to Statistics Canada. Compare this to the one in three who lived there in 1931. It is hardly the only recruiting challenge for a modern trucking industry. As the shortage of qualified drivers intensifies, fleets also need to find job candidates who can manage information, electronic tools and the stresses of just-in-time delivery schedules.

But progressive carriers have been answering these challenges by expanding their searches and reaching out to under-represented demographic groups.

A number of tradespeople offer a perfect example of those who could be a perfect fit for careers in trucking. Carpenters and electricians are often attracted to jobs where they can work independently, and those in the construction industry might also be very familiar with heavy equipment. These candidates may not be ready to abandon their existing careers altogether, but carriers are often able to hire people who are looking for work during another industry's seasonal downturns.

Of course, there are still some risks when reaching out to people who work in other businesses. Many of the laid-off automotive workers who accepted trucking jobs during the recent economic downturn simply returned to their jobs on the assembly line as the economy recovered. Those who want to retain employees with these backgrounds might need to re-examine everything from their schedules to career paths.

But there are some distinct advantages to reaching out to different demographic groups. Younger workers, for example, tend to be very comfortable with electronic tools and communications systems. That means they are quicker to embrace new technology used to generate bills of lading, communications equipment, or electronic on-board recorders. These skills are so valuable that some fleets are even exploring different routes and schedules to attract and retain their younger workers who place a high value on their personal time.

A long list of cultural groups is also earning some well-deserved at-

Continued on page 38

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SAFETY

Looking beyond the farm

Continued from page 36

tention. Fleets in southwestern Ontario have certainly been able to attract many drivers from Poland and Russia, and several communities such as Vancouver, B.C. and Brampton, Ont. are recruiting a growing number of employees from regions such as Asia and the Middle East.

Existing workers from any cultural group can be a great resource when trying to reach out to people in their respective communities. Some fleets even offer their multicultural ambassadors a signing bonus for attracting new drivers who stay on the job for a specific period of time.

The companies that actually extend their recruiting efforts to other countries have discovered another benefit: the successful job candidates who are prepared to move to another part of the world will obviously be dedicated to their new jobs.

Fleets that have been successful in retaining these workers usually take steps to address a few unique needs. Someone who is recruited from another country, for example, might need some help to improve their language skills or even adjust to life in Canada. Those who leave their families and friends behind in the search for a new career may also need support from other resources in their cultural communities.

The under-represented groups are not limited to different cultures and business backgrounds, either. Women, for example, are largely absent

from the world of truck drivers.

Companies have been able to reach out to more female job candidates by investing in equipment like automatic transmissions which reduce some of the job's traditional physical demands. Revised schedules and local routes have made a difference of their own, particularly among those who have young families at home.

Regardless of the demographic group that a recruiter might explore, it's the targeted retention efforts that can help to keep these new hires behind the wheel. Trained mentors and coaches will be better equipped to understand and address any group's unique needs, and help anyone prepare for life on the road.

The added focus may involve some new thinking, but it will give any fleet a competitive edge in the search for the industry's next generation of drivers. □

— This month's expert is Jim McMillan. Jim is a senior advisor with Markel Safety and Training Services. Jim has served the trucking industry for over 40 years and has been with Markel for the last 23 years. 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.



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INDUSTRY

We're on our way back



Well, things are certainly beginning to look up, aren't they? Weather-wise a horrible spring in most parts of the country has been followed by definite signs of the promised warm summer. Shippers are starting to ship and carriers are talking about rate hikes and sounding like they mean it – both signs of a turnaround.

In a tangible way we saw some positive signs of that turnaround during the PMTC's annual conference at the end of June. The number of exhibitors exceeded our going-in expectations and the exhibitors' area was packed with attendees who showed some real interest in what those exhibitors had to offer.

We were also pleased with the apparent loosening of the corporate purse strings as it were, with the number of conference attendees on the rise. This is yet another sign that we are returning to better times.

Along with the variety of exhibitors, our post-conference survey of attendees indicates that they were impressed with the quality of the speakers and the educational forums that were presented. As I've referred to in past columns, continuing education is a must in most industries, but I think it is an imperative in ours, and the seminars covered a variety of topics that are important to fleet operators.

The most recent column that I wrote on the subject of continuing education garnered some interesting responses from readers – and by the way, I do enjoy receiving comments, whether or not you agree with me. In that space I suggested that continuing education is an important, even necessary part of being successful in the trucking industry. There are so many new products and services, rules and regulations that it is entirely possible to be passed by if you're not trying to keep up.

While most responders agreed with my sentiments, some took issue, not so much with the concept of ongoing education, but with the availability of same for all the different positions in the industry. In particular, one reader took the time to suggest that the available training for drivers who may aspire to grow into other positions, was less than satisfactory.

That may be a valid point of view, but only if the driver's employer isn't taking an interest in the ongoing training and development of the driving contingent.

There are a number of programs available for the certification of new drivers, as well as for the ongoing training of experienced ones who

Continued on page 42

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INDUSTRY

PMTC inducts drivers into Hall of Fame

Continued from page 40
 may wish to consider another role in the industry. A few examples come to mind:

Truck and other equipment manufacturers are often happy to attend driver meetings to talk about the equipment they provide and to explain how the drivers can get the best out of it.

Natural Resources Canada has some excellent programs – Smart-Driver for example – that teach the best ways to conserve fuel and reduce maintenance.

The Canadian Trucking Human Resources Council has not only developed the Earning Your Wheels program for training new drivers, but has programs designed specifically for owner/operators (currently being updated) and experienced professional drivers. They also have programs to train and upgrade dispatchers and driver trainers that can provide a foundation for drivers who aspire to take on a different career while staying in touch with driving.

Transcom Fleet Services delivers an often sold-out training program for dispatchers and those who aspire to the position. The regularly sold-out nature of this offering indicates clearly that it provides value.

While ultimately the responsibility for seeking out training and upgrading rests with the individual, it is fair to say that employers with an interest in seeing their people develop should make such information readily available. Companies do it for staff positions all the time and they should demonstrate the same interest in their drivers.

And now to switch gears a little, we at the PMTC would like to offer special congratulations to three accomplished drivers that any of us would want to have as part of our fleet. In June all three were inducted into the PMTC Hall of Fame for Professional Drivers, which is sponsored by Huron Services Group.

Luigi Colosimo of Maple Leaf Foods, John Stell of John Deere, and Claude Rivard of Tona Transport were honoured at induction ceremonies during the PMTC annual conference. Between them they have accumulated 75 years and over 12 million kilometres of accident-free driving. These are outstanding records and each of these gentlemen fully deserves the honour bestowed on them.

And finally, I would like to acknowledge the contribution that Linda Gauthier has made to the trucking industry during her sixteen years as executive director of the Canadian Trucking Human Resources Council. Linda retired at the end of June with the intention of enjoying more golf and more travel, and we wish her well. □

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PEOPLE

Vernon Erb has stepped down as president of The Erb Group of Companies, paving the way for his eldest son **Wendell Erb** to assume the position, the company has announced.

Vernon will remain as chairman of the board for Erb Enterprises. Wendell takes the reins from his father after serving as general manager of the company since 1999. He began his trucking career with Erb in 1980 at the age of 21.

