

TRUCK NEWS

September 2011 Volume 31, Issue 9

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



RING OF HONOUR: Robert St. Vincent, an owner/operator with Bison Transport was selected as the 2011 *Truck News* Owner/Operator of the Year. Among his prizes was a diamond ring seen here as St. Vincent was recognized at the Fergus Truck Show.

Photo by Adam Ledlow

A passion for the business of trucking

O/O of the Year says challenge of managing his business is what drives him

By James Menzies
FERGUS, Ont. – At 49 years of age, Robert St. Vincent is by no means old. But old school? He'll wear that badge with pride. The 18th annual *Truck News* Own-

er/Operator of the Year got started in the trucking industry early. His father owned a small transfer company in the 1950s, instilling in St. Vincent a passion for trucking. "Every chance I had, I'd go with

him for a ride and I just loved being in that truck," St. Vincent recalled. His aspirations, however, involved bigger trucks and far-off places. As a teen-

Continued on page 8

Cargo crime crunch

Trucking industry is getting serious about fighting back

By Carroll McCormick
MONTREAL, Que. – It's a criminal free-for-all featuring cargo theft, fraud, cyber-fraud, identity theft, extortion, robbery, drug and weapons smuggling, brokerage fraud, Internet crime, credit card theft, gun violence, kidnapping, murder, infiltration by organized crime...but the Canadian trucking industry thinks it's ready to fight back.

As proof of a new commitment to shut down this crime Mecca, last year the Canadian Trucking Alliance (CTA) with the cooperation and financial support of a pretty long list of trucking, insurance and police parties hired Lansdowne Technologies to prepare what it termed a "threat and risk assessment" of cargo crime in Canada.

The report bills itself as the first of its kind in Canada, possibly the world, "to clearly explain cargo crime in Canada and to promote awareness of the issues and challenges facing Canada in coming to grips with the problem of cargo crime."

Carriers, insurance companies and

Continued on page 50

Guess who's turning 25?

We test drive Kenworth's T800 to celebrate the milestone.



See pgs. 28-30

Inside This Issue...

- **Training on demand:** A government-funded training organization is coming to the trucking industry, offering cost-effective online training for heavy-duty technicians. Page 12
- **Small tractors, big loads:** In Canada, shunt truck spec'ing is an artform. We look at some of the latest offerings that are reshaping the shunt truck landscape. Page 31
- **Heavy metal classics:** Profiling Classic Freight Systems, a specialty steel hauler with a load of ambition. Page 64
- **The Good Shepherd:** Mark Dalton takes a passenger along for a ride and begins to question his own beliefs. Page 68

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Fergus deserves another shot to get it right

This year's Fergus Truck Show was, by all accounts, a disappointment. And for once we can't blame it on the weather. One of Canada's greatest trucking events has lost its way in recent years, straying too far from its original roots as a truck show and focusing too much of its attention on becoming one of Ontario's grandest festivals.

Some big name entertainment acts have graced the stage of the Fergus Truck Show in recent years and it proved successful at drawing from beyond the traditional trucking audience.

But what happens when the entertainment acts are no longer a big draw and the truckers begin to feel alienated and find something better to do with their weekend? You get this year's Fergus Truck Show.

Top it off with an early morning visit from the RCMP, who seized counterfeit merchandise from several vendors and you've got the recipe for discontent.

There were more flies than people at this year's Fergus Truck Show and maybe it was symbolic; this year's show was merely a rotting corpse



of its former self. Having said all that, there's still time to get it right and revive a show that was once a mainstay on the trucking industry calendar. Let's remember the show is run entirely by volunteers and they have nothing but good intentions.

They erred in raising entrance fees and I think they realize that. As one neighbouring vendor told us, visitors were "leaving all their money at the gate, they have nothing left to spend inside."

Last year's truck show resulted in similar grumblings and I wrote a blog at the time called 'Let's not bury the Fergus Truck Show before it's dead.'

It's now one step closer to being dead, but I am still hopeful it can return to its former glory.

Sure, many vendors swore that this year's show would be their

last. And if all those who said that meant it, the show may not go on. But people were speaking emotionally under the hot July sun and it's still possible they will have a change of heart.

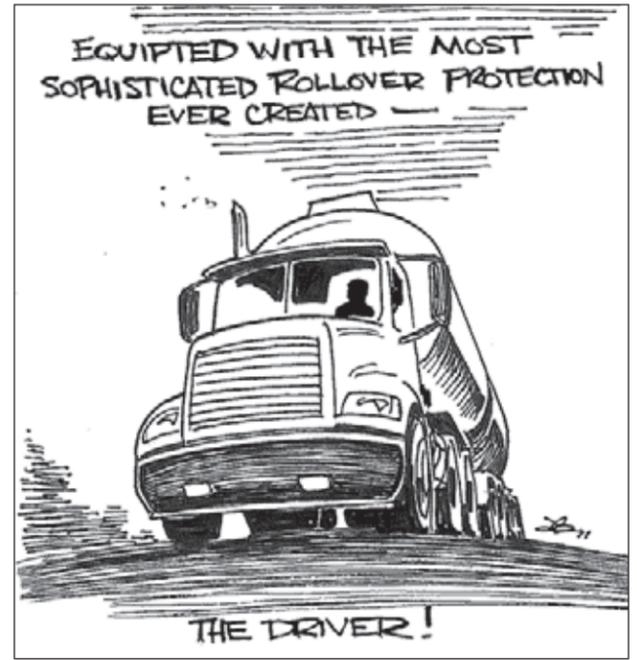
Hopefully organizers will return the show to its roots, with a greater emphasis on the trucks and their owners and keeping in mind the enormous pressures today's truckers are under, entrance fees will be brought back in line with what it is – a truck show. This isn't Lollapalooza, folks, it's a truck show.

I have faith in the organizers to get the show back on track. They seem receptive to feedback – good and bad – and willing to make whatever changes are necessary to rejuvenate the show.