Wendell started as a cross-border driver and then moved into the office as the company's first international dispatcher. Wendell Erb has been with the company as it grew from five trucks to more than 200 and went on to assume roles including vice-president of international operations. The company credits Wendell's guidance for implementing modern best practices and emphasizing the carrier's goal of "profitability through superior service." Wendell's an Erb board member and also serves on the Ontario Trucking Association and Canadian Trucking Alliance boards.

Wayne Marshall of Marshall Truck and Trailer Repair has won the prestigious Truck Service Expert of the Year award, presented by the HDA Truck Pride.

Marshall was selected as the winner from among 400 repair shops and service providers across North America who belong to the Truck Service Experts network.

Marshall was selected based on: exemplary service to customers; exceeding product support; endorsing the Truck Service Experts code of ethics; taking part in Truck Service Experts training programs; implementing Truck Service Experts marketing tools; and promoting the organization.

Marshall Truck and Trailer was opened in Hamilton in 1984 as a family-run company. At that time, 14-year-old Wayne Marshall helped out by washing trucks. He later became a driver and then eventually a mechanic.

Today, the operation features a nine service bay shop, seven fuel

pumps, two wash bays and two diagnostic bays. Marshall was nominated for the award by Geoff Pilling of GPICS out of Stoney Creek, Ont. He was identified as an ideal winner because of his "exemplary customer service" and "commitment to the industry and his community," the organization said in a release.

Last year, the Marshall family donated \$1.2 million to fund the Gerald Marshall Centre for Transportation at Mohawk College. Marshall received his award during the HDA Truck Pride annual membership meeting. It was presented by Mark Willis, business development manager in front of an audience of more than 400 people.

Michael Reardon has been named vice-president of sales for Mack Trucks. Reardon brings more than 20 years of sales and marketing leadership to his new position, where he will be responsible for Mack's national accounts and business development. □



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PEOPLE

Three drivers added to Hall of Fame

KING CITY, Ont. – Three professional drivers with nearly 100 years of safe driving were inducted into the Private Motor Truck Council of Canada Hall of Fame for Professional Drivers. The Hall of Fame, sponsored by Huron Services Group, resides at the PMTC's Web site www.pmtc.ca and honours drivers who have exemplified superior over-the-road performance while working for PMTC member companies.

"There are many professional commercial truck drivers in Canada and their skills are evident to all road users. These professionals compile safe driving records that are beyond amazing, considering all the adverse conditions they face every day," said PMTC president Bruce Richards. "But it is only a select few that match the caliber of the drivers in the PMTC/Huron Services Group Hall of Fame. The industry salutes these individuals and we are pleased to honour them today. We are very grateful for the interest and support shown by Huron Services Group that helps us sustain this Hall of Fame and celebrate the achievements of these drivers."

Luigi Colosimo was the first of this year's inductees, having served 33 years driving for Maple Leaf Foods. During that time he has accrued 3.2 million accident-free kilometres.

Colosimo has a reputation at Maple Leaf Foods for having an incredible work ethic and he isn't afraid to share his views on how safety can be improved.

John Stell drives for the John Deere private fleet, where he has served for the past 17 years as an employee of Huron Services.

Stell began driving professionally in 1970 and now has more than five million accident-free kilometres to his name. John Deere officials say he is a respected driver mentor at the company. In his spare time, he and his wife Lois have a horse farm and when that doesn't keep him busy enough, John is a recreational pilot and the drummer in a rock band.

Claude Rivard rounded out this year's inductees to the Hall of Fame. As a professional driver of 25 years, Rivard currently drives for Tona Transport on behalf of Huron Services. Rivard boasts more than four million kilometres without a preventable accident.

People who know him say Rivard is considered a leader of all the Huron Services drivers assigned to the Quebec Tona fleet. He's also driver-trainer for Huron's Quebec operations. As such, Rivard chairs driver safety meetings and mentors new and experienced drivers in the fleet.

For more on the PMTC/Huron Services Group Hall of Fame for Professional Drivers, visit www.pmtc.ca. □

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INDUSTRY

Trucks to blame for lack of 'fun'?

Columnist blames trucks for taking the fun out of driving Hwy. 401

Recently, Ian Law, the 'Better Driving' writer for the *Toronto Star's* Wheels section wrote an article entitled 'Why driving just isn't fun anymore' about a recent trip he took to Windsor and Sarnia.

Before embarking on the trip, Mr. Law – a former ice race car driver, stunt driver and current driving instructor was looking forward to this "driving adventure" as he called it.

It wasn't clear from the article, but it sounded like he hadn't driven on the 401 for some time, since he said he "didn't realize how much things had changed."

Perhaps using his journalistic licence to engage in a bit of hyperbole, Mr. Law said his trip along the 401 "ranked up there" with previous experiences like having race cars blow up their motors directly in front of him at speeds reaching 200 km/h.

Fair game, so far. But then he proceeded to say: "what really caught (his) attention was the sheer volume of trucks."

I guess if you haven't driven Highway 401 for many years, it might come as some surprise that that stretch of highway is North America's biggest and busiest trade corridor.

Although he admitted to speeding (his actual words were that he was "not speeding per se"), Mr. Law complained about being surrounded by trucks at times and the lack of lane discipline.

I wasn't there, so again maybe he had a point.

But, by exclaiming "it's no wonder we are always reading or hearing about truck crashes on the 401 or 400," I started to become concerned.

When he said the "trucks rumbling down our highways (are) operated mainly by poorly trained or fatigued drivers" he lost me altogether.

This kind of generalization is simply wrong. To paint the majority of truck drivers this way is totally unfair.

In my response to the *Star*, I said it's regrettable that all those trucks which keep our economy moving, make sure there's food on the shelves and gas in the pumps are making driving less fun and adventuresome for Ian Law.

Perhaps somewhat smarmily, I suggested in the future, perhaps he would enjoy himself more by renting a track somewhere so he can relive the excitement of his times as a race driver since he clearly doesn't derive the same pleasure from only being able to speed "per se" or having to share the road with other vehicles.

I will not deny that there is a certain level of tension between trucks and cars on our roadways. There are more of all types of vehicles on our highways.

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Industry Issues

DAVID BRADLEY



The sheer size differential between cars and trucks is a big part of the problem.

But, it is also borne out of a lack of knowledge, understanding and training, particularly of motorists, in terms of how to safely share the road.

To be fair, Mr. Law did recognize that truck drivers are sharing the roads with motorists that have minimal driver education.

It is not vehicles that cause crashes; it's people.

Ask any truck driver how much fun he has avoiding collisions with motorists who speed, don't know how to properly pass a truck, are unaware of where a truck's blind spots are, or to whom lane discipline is a foreign concept.

Trucking is one of the few industries to share its workplace with the public and therefore has an added responsibility to meet the highest standards of safety.

Annual road safety statistics published by the provincial government show that truck drivers are not at fault in the majority of crashes they are involved in. Truck drivers and trucks – as a class – are the safest drivers and vehicles on the road.

The increase in truck traffic on our highways is not a new phenomenon.

Growth in the number of trucks is basically a reflection of growth in the economy.

Trucks move 90% of all consumer products and foodstuffs, including two-thirds of Canada's trade with the United States.

If there are more of them out on the highways, it means the economy is in recovery. □

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

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NEW PRODUCTS



Xata has announced it is integrating and reselling **ZoomSafer software**, which can prevent drivers from using their cell phones for calls, texting or e-mail while the truck is in motion. ZoomSafer's FleetSafer Mobile and FleetSafer Vision programs can be customized to a fleet's own mobile phone use policies, the companies announced. FleetSafer Mobile runs alongside Xata Turnpike on mobile smart phones and prevents the use of native and third-party applications, including texting, when the vehicle is in motion. FleetSafer Vision is a reporting tool that leverages telematics data in conjunction with phone records and e-mail services to report to fleet managers any risky behaviour.

Kenworth has added nearly 50 new items to its **online merchandise shop**, found at www.ShopKenworth.com. The store now features nearly 165 items, including caps, T-shirts, polos, jackets, women's clothing, accessories, truck models, drinkware, golf apparel, etc. To browse the collection, visit the online store or call 425-806-2306. Many of the items are also available through Kenworth dealers, the company says.

Rislone Liquid Copper Block Seal and Radiator Stop Leak is designed to permanently seal coolant system leaks, the company announced. Liquid Copper is designed for major leaks and works in gaskets, radiators, heater cores, intake manifolds, blocks, heads and freeze plugs. You simply pour the bottle into the rad with no draining of the coolant required. For more info, visit www.rislone.ca.



Western Star has announced it is now offering **two new suspension options**. A Neway 60,000-lb capacity AD 260 tandem air suspension system is now available on Western Star trucks using Dana D60-190 axles. The company says it contributes to road-holding and handling and positive axle alignment, eliminating tire hop and providing better traction. The Neway offering is the highest capacity air suspension in the industry, Western Star claims, and it provides predictable roll stiffness for high center of gravity loads, ideal for front and rear discharge mixers. Also new is a 40,000-lb TufTrac All-Wheel Drive vocational suspension, available on the Western Star 4800 with 40,000-lb axles. It's designed for on- and off-road high articulation operations with bumps, ridges and washboard and will prevent bottoming out. Western Star says the 40,000-lb TufTrac is a more affordable, lighter alternative to the 46,000-lb option.

Rotary Lift has come out with a new **Wireless Mach 4 mobile column lift** that doesn't require cords or cables. Each column is powered by batteries and communicates with the other columns wirelessly, the company announced. The wireless lift reduces trip hazards and makes lift set-up easier. For more info, visit a Rotary Lift dealer or visit www.rotarylif.com.

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NEW PRODUCTS

NAL returns to roots, launches roadside assistance program

By James Menzies

LONDON, Ont. – NAL Insurance is returning to its roots and offering a roadside assistance service for truckers.

When it was first founded in the 1950s, NAL was known as National Auto League and as such, it provided roadside assistance to customers of automakers including Lexus, Toyota and BMW. NAL sold that segment of the business in 1998, but recently decided to offer a similar service to the trucking industry.

Glenn Caldwell, vice-president of sales with NAL Insurance, said the company was inspired to create the new service after one of its member owner/operators was badly injured while trying to find a tow truck in the US. The driver was struggling to find a local heavy-duty tow operator and as he paced around the rear of his

trailer with the cell phone to his ear, another truck driver who was stopping to help struck the driver and pinned him against the guardrail.

“He’s lucky to be alive,” Caldwell recalled in an interview with *Truck News*. “The challenge this individual was having was trying to find somebody at the time that could come out and service him. He had made numerous calls but he wasn’t able to find anybody.”

Through its newly formed Truckside Assistance program, NAL has built a network of more than 16,000 service providers throughout Canada and the US, most of which have promised to offer preferred pricing to Truckside members.

“On average, our members can save anywhere from 10-30% and we can get them back on the road

two to three hours quicker than if they were trying to get a service provider on their own,” Caldwell said.

He added the service frees up dispatcher resources, as they can simply call one number and then get back to focusing on their revenue-generating activities. Members also enjoy the peace of mind in knowing they are dealing with reputable service providers, Caldwell added.

“When you go to the Internet, you’re basically not sure who you are calling,” he pointed out. “Are you going to get the best possible rate and is this guy going to be out in a short period of time?”

Truckside Assistance offers a single phone number available 24/7 in the US and Canada. Various pricing packages are available, depending on the level of service desired by the fleet or

owner/operator.

In addition to roadside assistance, other available services include: accident downtime protection, providing up to \$850 per week while the truck is being repaired; legal protection, reimbursing owner/operators with costs incurred while fighting fines for moving violations; hazardous weather protection, providing payment in the event O/Os are stranded due to weather events such as avalanches or flooding; and major mechanical breakdown coverage, providing payment to cover hotel bills and/or a rental truck while the O/O’s truck is out of service for major mechanical repairs.

All members also receive \$10,000 driver protection coverage if they are injured while driving a vehicle that’s registered with Truckside Assistance.

Caldwell said the program can be used by fleets as an incentive for owner/operators as well as providing them with assurances owner/operators will be back on the road quickly in the event of a breakdown.

Owner/operators can also purchase coverage on their own. Basic roadside assistance coverage costs \$19.95 per month while comprehensive Premium Membership is available for \$59.95 per month.

For more information, visit www.truckside.ca. □

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Goodyear's DuraSeal technology rolled out to new wide-base tires

AKRON, Ohio – Goodyear has come out with wide-base single drive and trailer tires that combine the company's Fuel Max technology with its DuraSeal self-sealing properties.

The G392 SSD drive and G394 SST trailer wide-base singles are aimed at long-haul and regional-haul applications, the company announced.

"We feel our new wide-base tires are game-changers in the wide-base tire segment," said Donn Kramer, director of marketing for Goodyear Commercial Tire. "If a standard wide-base tire hits a nail or other debris and goes flat, there is no limp-home capability, and in about 30% of the cases, the tire deflates to a level where it ruins a \$450 wheel. With Goodyear's DuraSeal Technology, our customers can now run confidently with wide-base and reap the weight-saving benefits of the tires, while gaining

excellent fuel economy and long miles to removal."

Goodyear's DuraSeal technology has proven itself in mixed service and trailer tires for several years, the company noted.

When a tire's tread is punctured, a gel-like inner liner is released to instantly seal holes up to a quarter inch in diameter. DuraSeal doesn't fix sidewall punctures.

The newest Goodyear tires are both SmartWay-certified.

"While our line of long-haul dual tires with Fuel Max Technology continues to deliver fuel economy improvements of up to 5% over traditional non-SmartWay-verified tires, there is a segment of the market that wants the weight savings of wide-base," said Kramer. "The combination of our G392 and G394 can save more than 1,100 lbs over a dual assembly, and achieve comparable fuel economy numbers to other Smart-



GOING WIDE: Goodyear's DuraSeal technology is now available on its wide-base tires.

Way-verified tires in the marketplace. But, while DuraSeal Technology sets us apart, the tire also offers superior handling characteristics, with optimized tread depth in the drive position and a tread pattern that helps resist irregular wear. All combined, our new wide-base combination pro-

vides exceptional performance and value to help drive down cost-per-mile for our customers."