So, as an eternal optimist, I'll repeat my message from last year: Let's not bury the

show before it's dead. If there's an effort and willingness to return the show to its roots and make it more trucker-friendly, then I know we'll be there and I hope more of you are, too. □

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Theft by deception

Cargo crime is an issue that deserves prime time attention. It could be costing our industry up to \$5 billion annually, although that's just an estimate because until recently disjointed interest has led to a lack of proper data in addition to insufficient security and enforcement.

This is starting to change. The Canadian Trucking Alliance (CTA) with the cooperation and financial support of a pretty long list of trucking, insurance and police parties hired Lansdowne Technologies to prepare what it termed a "threat and risk assessment" of cargo crime in Canada. The report bills itself as the first of its kind "to clearly explain cargo crime in Canada and to promote awareness of the issues and challenges facing Canada in coming to grips with the problem of cargo crime."

We think this is a smart move by the



CTA. It's time we fought back in an intelligent and well orchestrated manner. To show our support, we made cargo crime our cover story this month.

Most of the attention on cargo crime is focused on cargo theft. However, I want to draw your attention to another form of cargo crime that is cropping up and needs your attention when brokering freight: cargo fraud. Markel's Rick Geller had an eye-opening presentation on cargo fraud at TransCore's recent users' conference.

As Geller pointed out, cargo fraud, or theft by deception as he called it, only works if the perpetrators can cre-

ate the facade of a legitimate carrier ready to partner with you to move freight. But some are so good at creating that facade that unsuspecting trucking executives end up thanking them for taking the load off the dock.

This is a crime that has been made much easier by the rise of the Internet and how much business information is available on it and can be copied – from your company logos to necessary operating authorities. Geller said in one case even a fake Markel insurance certificate was produced by the perpetrator. The alarm bells only went off because the policy number was that used by a different insurance company.

Don't expect much help from the police authorities, Geller warned. Cargo fraud is hard to track down and since it doesn't tend to leave victims bleeding on the roadside, it's not high priority for police. This is a battle you will have to fight on your own.

The good news is that vigilance does pay off. As Geller says, if you are getting a deal to move freight that seems

to be too good to be true, look into it. Fraudulent carriers working the spot market tend to offer rates to move freight at a fraction of the going rate.

The documents produced to fake their legitimacy also don't stand up to closer scrutiny. Company logos may be blurred, the numbers on the produced operating authorities won't match with the actual government records, the company address may look funny if you double check it on GoogleMaps Streetview. In one case, the fraudulent carrier was giving a church as its address.

If one thing doesn't look right, the company may be a fraud. To find out more ways to fight cargo fraud, see my blog on www.trucknews.com for Geller's 10 Best Practices for Brokering Freight. □

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Did you know?

The recession's impact on the carrier population

Trucking felt the recession harder and longer than most industries, mainly because excess capacity caused significant downward pressure on rates.

With rates dropping off between 18% and 25%, according to some estimates, and the industry trapped with excess capacity, trucking company valuations were down as much as 45%, making it difficult for many executives to attempt to sell their beleaguered companies.

But the capacity expansion cannot be blamed just on overzealous fleet additions by existing

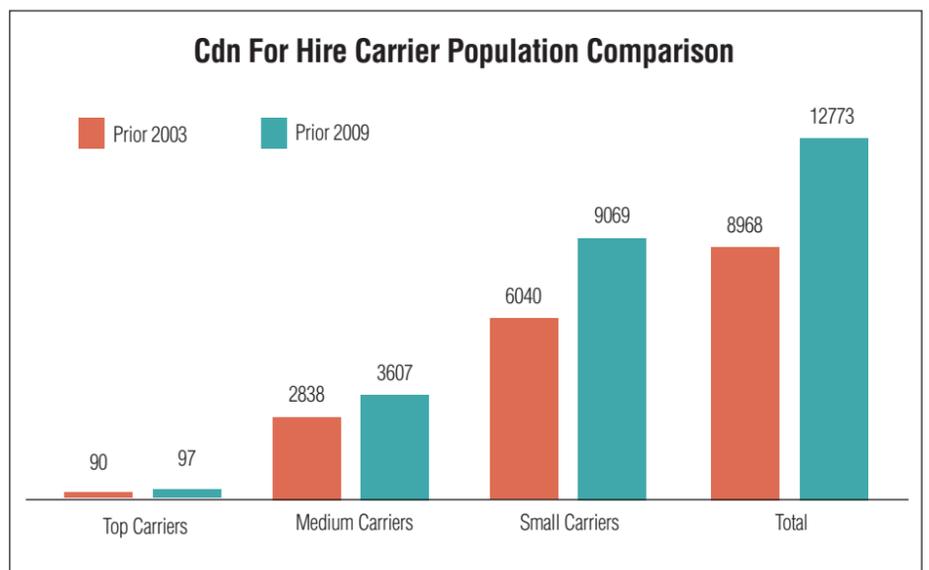
players. As the Transport Canada statistics here indicate, during the heady days of 2004 to 2008, when the North American economy was booming and both banks and truck OEMs were making it extremely easy to purchase new equipment, many new companies entered the market.

The Canadian population of for-hire carriers grew from 8,968 prior to the start of economic growth period to 12,773 by the start of the recession in 2009.

The small carrier sector (companies with 10 or fewer trucks and earning less than one million annually) grew by 33%.

Many industry analysts predicted the recession would bring the market shakeout that would prune industry deadwood and greatly reduce capacity.