The G392 SSD drive tire with DuraSeal and Fuel Max technologies features a nine-rib design, with eight wide circumferential grooves providing good traction in all conditions, the company says. It also boasts a deep 25/32-inch tread depth for long life and a casing designed to prevent irregular wear. It's available in load range L in a 445/50R22.5 size.

The G394 SST trailer tire with DuraSeal and Fuel Max has a five-rib design, a 12/32-inch tread depth for excellent fuel economy, weight and tread life, the company says. It's available in load range L in a 445/50R22.5 size.

Matching retreads for both tires will be available beginning in the fourth quarter, Goodyear announced. □

Roadranger offering 0/0s extended protection for automated transmissions

GALESBURG, Mich. – Roadranger Marketing is now offering an extended protection plan for its automated transmissions to owner/operators.



The company says the new extended protection plan for owner/operators provides protection after the original factory warranty has run out. Customers can purchase an extra year of protection for linehaul applications, bringing the warranty to a maximum of seven years or 850,000 miles. The plan is available both in the US and Canada.

"In addition to the added warranty period, the automated transmission extender program allows customers to immediately take advantage of the many component and software upgrades Eaton has made in the evolution of its automated transmission technologies," said Rick Muth, Roadranger Marketing manager for lubricants and extended warranty.

"It's a great way to limit potential costly repairs and maintain or enhance the residual value of trucks. In addition to trucking professionals that operate their own business, beneficiaries of the program include fleets holding on to their trucks longer than their normal trade-in cycle and dealers with older Eaton automated transmissions in their used truck inventory."

The program was initially developed for fleets and is available for customers in linehaul applications only. The coverage begins at the point of registration and is transferrable to subsequent owners. It covers the Eaton AutoShift and UltraShift transmissions. □

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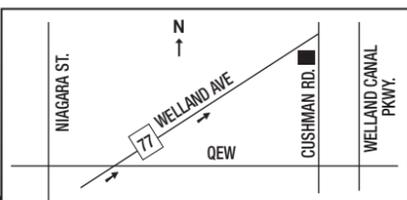
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MAIL

Blowing smoke, indeed

Dear Editor:

Re: *Blowing smoke, May Truck News*

Regarding Mark Lee's column in May's *Truck News* 'Blowing smoke,' to all this I say Amen brother! I have been saying the same things since I purchased my first 'environmentally friendly' engine in 2007; what a crock of dung.

Burning more fuel to save the environment; must be a few corporations lining their pockets from this whole fiasco. I'm actually looking forward to seeing how my new Cummins ISX with urea aftertreatment works out. At least the engine should be running cooler and more efficiently than the last models. □

Chris Schmidt
Schmidt Transport Inc.
Olds, Alta.

Why we should support the truck stops

Dear Editor:

In a recent column by Mark Lee, he had a very good point about the benefits of eating healthy in your truck. Now for the downside. Have you been into the restaurant of a truck stop lately? The parking lot is full, but there are only a few drivers inside.

Next thing you know, the truck stop restaurant is on reduced hours or closed completely. Or worse yet, only has a "quick food" outlet.

How could this have happened? As much as I hate paying the high prices,

I can understand the truck stops are not in business to provide free parking without the benefit of you at least spending some money there.

So the next time you see another truck stop closed up, remember that you don't have to spend your time working, sleeping and eating in your truck. It's time to get out and keep that truck stop in business. Good truck stops are getting few and far between in Canada. Especially in the north! □

Bob Vrooman
Via e-mail

We must learn to better work with rail

Dear Editor:

Re: *The new normal, July Truck News*

When Michelle Arseneau is talking, I hope people are listening because she is hitting the nail right on the head. Mike McCarron makes some good points as well; I agree fully that we need to better train drivers – all drivers immigrant or otherwise.

I must say though that it frightens me to think that there are industry executives out there that feel opening the flood gates to cheap immigrant labour is going to solve our problems.

The only thing that will do is replace a driver shortage with a safety crisis. Trucking is no place for cheap labour. I would rather see rail take on a more dominant role in long-haul op-

erations. There are many carriers who have already recognized rail not as a competitor but as a partner in servicing their customers. I have always felt that trucking should be run from centralized distribution and relay terminals. Give the drivers a shorter work radius, a skilled hourly wage and get them home to their families where they belong.

If we can find a way to do that, we have a job young local people may actually want. I have read this a hundred times and it is no less relevant now: there is no such thing as a driver shortage, only a shortage of people willing to do the job for what the industry is paying. □

Elliott Wilson
Belle River, Ont.

Yes, we should fear the EOBR

Dear Editor:

Re: *It's not the EOBRs we should be fearing, June Truck News*

It was with great interest I read Mark Lee's opinion about EOBRs. You write that we already are under almost total electronic control, so why not give up the last piece of freedom? This strongly reminds me of the story of the ox who walked happily on his own feet into the slaughterhouse. You suggest with EOBRs we will have – sometime in the future – a truckers' paradise. You admit that there will first be a time of nightmare. You do not say how long the nightmare will last. One year? Ten years? Twenty years? Will my grandchildren live in this truckers' paradise where wages are high and mileage is low?

You name three preconditions that your dream can become reality: a booming economy, a significant driver shortage, and the willingness of the consumer to pay the bill. What if this does not work? Then we all are trapped by a dummy black box! Germany has had the total black box control for five years. There is no end of the nightmare in sight. I admit, the paper log is time-consuming for drivers and companies. There should be an electronic solution, but the idea that a strict computer dummy will lead us to a trucking paradise is an illusion. □

Werner Stumreiter
Via e-mail

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OEM/DEALER NEWS

OOIDA members qualify for Freight Wing trailer side skirt discount

SEATTLE, Wash. – Members of the Owner-Operator Independent Drivers Association (OOIDA) who run their own trailers now qualify for a 15% discount off trailer side skirts from Freight Wing.

Aeroflex side skirts from Freight Wing have proven to deliver 7% fuel savings using SAE/TMC J1321 testing methods.

Sean Graham, president of Freight Wing says the payback is

often under 50,000 miles.

“It’s about the fastest return on investment you can find in the trucking industry,” he claims.

Meanwhile, California has introduced new rules that will require pre-2011 model year 53-ft. dry van trailers to have aerodynamic fairings by Jan. 1, 2013. New trailers must be spec’d with side skirts now if they are to run into California.

Fleets with up to 20 trailers can phase in side skirts, but they must first file a compliance agreement by Jan. 1, 2012. For info on the regulations, visit www.arb.ca.gov and click on The Truck Stop icon.

For more on the OOIDA discount, visit www.ooida.com and click on benefits and services and then select discounts. Or you can contact Freight Wing at 866-464-9464. □

EBI opens Canadian office, warehouse

AMHERSTBURG, Ont. – Express Brake International (EBI) has opened a Canadian office and warehouse just south of Windsor to better serve the Canadian market. Over the past few years, Canadian distributors and customers have been serviced from EBI’s Ocala, Fla. headquarters. The company has also named Scott Deslippe president of EBI Canada.

“With the products coming up from the manufacturing facility in Ocala, Fla., having our Canadian head office and warehouse close to the border just makes sense for us,” said Deslippe. “It allows us to tap into the transportation network passing through on the 401 daily.”

EBI’s current product line consists of the: Xtreme Brake; Xtreme Dust Cover; Xtreme Cam; Brake Alert; and Drum Caddy. Its staple product is the Xtreme Brake, a stainless steel core brake shoe with a non-riveted replacement lining.

“Xtreme Brake has many improvements over the standard riveted shoes, addressing many concerns and offering unmatched performance compared to riveted shoes,” Deslippe said. “It’s a much safer brake to use with shorter stopping distance, better wear and performance.”

Deslippe said the company has been testing its products in a variety of vocations, including garbage disposal, dry van, aggregate operations and heavy-haul applications. It has been building a distribution network throughout Ontario and now has its eye on national expansion.

“We will be aggressively working to partner with dealers in every province to achieve coast-to-coast coverage within the next year,” Deslippe said. He added all EBI’s products are built in North America.

For more information, visit www.expressbrake.com or contact Deslippe at 519-796-5919. □



Kenworth of Newfoundland opens new digs

MOUNT PEARL, Nfld. – Kenworth of Newfoundland has moved its parts and service facility in Mount Pearl to a new, larger location, which accommodates triple the amount of service department space and more than quadruples the parts department size.

The 35,000 sq.-ft. facility, located on six acres at 172 Glencoe Dr. in the Donovan Industrial Park less than a mile south of its previous location, will allow Kenworth of Newfoundland to expand its service department from three to 10 drive-thru service bays. The department now has ample room for 15 full-time trained technicians to work on trucks and trailers. Each 120-ft. long service bay is long enough to fit a tractor and two trailers in a B-train configuration.

Kenworth of Newfoundland is located just off the Trans-Canada Highway and includes a 1,600 sq.-ft. parts display area, a 4,800 sq.-ft. parts warehouse, and a driver’s lounge. One service bay is dedicated to providing Kenworth PremierCare Express Lube services. The dealership offers 24-hour emergency service and operates a mobile service unit.

“When we opened a Kenworth location in Mount Pearl two years ago, the response from the community was overwhelming,” said Larry Murphy, president of Kenworth of Newfoundland. “There are many things happening in Mount Pearl with nickel mine processing activity in Labrador and the Hibernia oilfield production platform off the coast of Newfoundland. Demand for quality service and parts required us to move to a new facility where we can provide that parts and service support more quickly and efficiently.”

The dealership is open from 7 a.m. to 11 p.m. Monday through Friday and from 7 a.m. to noon Saturday. The phone number is 709-364-8251. □

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(2) 2012 VNL 730
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(1) 2011 (2) 2012 VNL 670's
D13-500 & ISX 485, I-Shift & 13 spd., 77" bunk, 13.2 FA., 40 R.A., air 52 susp., 211" W.B.

(5) 2011 (2) 2012 VNL 780's
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(4) 2009 VNL670's
ISX and D13 485 HP, Eaton 13, (3) @ \$72,900 (575-605K) and (1) @ \$67,900 (753K).

(4) 2008 FREIGHTLINER CL120's
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(1) 2009 IH 4400
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OEM/DEALER NEWS

Shell Rotella offering warranty on heavy-duty oils

BURLINGTON, Ont. – Shell Rotella is now backing its heavy-duty engine oils with a lubrication limited warranty.

The Shell Rotella Lubrication Limited Warranty, which comes free with the purchase of Shell Rotella T6 full synthetic, Shell Rotella T5 synthetic blend or Shell Rotella Triple Protection heavy-duty engine oils, covers 10 heavy-duty diesel engine parts for do-it-yourself and installed customer oil changes for up to 10 years or 800,000 kilometres.

“Shell Rotella engine oils provide protection to critical

engine parts to help maintain and potentially extend engine life,” said Chris Guerrero, global brand manager for Shell Rotella.

“Now our Shell Rotella T6 full synthetic, Shell Rotella T5 synthetic blend and Shell Rotella Triple Protection heavy-duty engine oils offer a lubrication limited warranty, reinforcing what millions of truckers already know – that they can depend on Shell Rotella engine oils now and down the road.”

For more information, visit www.Rotella.com. □



MINISTER’S AWARD: Chris Deckert (left), president of Flo Components was recently presented with the Minister’s Award for Apprenticeship Training for his company’s support of Ontario apprentices. Presenting the award on June 15 was MPP Linda Jeffrey. The awards are presented each year to companies that demonstrate a commitment to apprenticeship training. Flo was short-listed in late May and named a winner in June. □

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Synergy Design to distribute all-aluminum liftgates

THOMASVILLE, N.C. – Synergy Design and Production has announced it has inked a deal to become the exclusive distributor of AHT all-aluminum liftgates in Canada and the US.

Synergy builds lightweight medium-duty trucks including its SynergyLite Green Truck. Austrian company AHT claims to be the world’s only manufacturer of lightweight, all-aluminum liftgates as well as a manufacturer of hydraulic equipment. It constructs its liftgates of high-tensile aluminum alloy.

“AHT is the only company in the world that manufactures an all-aluminum liftgate. Our partnership with Synergy Design and Production is the perfect combination of their lightweighting strategies and our liftgates. We are proud that they will be our exclusive, authorized distributor in the United States and Canada,” announced AHT president Walter Weber.

“We have been using AHT’s liftgates for many years on our patent pending SynergyLite Green Trucks, and coupled with our lightweighting strategies utilizing aluminum and recycled composite materials, AHT liftgates have saved our customers a substantial amount of unneeded weight on their vehicles,” added Ralph Haire, managing part-



LIGHTWEIGHT LIFTGATES: Synergy has announced it is the Canadian and US distributor of all-aluminum liftgates from AHT.

ner, Synergy Design. “Compared with steel liftgates you typically see on trucks, AHT’s all-aluminum liftgates help us significantly reduce the weight of the vehicles while still keeping the payloads high, which has saved our customers millions of dollars in fuel costs and other ancillary areas such as eliminating DoT fees. The life-cycle of these trucks is also longer because aluminum does not rust or corrode like steel and wood which also translates to faster ROIs.”

More info on Synergy is available at www.synergydesignand-production.com, while further info on AHT is available at www.aht-mhw.com. □

West Van Inc. now offering shunt truck rentals

TORONTO, Ont. – West Van Inc. has announced it is now offering shunt truck rentals as part of its service offerings.

“With shunt truck rentals added to our fleet, we are able to better ensure our customers have the correct equipment for whatever task is at hand,” said West Van’s Jordan Gladden.

West Van Inc. offers short- and long-term leasing as well as the purchasing and selling of new and used shunt trucks, the company announced.

“Equipment is available that will suit every need and budget,” Gladden said.

The company says it can now provide complete trailer, container chassis and shunt truck rental and sales and support it with a team of mobile mechanics and a 14-bay shop.

For more info, visit www.westvaninc.com. □



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A huge thank-you goes out to all those who participated in, sponsored and donated prizes to the 6th annual Truck News/ Chevron charity golf event which took place at Wooden Sticks on June 7. Once again, the event exceeded our expectations. Things got off to a very good start by selling out well before the early bird deadline. For the first time, we had a waiting list. Sorry to all of those who didn't get the chance to play. Don't forget to register early next year to secure your spot!