Yet, as government bankruptcy statistics indicate, bankruptcies in 2008 did not reach the levels experienced earlier in the de-



cade and declined significantly from there. It would appear the only way to remove excess capac-

ity from the market place may be through increased mergers and acquisitions. □



CLASS 8 TRUCK SALES TRENDS

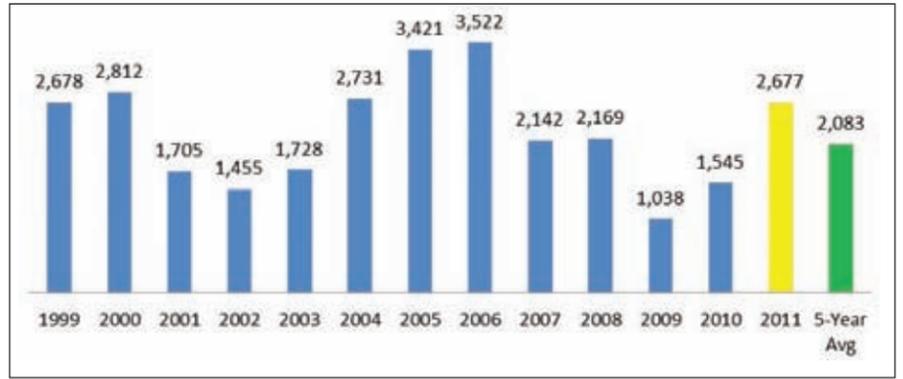
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There were 2,677 Class 8 trucks sold in the Canadian market this June, a significant increase over last year's total and close to the totals of strong years such as 1999 and 2004. June also closed the second quarter with another healthy upward movement in Class 8 sales. And it continued the recent trend of surpassing the monthly totals set back in 2001, 2002 and 2003. Last month's total came in just about 100 trucks short of the five-year average for truck sales and, in June, sales were actually above the five-year average.

Monthly Class 8 Sales – June 11

OEM	This Month	Last Year
Freightliner	738	199
International	431	461
Kenworth	604	303
Mack	201	100
Peterbilt	281	176
Sterling	0	46
Volvo	234	141
Western Star	185	119
TOTALS	2677	1545

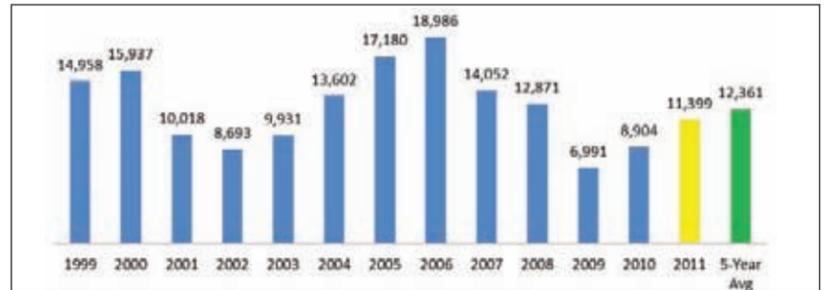
Historical Comparison – June 11 Sales



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

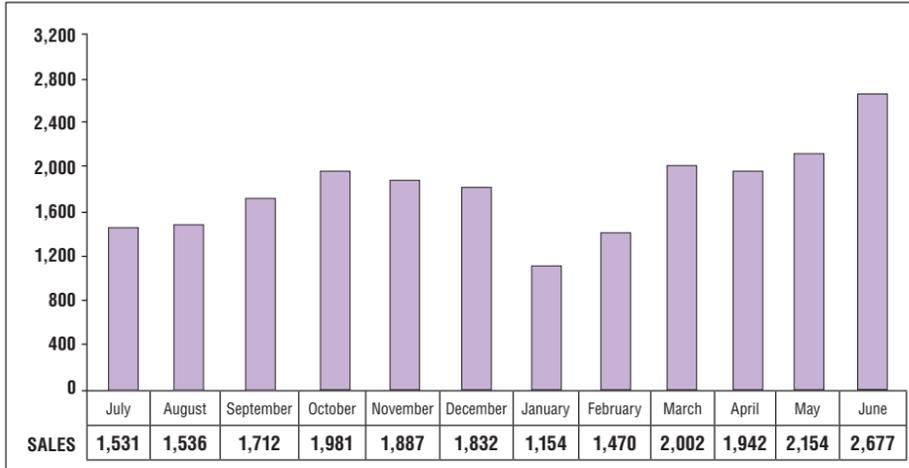
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	160	274	79	188	1,691	484	158	52	5	11	3,102
Kenworth	213	794	138	85	359	503	59	0	0	0	2,151
Mack	29	118	55	52	376	115	19	19	0	11	794
International	171	353	39	149	762	538	136	58	8	34	2,248
Peterbilt	130	373	199	82	286	177	65	14	0	0	1,227
Volvo	66	91	24	131	466	235	64	32	0	4	1,113
Western Star	164	230	40	20	126	111	25	40	1	7	764
TOTALS	933	2,233	475	708	4,066	2,163	526	215	14	67	11,399

Historical Comparison – YTD June 11



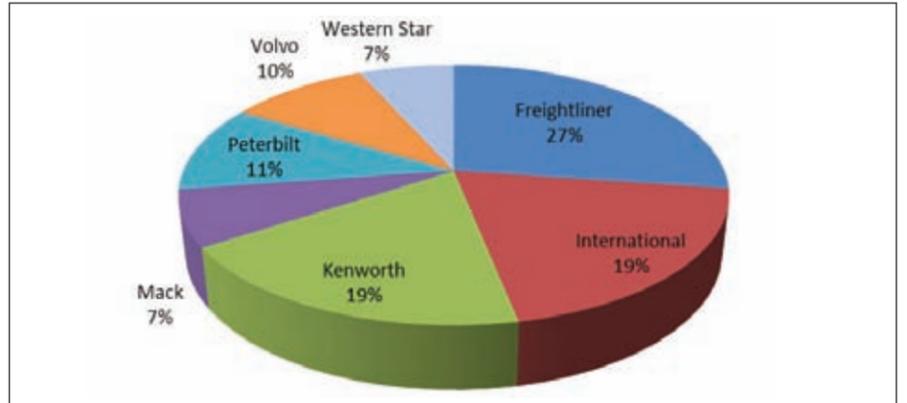
So far, the YTD sales totals are significantly better than the sales figures posted in both 2009 and 2010 and also better than the results after the first six months of 2001, 2002 and 2003. The YTD totals are about 1,000 units off the five-year average and showing continuing improvement. But despite a strong second quarter, it is 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



June is now the strongest month of the past 12-month period, climbing above 2,600 Class 8 trucks sold. This is the third time this year that Class 8 sales have managed to rise above 2,000. It is also the third time in the past four-month period and April was close with sales of 1,942 Class 8 trucks. With the economy expected to show improvement in the final two quarters, it's likely Class 8 sales will continue to strengthen through the rest of the year.