Although all of the weather forecasters predicted rain for the big day, we lucked out and had sunshine all day long. This must have boosted the giving spirit in people because, with our silent auction, live auction and grand prize draw added to the sponsorships, we raised \$22,036.75!! This puts us at a total of \$83,480.00 raised for children's charities during the past six years.

This year, our goal was to send Nathan, a courageous six-year-old who is battling Sickle Cell Disease on his dream vacation to Disney World. Thanks to everyone who contributed, his wish will be granted. We are also able to grant the wishes of two other children!

At this year's awards banquet, we were fortunate to have a few special guests join us. Anthony, the child we sponsored last year, and his family came out to thank us for the wonderful trip we granted them and to tell us about their most excellent adventure. When you get the chance to meet the children you are helping and see the joy in their faces as they talk about their trip and how much fun they had, it becomes abundantly clear how important our fund-raising efforts are. So, thank you again to everyone who helped make the day such a success!






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EQUIPMENT



TWO BREEDS OF CAT: Caterpillar has long been a manufacturer of heavy equipment, but the CT660 marks its first attempt at a vocational truck.

Cat CT660 right at home in the pit

Continued from page 1
input on preventing corrosion, which is something J.F. Kitching & Son is no stranger to, as a transporter of

road salt in the wintertime. Ken Robinson was chosen as the dedicated driver of the Cat CT660, because he's been a longtime employee and has earned the reputation of being a straight shooter.

"He tells it like it is and that's what you want," Grant Kitching said.

Robinson was happy to oblige. "I thought 'I'll take it,' because there are none of them around," Robinson told me as he geared down and slowly descended into Kitching's gravel pit, Bachman Turner Overdrive's 'Let it Ride' appropriately playing on the truck's radio. "I like the big ugly hood (of classic-styled trucks), so it took some getting used to. But the visibility really got me and it's so driver-friendly. That makes a big difference to me."

Robinson's former truck was a Pete 379 and he admitted he's still warming up to the Cat's sloped hood. But he does appreciate the visibility and he loves the dash layout.

"All your main gauges are right there," he said, gesturing to the dash console. "When you're driving straight down the road, you can see everything – you don't have to turn your head."

He loves the fact Caterpillar has combined the speedometer and tach into a single gauge.

"Awesome," he said when asked about that unique attribute. He also likes the attention the CT660 is getting on the road.

"People are always asking about it," he said. "Whenever you stop for coffee, they want to look inside it." He has even seen drivers lower their windows to take pictures of the truck as they passed it on the highway.

Kitching's Cat CT660 has an 18-speed transmission paired with Cat's CT13 engine. It can also be spec'd with Caterpillar's CX31 automatic transmission, but Mike Kitching said the company spec'd an 18-speed manual to allow for more accurate comparisons to existing vehicles in its fleet.

While Robinson cares for the truck as though it's his own and repairs have not been necessary, Grant Kitching admitted the three-piece bumper and composite plastic fender panels should help lower repair costs.

"Those big one-piece chrome bumpers are expensive," agreed Lynne Paxton, Grant's daughter and an office manager focusing on health and safety.

J.F. Kitching & Son's CT660 is not yet broken in, but so far Robinson is averaging about 5.5 mpg hauling 37,600 kgs of payload, which is good for the duty cycle, Mike Kitching said.



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Does that mean the fleet will be ordering a lot more Caterpillars in the future?

“At this stage, we don’t want to commit,” said Grant Kitching. “In all fairness, we’ve had good luck with Kenworth and Peterbilt as well. It really is a test. If you ask us that question a few months from now or a year from now, we’ll be better qualified to answer.”

For now, the company is in regular contact with Caterpillar engineers to provide feedback and suggestions on how the truck can be improved. There have been no major performance issues; just small glitches that have been quickly addressed by local dealer Toromont Cat.

“They’re quick to respond if there has been any issue at all,” said Paxton.

J.F. Kitching & Son was founded in 1946 by Grant’s parents, John and Elma. It started out with a few trucks, backhoes and excavators. The company moved into its current home on Kennedy Road in Queensville, Ont. in 1969 and today runs nearly 50 trucks, delivering product from its expansive gravel pit to local landscapers and construction firms. In recent years, the company has diversified, adding live-bottom trailers and flatdecks to



DURABILITY: Fender panels are designed to bend, not break.

its fleet in an effort to keep its drivers busy year-round.

Drivers are paid by the hour and home every night, resulting in a con-

tent workforce with very little turnover, noted Paxton. Drivers also appreciate the quality of the equipment; trucks are replaced every five years,



ONE GAUGE: Cat has combined the tach and speedometer.

which is extraordinary in the vocational segment. Robinson, one of the company’s many long-serving drivers, has been with J.F. Kitching & Son for 17 years.

“I came here to work part-time,” he recalled. “They treat me like gold and I’ve stayed here. I don’t plan on leaving.”

Grant and his wife Betsy are very much involved in the company today, as well as their children Mike and John Kitching and Lynne Paxton. A fourth generation recently started working there as well; two of John’s sons and Lynne’s daughter are now J.F. Kitching & Son employees. □

Cat to give away CT660

PEORIA, Ill. – Vocational truck owners hoping to be among the first to get behind the wheel of the new Cat CT660 vocational truck have a once-in-a-lifetime opportunity when Caterpillar launches its ‘Win a Cat Truck’ contest on Aug. 1.

One winner, chosen through online voting, will be presented with a brand new CT660.

To enter the contest, individuals must submit a video, essay or audio recording describing the vocational application in which they work and explaining how owning a new Cat CT660 will make them more successful. Submissions will be accepted at DriveCat.com between Aug. 1 and Sept. 30.

“We hope people will have fun with their entries,” said George Taylor, director of Caterpillar’s global on-highway truck group. “Some entrants may want to show us their work environments, their existing trucks or their plans for the new CT660. Others may choose to get their families and co-workers involved or prove they’re Caterpillar’s number one fan. We’re excited to see how creative people get with their submissions.”

According to Taylor, creativity is important because online voting ultimately will determine the winner. Between Oct. 1 and Oct. 15, visitors to DriveCat.com will be able to view all the submissions and vote for their favourite. On Nov. 1, the entrant who receives the most online votes will be named the grand prize winner – and will receive a new Cat truck. The winner will choose either a CT660 dump truck or day cab tractor painted in Cat Yellow.

For more information, visit DriveCat.com. □



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Did You Know

FTR's May Trucking Conditions Index was basically flat month-over-month at a 7.3 reading. FTR says the TCI seems to have stabilized after April's one-month drop.



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Mark Dalton: Owner/Operator

Till Theft Do Us Part

By Edo van Belkom

THE STORY SO FAR

Mark is awakened by a mechanic working on a truck in a yard where Mark has parked overnight. He talks to the mechanic but the man is not too friendly. In the morning Mark learns the mechanic wasn't fixing the starter motor, but stealing it.

Later, Mark is in another truck yard and sees a mechanic working on a truck. He talks to the man, helps him with a flashlight and is sure the truck is being repaired. In the morning, he learns the mechanic was stealing parts off the truck...