Market Share Class 8 – June 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, far ahead of International, whose market share has been on the decline over the past year and now stands at 19%. Kenworth's numbers have also risen to the 19% market share it held at the end of 2010.

Source: Canadian Motor Vehicle Manufacturers Association

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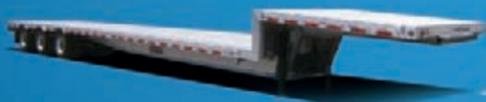
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IN BRIEF

Child Find expands reach across Canada

TORONTO, Ont. – Child Find Ontario has teamed up with Canadian Centre for Child Protection (C3P) to launch a new national program to help find missing children.

May 24 marked the launch of MissingKids.ca, a site that complements the work of law enforcement by offering families additional resources to help find their missing children. Missing children services will now be delivered in Ontario through the MissingKids.ca program, according to CFO officials.

“With the increased usage of the Internet and other social media tools, the reliance on CFO services has increased exponentially,” said CFO director John Durant, adding that the group’s relationship with C3P is designed to “better position the organization to service the Ontario population.”

In addition to the new program, Child Find Ontario has also launched a new emergency toll free number: 1-866-KID-TIPS (543-8477).

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

WLTC returns to Paris, Ont. Sept. 17

PARIS, Ont. – The seventh annual Ontario World’s Largest Truck Convoy in support of Special Olympics is coming back to the Paris Fairgrounds on Sept. 17.

During this year’s event, law enforcement will escort a convoy of trucks from Paris, Ont. west along Highways 403 and 401 to Putnam be-

fore turning back to the Paris Fairgrounds for a celebration, including a special lunch, awards, children’s entertainment and a softball game.

More than \$240,000 has been raised for Special Olympics Ontario over the lifetime of the truck convoy.

For more information or to register, visit www.truckconvoy.ca. □

Advice for owner/operators

TORONTO, Ont. – *Truck News*, in partnership with Michelin, has developed a 10-part video series on Becoming a Successful Owner/Operator, featuring the expertise of Ray Haight, CEO of ATBS Canada.

The videos can be viewed free of charge on Trucknews.com. The first seven parts have already been aired, including: Is it the right choice?; Record keeping; Understanding and maximizing revenue; Understanding and controlling costs; Money management; Choosing the right carrier; and Buying a truck. Each installment is about seven minutes long and includes *Truck News* editor James Menzies interviewing Haight about best practices for owner/ops.

They are archived at Trucknews.com/Videos. □

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BORDER

OTA criticizes ad campaign on bridge 'road to nowhere'

TORONTO, Ont. – Ontario Trucking Association president David Bradley has criticized recent television advertisements which attack Ontario Premier Dalton McGuinty over monies allocated to building a freeway link to the proposed new, publicly-owned bridge at Windsor-Detroit.

Bradley says “most people will see through the blatant self-interest” inherent in the ads, bought and paid for by the Canadian arm of the US company that privately owns the Ambassador Bridge.

“Far from being a road to no-

where as the TV commercials suggest, this is a highway to jobs and prosperity,” says Bradley. “There’s no point in building a new bridge if it does not have freeway-to-freeway access on both sides of the border.

“As far as I know, all the political parties in Ontario – at all levels of government – support the new bridge. It is the most important infrastructure project in the country and it is years overdue.

“The residents of Windsor, truckers and other travellers, have long bemoaned the fact that the approach to North America’s busiest border crossing is basically a municipal road that wasn’t designed to handle the volumes of traffic we have today and that we will have in the future.”

Referring to Huron-Church Road in Windsor, he says “a truck can travel from Toronto to Miami and it will go through 16 stop lights; 15 of them are in Windsor.”

Construction of the new bridge is the responsibility of the federal governments of Canada, the US and the State of Michigan. Ontario’s responsibility is to pay for the highway link to the bridge.

The owners of the Ambassador Bridge have been fighting the new crossing saying it will build a second span at its bridge, without taxpayer money.

However, the OTA notes that



PROMISES: Privately-held Ambassador Bridge ownership is pushing hard to sway public opinion in favour of its own solution, a second span alongside the current crossing. But the OTA claims its arguments are flawed.

Trucking conditions stabilize in May: FTR

NASHVILLE, Ind. – FTR’s May Trucking Conditions Index, as reported in the *July Trucking Update*, remained basically flat month-over-month with a reading of 7.3. FTR says the Index appears to have stabilized in solidly positive territory after April’s sharp one-month drop in response to softened economic conditions.

The Trucking Conditions Index is a compilation of factors affecting trucking companies and has remained in positive territory for the past seven months.

Any reading above zero indicates an adequate trucking environment with readings above 10 a sign that volumes, prices and margin are in a good range for trucking companies.

“The leveling off of the TCI after only a one-month decline is an encouraging sign,” said Eric Starks, president of FTR. “The trucking industry appears to be negotiating the economic ‘soft patch’ in good fashion.” □

the group does not have the environmental approvals it would need from governments on both sides of the border.

According to Bradley, “Even if the Ambassador Bridge obtained the approvals to build its second span, we still need the new bridge. But the fact is there is only one bridge proposal that has the necessary environmental approvals and there is only one bridge project that will have a freeway link on the Canadian side.”

Bradley says a new, public bridge will not put the Ambassador Bridge out of business.

“It will still have an important role to play; a lot of traffic is local and will still use the Ambassador Bridge. It is well run and competition is a good thing.”

The last hurdle to giving the green light to begin constructing the new bridge is the approval of the Michigan legislature. However, the state’s new Republican governor, Rick Snyder, supports the new bridge and a bill is expected to be voted on this fall. The government of Canada has offered to pay Michigan’s share of the construction costs and recoup the money through tolls. □

Carriers asked to weigh in on CSA

ARLINGTON, Va. – The American Transportation Research Institute (ATRI) has launched a survey to identify the impacts of CSA (Compliance, Safety and Accountability) enforcement on trucking operations, as well as carrier perceptions and attitudes toward the Federal Motor Carrier Safety Administration’s new regulatory program. The survey, targeted to motor carriers, follows ATRI’s survey initiative at this year’s Mid-America Trucking Show, which assessed CSA impacts on nearly 5,000 commercial drivers.

The brief online survey asks carriers for information on how operations have changed or been affected since the full deployment of CSA in December of last year. The survey also seeks to capture attitudes toward the program and general understanding of its key components.

Motor carriers have been asked to provide confidential input on CSA through ATRI’s survey, available online at www.atri-online.org. The results of the carrier and driver surveys will be available later this year. □

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CANADA

O/O of Year got his start volunteering to park trailers

‘Guys now wouldn’t even think of doing that for free, but I wanted it.’

Continued from page 1

ager, St. Vincent got a job driving a parts truck around Winnipeg and he began volunteering at TransX – then a fledgling long-haul trucking firm – shuttling trailers around the yard to gain experience.

“They had trailers coming in off the rail line that needed to be maneuvered around the yard and backed into the dock. I did it for free just to get experience handling the trucks,” St. Vincent said. “That’s what it was like then. There weren’t many schools so you worked for free to get experience. Guys now wouldn’t even think of doing that for free, but I

wanted it and that’s what you had to do at the time.”

Soon, St. Vincent was riding along with tractor-trailer drivers on local runs to “get used to the highway.” With his Class 1 licence in hand, St. Vincent’s enthusiasm paid off in a trucking job with TransX, first driving a straight truck between Winnipeg and Brandon and later graduating to the trickier job of hauling freight aboard triple pups. His route involved 30-40 deliveries per day, requiring some strategic loading on his part.

“You had to load them in a certain way so when I’d do my deliveries, I’d make a big circle,” St.



CLASSIC: Who says a classic-styled truck can’t be fuel-efficient? St. Vincent averages over 8 mpg with his Pete 379.

Vincent recalled. “I learned the hard way. I don’t now how many times I went past the Brandon

Mall because the freight wasn’t in the right place. Some stores didn’t open until later in the day, so you’d keep that stuff in the nose of the truck.”

St. Vincent’s ability to load the pups properly and maximize the efficiency of his route often had him finished his deliveries by lunchtime. Having cut his teeth on local runs, the call of the open road was growing louder and St. Vincent’s penchant for operating as efficiently as possible had him dreaming of buying his own truck.

St. Vincent’s introduction to the long-haul trucking world – and his eventual opportunity to become an owner/operator – came when he went to work for a local grain hauler, a “pretty shady character” who ran a handful of trucks and was forever struggling to pay the bills. But at the age of 19, St. Vincent saw only an opportunity to truck beyond the Manitoba border and even to sneak into the US to make the odd delivery even though he was too young to do so legally.

“I wasn’t supposed to be down there, but as long as you did the job and didn’t do anything crazy, nobody bothered you back then,” St. Vincent recalled. As it turned out, the owner’s financial problems provided the impetus for St. Vincent to buy his first truck.

“He said ‘If you want to stay working, you have to buy this truck that you’re driving.’ So that’s what I did,” St. Vincent said. “The bank right away said ‘No way, we’re not lending you the money.’ I had no money but my dad had good credit, so we went to the bank and he got the money for me and it started from there.”

St. Vincent had already grown attached to the truck that was now his own; a 1978 Ford Louisville that was five years old at the time.

“That was my pride and joy,” he said. St. Vincent got to know the local parts dealers and they lent him the tools he needed to maintain and repair the Louisville. St. Vincent grew wary of some of the business practices he was witnessing at his current workplace, and took his truck back to TransX. As the Ford Louisville became older and less reliable, TransX convinced St. Vincent to drive one of their company trucks.

Continued on page 10

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(1) 2005 WABASH 53' REEFER



Thermo King SB300 unit, air ride suspension, aluminum wheels, front & rear vents, stainless radius corners and rear doors, 1 row of recessed "E" track, clean trailer.

(3) 2004 UTILITY 48' TRIAXLE REEFERS



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

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



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(3) NEW FULL STAINLESS 53' REEFER BOXES



Extra light pkg., stainless wing plates, Hendrickson 46K air ride suspension, aluminum wheels, Michelin XT1 tires, duct floor, 1 row of recessed "E" track, loaded.

(6) 2005 UTILITY 53' MULTI-TEMP REEFERS



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

(4) 2003 UTILITY 53' TRIDEM REEFERS



Thermo King units, heavy duty top & bottom rails, side panels, and extra crossmembers, Hendrickson air ride suspension, 1124.5 tires on aluminum wheels. Priced to move.

(4) 2004 UTILITY 36' REEFER VANS



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

CANADA



SPONSOR SUPPORT: Robert St. Vincent and wife Lori are congratulated by sponsors (from left): Brad Houle, Goodyear; J.P. Soucie, Castrol; and Mark Laine, Mack Trucks.

O/O Robert St. Vincent

30 years. Nearly four million miles. And a lot left in the tank.

Continued from page 8

“I did that for five years, but I always had the itch to get back as an owner/operator,” St. Vincent said. “My dad said I was crazy. He said ‘These guys are giving you a new truck every three years, you’re making lots of money. Why do you want to own a truck?’ I said ‘Because I wanna.’ That’s trucking to me: owning it and working on it.”

In those early days as an owner/operator, the draw for St. Vincent was the call of the open road and the opportunity to explore the continent. Now that he’s been pretty much everywhere, the appeal of the job is as strong as it ever was, but now it’s fueled more by the challenges of operating his own business as efficiently as possible.

“Back when I first got into it, travelling all around North America was the appeal. Trucking was fun then. You moved around, went to different areas, saw different stuff,” said St. Vincent. “Now what interests me is the challenges of the business; how can I better myself? How can I be more

money is fuel mileage, and some guys will say to me ‘Look what kind of truck you’re driving, you can put more money in your pocket if you’re running more aerodynamic,’” St. Vincent admitted. “I’ve taken this 379 Pete and done everything I could do to it to get the best fuel mileage out of it.”

Some of his upgrades include low rolling resistance tires and an air deflector on the roof of the cab. But most of St. Vincent’s attention goes to how he operates the truck.

“You drive it like you’ve got a dozen eggs underneath the pedal and if you break one, it’s going to take you the rest of the day to clean it up,” St. Vincent reasoned. “It’s all in how you drive; slow down before you have to, read the traffic, take your time.”