Mark had never felt more stupid in his life. He'd been an eyewitness to two different parts thefts and he hadn't thought anything was amiss. Two of his fellow owner/operators who worked with razor-thin profit margins had taken a hit that they really didn't have to...if he'd been more on the ball.

What was the saying?: 'Fool me once, shame on you. Fool me twice, shame on me.'

'Yeah,' Mark thought. 'Shame on me. I'm Mark Dalton, the guy who dupes the other guy. The one who turns the tables on the bad guy, not the gullible one who doesn't even know a crime's taking place right under his nose.'

Mark was on the lookout now. Every mechanic was a criminal in his eyes until proven otherwise. Which got him to thinking, how many stolen parts did he have on his truck at the moment? There had to be a few. If truck parts were being stolen so often, no one could drive for years without having a hot part or two installed on his truck. Hadn't he always opted for the least expensive option? And wasn't it a bit uncanny how some mechanics could always undercut the others not by tens, but by hundreds of dollars? You couldn't really blame drivers for doing everything they could to save some money, but was there really any savings to be had? Sure you'd save a bit on the repair but everyone in the industry is forced to pay more for their insurance.

Just the other day he'd heard someone on the radio talking about car insurance costing more in some cities because there were so many scammers in the area staging accidents and making big medical claims that insurance companies were practically helpless to defend against. Sure, some people win that way, but everyone loses in the long run.

At that moment, a truck yard appeared on his left. It was late in the day instead of the middle of the night, but what did that matter to these brazen

thieves? The more they acted like they belonged, like they were doing an honest repair job, the less someone would suspect they were stealing.

Mark scanned the truck yard and spotted a repair truck tucked into the corner of the yard. It was absolutely the worst repair van he'd ever seen, with a broken window (probably where it had been broken into), four different types of tires and no visible licence plates.

"Ah hah!" he said, as if catching a burglar in the act with the flick of a light switch.

He turned into the yard and slowed as he neared the far corner of the lot. When he reached the mechanic's van, he parked Mother Load, but left her running as he wrote down as much information about the mechanic's van as he could. After he'd made a full page of notes, Mark got out of his truck.

"What's going on?" he said, approaching the Volvo under repair.

"Eh?"

"You making a repair?" Mark said the last word as sarcastically as he knew how.

"Yeah," said the mechanic. "What's it to you?"

"Funny how this truck couldn't be brought to your shop in the middle of the day and you had to fix it here...on site."

"I've been here since six this morning. I didn't think it was going to take me this long." A pause, then: "What the hell does it matter to you? You a cop or something?"

"That would be bad if there was a cop here, right?"

The mechanic finally stopped working on the Volvo and turned to face Mark. He was a large man, with the kind of forearms and hands that had gotten thick and hard from years of wrenching big rigs. He looked upset, like he might use the mallet in his hand on Mark's head.

"Why don't you climb back in your truck and get the hell out of here before one of us gets hurt?"

Mark considered his options. Not only was this guy stealing truck parts, but he was threatening Mark as well. "Alright, I'll leave and let you get back to work."

"Buddy," the man said. "What is your problem?"

Mark decided to leave the question unanswered and climb into Mother Load while he was still in one piece. But, the moment after he exited the yard he dialed 911. As he waited for a call taker to answer he said under his breath, "Let's see how tough you are when you're confronted by the law."



Illustration by Glenn McEvoy

It was late the next day when Mark got a call from the police. He'd expected them to call earlier to ask him to give a statement and talk about his availability for court. But instead of a thank you, Mark got an earful.

"You the guy who called about stolen truck parts?" the cop asked.

"Yes, I am," Mark answered.

"Yeah, well, just so you know, that guy was the company mechanic. His repair truck never leaves the yard, that's why it's in such bad shape."

"He wasn't stealing parts?" Mark asked with a slight laugh.

"No, in fact, he's a part owner of the truck he was working on."

Mark was at a loss as to what to say, but then said, "Good job, officer," and hung up the phone.

As he drove along in silence, Mark wondered what came after 'Fool me three times?' Then it came to him: 'Don't go out in public anymore.'

That night, Mark tried to lift his spirits by having a steak dinner at one of the roadhouses that surrounded the truck yards out by Pearson International Airport. What he needed right now was a thick, juicy steak cooked rare, smothered in mushrooms, with a baked potato and sour cream on the side, a few small carrots and a garden salad...all washed down with two domestic beers and one imported draft.

The meal was delicious, and as he finished the last bit of cheesecake and coffee, Mark truly felt better about things despite the fact that his belly seemed to be at the bursting point. He decided to walk back to Mother Load, figuring

the exercise and fresh air would do him some good.

Fifteen minutes later he was approaching the yard, noticing that there was another repair truck working at the far end of the yard close to where he'd parked.

'Repairman or thief?' Mark wondered. Who could tell anymore? Surely, he couldn't. Best just to ignore the whole thing, crawl into bed and get an early start in the morning.

But the closer Mark got to the mechanic the more sure he became about what was going on.

"Another breakdown, eh?" Mark said.

"Yeah, but I've got a handle on it. Should be done in a minute."

'I bet,' Mark thought. Then, walking away, he said aloud, "Have a nice night."

"Will do."

Mark reached into his pocket and dialed 911. At first, Mark couldn't be sure if the mechanic was legitimate or not, but as he'd gotten closer there had been a few clues that convinced Mark that a theft of truck parts was taking place.

Chief among those clues was the name painted in black and yellow letters on the back of the truck being repaired that read "Mother Load." □

- Mark Dalton returns next month in another exciting adventure.

Did you know that there are two full-length novels featuring Mark Dalton?: Mark Dalton "SmartDriver" and Mark Dalton "Troubleload." For your free copy register with ecoENERGY for Fleets (Fleet Smart) at fleetsmart.gc.ca. Both are also available in audio book format.



The continuing adventures of *Mark Dalton: Owner/Operator* brought to you by **MICHELIN NORTH AMERICA (CANADA) INC.**



OPINION

Will trucking get thrown under the bus?

Our friends in the motor coach business south of the border are in the unenviable position of being tops on FMCSA's hit list these days. A rash of nasty bus crashes over the past couple of years has prompted the US Federal Motor Carrier Safety Administration to laser focus on passenger carriers.

In recent months, FMCSA has shut down more than a dozen charter bus operators for various and flagrant safety violations.

Mechanical defects do not appear to figure prominently in several recent high profile crashes. Instead, many involve drivers apparently asleep at the wheel or demonstrating extremely poor judgment. And administrative, recordkeeping, and driver credentialing violations that often go unnoticed until the inevitable happens don't cause crashes, but they are harbingers of the quality of the operation.

Bus safety has become such a priority for the agency that it now issues a press release each time a major enforcement action is taken against a motor coach operator. Whether a justifiable response or one driven by political expediency, it shows that FMCSA is taking this pretty seriously. Today it's the motor coach industry; could it be us tomorrow?

Take hours-of-service. In Canada, our bus industry lives under the same scrutiny as trucking, but I remember in 2004 when FMCSA made a major change to HoS, its bus industry got a bye. FMCSA's reasoning? Publicly, they said the industry didn't have the same pattern of HoS violations as



Voice of the O/O

JOANNE RITCHIE

trucking, and was, by and large, safer than trucking.