St. Vincent’s top speed is 95 km/h – below Bison’s corporate max of 100 km/h – and he’ll run even slower if his schedule permits. Taking it slow has paid big dividends; St. Vincent averages over 8 mpg (Canadian) and is routinely among the top fuel efficien-

‘You drive it like you’ve got a dozen eggs underneath the pedal and if you break one, it’s going to take you the rest of the day to clean it up,’

Robert St. Vincent, O/O of the Year

profitable and how can I make more and do less? How can I run this thing smarter?”

Today, St. Vincent has a 2006 Peterbilt Model 379 leased to Bison Transport, running a regular route from Winnipeg to either Chicago or Green Bay where he drops a load and picks up another for Mississauga or London, Ont. From there it’s back home to Winnipeg and nearby St. Malo, Man., where he lives with his wife Lori and their dog and cat. Lori swears the couple’s dog can identify the sound of St. Vincent’s truck; his ears perk up before the white Pete appears on the horizon and the dog eagerly greets Robert to see what goodies are left over in the cooler. Lori runs a craft shop in St. Malo; an owner/operator of another sort.

“She’s my accountant,” Robert said of his wife. “She’s good with numbers, she’s good with books and she does the taxes.”

“But he has the business sense,” Lori interjected. “He can think things through.”

St. Vincent’s current rig – a classic-styled, long-nose Peterbilt – may seem a contradiction for a business-savvy O/O who is constantly seeking ways to operate more efficiently. It’s a knock he’s heard before.

“I guess, from a business aspect where you can make the most

cy achievers at Bison. He has even gotten better than 9 mpg with a light load and a tailwind.

The benefits of running slow don’t end with fuel savings either. St. Vincent said he recently got 800,000 kms out of a set of drive tires, driving his tire costs down to less than a cent per mile.

He’s convinced he could’ve gotten another 100,000 kms out of them but he wanted to pull them while there was still some value in the casings.

While the casings were okay, St. Vincent didn’t get anything for them because the tires had been on his truck so long the sidewalls had become weatherworn.

St. Vincent tracks his costs “up here,” he said, gesturing to his head. “I know what it takes to be profitable, I know what I need for tire life. I know what I need for fuel mileage.”

However, he attributes much of his success to Bison Transport, the carrier he’s been leased to for 11 years.

“My success is due to Bison,” he insisted. “Not all of it, of course. But they’re a solid company. I’m still waiting for the honeymoon to end, but it’s been going full-on for over 10 years now.”

At just 49 years of age, St. Vincent has already accumulated a careers’ worth of experience: 30 years of professional driving and

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THIS MONTH'S CROSSWORD PUZZLE

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Answers on page 63

Across

1. Driver's pre-hiring exam
5. Radar's laser-based cousin
8. Watercraft on four-wheeler's roof
9. Trucking-company type (3,4)
10. Key-activated item
11. Rolls' car-building partner
12. Turn the steering wheel abruptly
14. Traffic tie-ups, colloquially
17. It's nicknamed Rubber City
19. Driver's assistant, slangily
22. Well-known rink-rig brand
23. TCH egress opportunities
24. Chopper backrest, a.k.a. ____ bar
25. City feature, rapid ____ system

Down

1. Bulldogs
2. Cargo protection or support material
3. Highway hill's top
4. Gear-shifting devices
5. Coast-to-coast trip, you might say (4,3)
6. Photogenic "Dukes of Hazzard" Jeep driver
7. Frozen-fish trailers
12. Poem parts and defunct Nissans
13. Straight-job type, perhaps (3,4)
15. Truck-stop offering
16. Volvo auto-manual transmission (1,5)
18. Interstate entrances and exits
20. Workplace for 22-Across vehicle
21. Trip-odometer pushbutton

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nearly four million miles. He was involved in an accident in November 2008, but police say it was his quick reaction that kept it from being fatal. St. Vincent was headed westbound near Steep Rock, Ont. in blustery weather when an oncoming Ford Bronco shot into his lane. St. Vincent instinctively slowed down and pulled his truck over to the shoulder as far as he could go.

The Jeep smacked the truck hard and sent it into the ditch, injuring both the Jeep's occupants, but police said St. Vincent's attentiveness and quick reaction prevented the accident from being a fatal head-on collision. St. Vincent shrugged off any suggestion that his driving was heroic.

"Nobody knows," he said matter-of-factly. "And I don't want to know. When I was told that 'Thanks to you she didn't get killed,' the first thing I said was 'You don't know that. She doesn't know that.' You've read of people getting killed in stupider accidents than that. It gets back to the big guy upstairs was looking out for us. I've played it a million different ways in my head and I'm just happy it played out as it did. Fortunately, she's not dead. I

don't know what would have happened to me if she would be. That was a night I'll never forget and I hope nobody will ever have to experience."

When the snow settled following the collision, both the driver and her passenger had survived, but St. Vincent's beloved Pete 379 was a write-off. Or so it appeared. The steering was broken and the front end torn up. But as one of the last of Peterbilt's legendary 379s, St. Vincent wasn't eager to let it go, and so he pleaded with Peterbilt Manitoba to repair the truck.

"They said 'We'll fix it to better than it was - guaranteed,' and they did," St. Vincent said. The truck was down for two months and St. Vincent took the opportunity to reenergize himself over the Christmas season. When he and the truck were ready to return to work, Bison asked him if he wanted to return to his old

route? St. Vincent said "I've got to face the music sooner or later," and he resumed his regular run that took him through northern Ontario and past the scene of the accident. That fateful night aside, St. Vincent said he enjoys the challenge of running Ontario's north.

"It'll put a driver to the test," he said. "They're not long hills, but steeper than what you'd see on the Trans-Canada Highway in B.C. It keeps you on your toes, but then again, it's just part of the business."

What's next for St. Vincent? He plans to keep running his current truck as long as he can but he does see another truck in his future. He recently built a shop in his yard to house the truck during his downtime. He has no ambitions to add a second truck however.

"I'm an owner/operator," he said emphatically. "I own it and I drive it."



TEAM AWARD: Robert's wife Lori is an O/O of another sort, running a craft shop in St. Malo, Man.