In reality, the "new" rules were just too restrictive. Taking away the ability to stop the clock during the workday would have devastated tour operators whose stock in trade was delivering a load of people to a venue, sitting around all day, and then driving them home. Bus operators can still stop the clock, and let the driver continue the trip hours later in the day.

Given the number of recent crashes where fatigue was determined to be a critical factor, my guess is the bus people will soon be grappling with a new set of HoS rules. But, I'm straying a bit from my point, which is this: despite an otherwise enviable safety record, the bus industry has come under intense scrutiny because of the actions of a handful of poor drivers.

Just like trucking, the whole industry suffers whenever a few bad apples get into the barrel. Safety groups and the regulators, however, tend not to discriminate. When their political spidey senses start tingling, they get busy making rules that generally apply to everyone.

What has me worried is not so much the performance of the bus operators, but the future safety of trucking if the predicted labour crisis materializes

and carriers start grabbing people off the street and throwing barely trained and highly inexperienced drivers into the trucking barrel.

Carriers large and small are already gearing up to deal with what could be an unprecedented driver shortage, and there's some evidence that attitudes toward recruiting and retention are slowly changing. There's a better understanding of the demographic make-up of the Canadian workforce and the variety of attitudes and values out there with respect to careers; there's a refreshing discussion underway about jobs and workplaces that promote better work-life balance. And yes, there's even some talk that driver pay and benefits need to be re-evaluated if we hope to compete with other professions.

At the same time, there are still those cheap, lazy, and greedy carriers out there willing to do anything to make a buck. Some will pick up the driver dregs that good carriers won't hire, others will set up lease-to-own programs for new hires and hook people on the attraction of owning their own truck (which seldom actually happens in such cases). New motor carriers will spring up to meet capacity demands, and among them will surely be carriers – and drivers – who won't meet the safety requirements.

When demand for drivers goes up, more training schools are needed, and we could also see an increase in the number of licence mills churning out poorly trained drivers.

And remember, it will take only a

few of these bad apples to taint the whole barrel. I can't think of a better pre-emptive strike against an FMC-SA-bus-type scrutiny of trucking than getting our training-and-licensing-standards house in order.

The Canadian Trucking Human Resources Council (CTHRC) is working with industry to address the priority of a good supply of qualified truck drivers. Under its "Closing the Gap" initiative, the licensing requirements of each jurisdiction were analyzed for gaps between these requirements and the National Occupational Standard for entry-level drivers. As a result, many jurisdictions are reviewing their driver licensing standards. Perhaps there's never been a better time to push provinces to look seriously at apprenticeship and mentoring programs to finish driver entry level training to a standard the industry can live with.

With this country's fragmented, multi-jurisdictional responsibilities for training and licensing, it's probably a pipe dream, but I would truly love to see a mandatory driver training requirement in place – before a potential driver ever steps through the door of a testing facility – even if it means additional cost to bring these people into the industry.

We simply can't afford to have an influx of less-than-capable drivers these days – these are the drivers that will end up throwing trucking under the bus. □

– Joanne Ritchie is executive director of OBAC. Any bad apples in your barrel? E-mail her at jritchie@obac.ca or call toll free 888-794-9990.

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TSQ

MILTON, Ont. – It's not too often that the health issues of an entire industry are in such a poor predicament that it warrants a research project, but that's just what's happened in the world of trucking.

A new research group called the Transportation Industry Health Promotion Research and Policy Planning Group recently conducted a workplace health survey to address health risk factors, working conditions, access to primary health care services and health behaviours among Canadian truck drivers. Perhaps not surprisingly, preventable health and wellness risks such as obesity, physical inactivity, unhealthy eating, high blood pressure and tobacco use were found to be all too common among drivers. But what can be done about it? *Truck News* went to the Fifth Wheel Truck Stop in Milton, Ont. to find out what drivers think should be done to address this ever-looming industry issue.

Alfonzo Mendez, a driver with Tri-star Transportation out of Cambridge,



Truck Stop Question *What can be done to help improve the overall health of truck drivers?*

ADAM LEDLOW



Alfonzo Mendez

Ont., says that while drivers spent a disproportionately high amount of time sitting, there are ways to incorporate more physical activity into the job itself. "That is the problem with trucking: you eat and you drive. I do flatbed which is more physical and that

is the reason that I do flatbed," Mendez said, adding that he's lost almost 40 lbs since switching to flatbed work.

If working flatbed isn't an option, Mendez said that it's still possible for drivers to do a number of little things during the workday to help shed those extra pounds.

"Try not to be so sedentary. Park your truck at the far end of the truck parking lot, that way you have to walk. Go for a walk before you go to bed and then go for a walk when you wake up. Change your diet and try not to eat too much fried food and buffets."

Steven Spidle, a driver with County Line Trucking out of Wilmont, N.B., says the high stress levels from a floun-

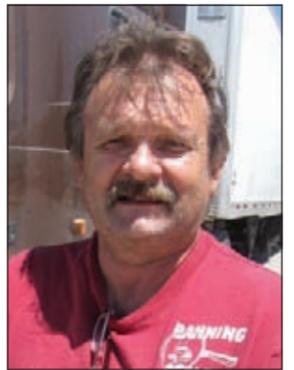


Steven Spidle

dering economy may have played a part in the current health crisis in trucking. "Everyone is trying to make a living and the economy is tighter," he says. "With poor eating habits, when you get stressed you don't pay attention (to what you're eating)."

As for Spidle, he does his best to bring food from home with him in his truck and tries to stick to soups and salads as much as possible when eating out on the road.

"I try to stay away from as much fried food as I can but I do indulge in French fries now and then which I do like," he says, but adds that sometimes the availability of healthy options at truck stops is poor. "The availability is whatever is available when you decide to stop, and that's all you have to eat."



Jerry Bzdak

Jerry Bzdak, a driver with BZJ Enterprises in Carbon Springs, Fla., says the demanding schedule and lifestyle of a trucker can make getting proper exercise a difficult task – even if your intentions are good.

"It is the type of work – 11 hours sitting and then you are too tired to exercise most of the time. You just go to the back and sleep. Again and again. There is nothing to force you to do any activity," he told *Truck News*. "I see some drivers with bikes, but in our case we are team drivers so we run. I have a Step Master in the truck so when she's driving I do it a little bit, but it doesn't always work. After you drive all night you want to go to sleep. And when you get home you'd rather watch some TV and be at home than go to the gym."

Dan Link, a driver with East Can Transport Services out of St. John's, Nfld., says that with fast food choices being the prevalent choice for truckers when they stop to eat, some of the responsibility should fall on the truck stops' shoulders to provide healthy options. "Truck stops could put a better menu on – healthier stuff – or a fitness centre, though I don't know if anyone would ever use them. I've seen them but I don't know if I've ever seen anyone using them, so that might be a waste of money," he admits.

As for himself, Link has seen his health improve over the past couple of years because of some changes in his workday habits. "I eat a lot healthier than I used to. I have lost a lot of weight in the last couple of years because of it," he says. "My blood pressure is up right now so I'm doing a lot of walking around parking lots just to try and help that out." □

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At International, we're leaving the status quo behind. So we can move your business forward.

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