As Owner/Operator of the Year, St. Vincent won \$3,000 cash, a vacation for two valued at up to \$2,500, an all-expenses-paid trip for him and Lori to the Fergus Truck Show, a diamond ring and an assortment of prizes from the award's sponsors.

The *Truck News* Owner/Operator of the Year award is sponsored by Castrol, Goodyear and Mack Trucks. □

Check mate: Biofuel mandate to begin this fall

OTTAWA, Ont. - It's official: a biodiesel mandate is coming to Canada. Effective 60 days from July 20, diesel fuel sold in British Columbia, Alberta, Saskatchewan, Manitoba and Ontario will have to contain an average annual biofuel blend of 2%.

Diesel fuel sold in Quebec and the Maritimes will be exempt until Dec. 31, 2012 and there is a permanent exemption for Newfoundland and Labrador. The announcement was reported in the *Canada Gazette Pt. II*.

"While the exemptions may in part reflect CTA's efforts to raise awareness about the supply and distribution challenges posed by the biodiesel mandate, measures to address CTA's concerns over the potential impact of biodiesel blends over B5 on the operability, durability and warranties of heavy truck engines, the absence of fuel quality standards and the risk of price disparity between biodiesel and regular diesel are disappointingly absent," the CTA said in a release.

"Like it or not, the industry is going to have to live with the consequences."

The CTA is advising carriers to work with their equipment and fuel suppliers to discuss transitional issues including warranty considerations and fuel quality specifications they should be demanding from their fuel suppliers.

The group also says it will be monitoring the impact of the mandate over time. □

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CANADA

Trucks on Demand to offer affordable online heavy-duty technician training

By James Menzies

TORONTO, Ont. – Long recognized as a provider of quality online training modules for automotive technicians, the Cars Network is turning its attention to the heavy-duty trucking industry.

The Cars Council is a not-for-profit sector group funded by the federal government that develops online training programs for auto technicians and the Cars Network is the organization charged with delivering that training. As it spreads its reach to the trucking industry, the group will be known as Trucks on Demand. The group has been providing online training for auto technicians since the early 90s and is now preparing to launch a series of training programs for heavy-duty technicians through a new Web site TrucksonDemand.ca.

“What I’ve heard from the industry in the last six or seven months since we began working with the heavy-duty sector of the industry is that there really isn’t that much aftermarket training available,” Linda Brown, manager of industry relations with Cars Network told *Truck News*. “I think this will prove itself to be a very cost-effective and convenient way for our technicians to access quality training.”

Each training program will be two hours in length and delivered entirely online. It will be accompanied by a 20-25 page learning guide featuring diagrams, illustrations and schematics. Upon completion of the course,



TECH TRAINING: Heavy-duty truck technicians will soon have a new source of cost-effective online training courses. *Photo by Adam Ledlow*

the technician will take a test and be awarded with a certificate if achieving a grade of 75% or greater.

The group has already developed a half-dozen or so training programs, which will be uploaded to the site in September, Brown announced. Topics include: computerized management systems; diesel emission controls; electronic braking controls; and multiplexing, to name a few. In addition, Trucks on Demand will offer previously developed training courses on business management and light- and medium-duty truck repair.

“The way we arrive at determin-

ing what topics we will be covering is, we have an advisory committee consisting of key stakeholders within the heavy-duty sector, fleet managers, independent garage owners, a few OEMs and people who represent educational institutions,” Brown explained. “We bring these people together and they provide guidance and direction on what training is required to address the industry’s needs. They provide the topics and then we develop the curriculum.”

The online training involves visual demonstrations to replicate a classroom environment, Brown said, but

the course can be taken at the technician’s convenience.

“People can come into the shop in the morning, do a bit of training and then as the shop gets busy go back on the shop floor and when the day is over, go home, have dinner and finish the course at that point in time,” Brown explained. She also pointed out the online courses are easy to use, even for those with minimal computer skills.

Fleets and service providers that are interested in providing the training courses to their technicians must subscribe to the service. They’ll pay a monthly fee depending on how many technicians they have. Fleet managers or shop supervisors will be able to log in and view the courses their technicians have completed.

“This provides a very cost-effective way for people to get the training they need to stay up to date,” Brown said. “Everybody has expressed a lot of interest and enthusiasm with regards to this training. It’s been a long time coming and I think there’s a need for this training. It’s been difficult to find a source of aftermarket training for journeymen and I think once people have the opportunity to experience Trucks on Demand, I think they’re going to be sold on it.”

For more info, you can visit www.TrucksonDemand.ca in mid to late September or to get an idea of what the site will look like, you can visit the already existing www.CarsonDemand.com Web site. You can also call 888-224-3834. □

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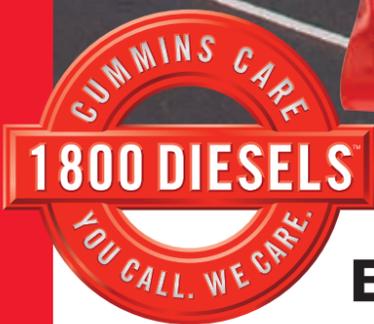
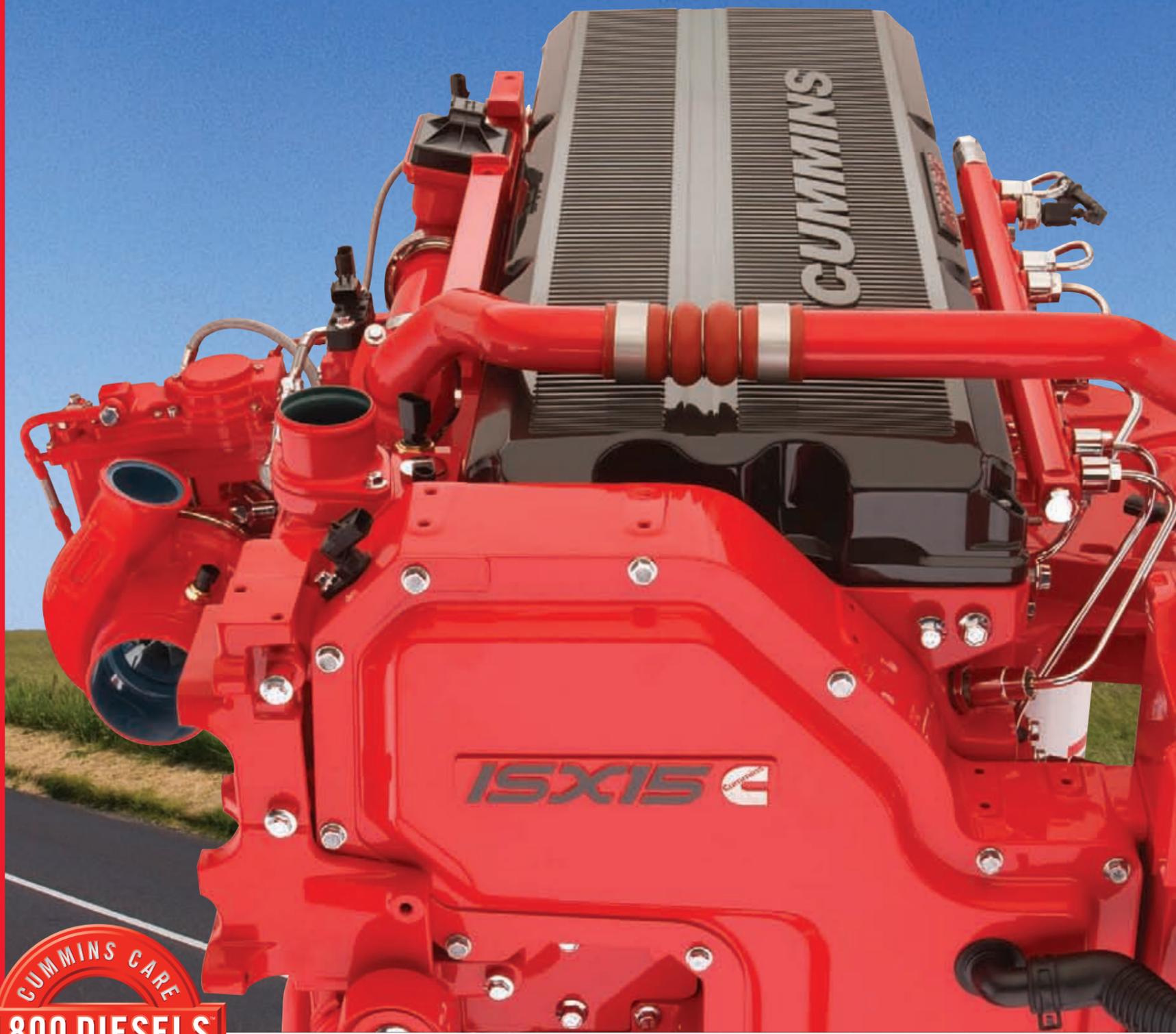
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CANADA

Driver shortage deja vu

Why the driver shortage is real and it's back

By James Menzies

KING CITY, Ont. – The shortage of qualified drivers that was so prominent in 2007 is coming back with a vengeance, Linda Gauthier, executive director with the Canadian Trucking Human Resources Council (CTHRC) warned at the Private Motor Truck Council of Canada's annual convention.

In one of her final presentations as head of CTHRC – her successor Angela Splinter was also in attendance – Gauthier noted there were 174,300 Class 1/A licence holders in Canada in 2008, a number that plummeted to 151,000 in 2009. By 2016, it's expected the industry will require 172,000 Class 1/A drivers, yet qualified drivers continue to leave the industry.

Factors including industry growth, occupational changes and widespread retirement have combined to create a maelstrom that has left the trucking industry already scrambling for qualified drivers with no solution in sight.

"We're going to find ourselves back in the same situation we were in in 2007," Gauthier said, noting driver turnover was at 22.1% that year. "Every other sector is looking for people, so trying to attract people to transportation and trucking will be even more difficult than it was in 2007."

'Turnover has become an assumed cost of doing business. You will budget for repairing your vehicles but you don't budget with regards to lowering your turnover,'

Linda Gauthier, CTHRC

While the number of Class 1/A licence holders is on the decline, it's the lack of 'qualified' drivers that should be of greater concern, Gauthier noted.

"The dilemma is the qualified driver shortage; the people with the skills to do the job and the people who your insurance pro-

vider will cover," she pointed out.

The CTHRC has developed over the past few years a series of guides that were designed to help the human resources professional manage the impending crisis. *Your Guide to Human Resources* Volumes 1 and 2 (a third is in the works) provide valuable tips and information as well as practical tools that will help anyone involved in the hiring and retention of drivers to do their jobs more effectively. They're especially useful for small fleets that don't have

fied drivers, Gauthier suggested, which is akin to pouring maple syrup into the cup rather than water; it will still leak but not nearly as quickly. That provides the opportunity to begin fixing the holes.

"Turnover has become an assumed cost of doing business," Gauthier said. "You will budget for repairing your vehicles but you don't budget with regards to lowering your turnover."

In volume one of the CTHRC's *Guide to Human Resources*, the organization tells the story of the fictional ACME Trucking. In the case study, ACME lost 24 of its 89 drivers in a three-month period, which put it on pace for an annualized turnover rate of 108% – not unheard of in this industry. Considering an average cost of \$7,500 to replace a driver, ACME was on pace to spend \$720,000 over the course of the year just to replace its drivers. The case study is a sobering wake-up call for many fleet managers, Gauthier said.

"When we piloted this material, a lot of trucking companies said 'You must've been in our backyard – this is exactly what is happening,'" she recounted.

To reduce driver turnover, Gauthier suggested fleets first define their corporate culture, so it can be clearly communicated to prospective new hires before they join the organization.

"Present that culture to prospective employees and you may have a better chance of getting it right the first time," she suggested.

Gauthier also suggested fleets could do a much better job of forecasting their needs and building an employee pipeline so they're not left scrambling to fill seats.

"Forecast what your needs are going to be and do projections in terms of your history of retirements, growth, etc. and then you can start forecasting and have an idea in advance of what you are going to be looking for," Gauthier suggested. "Planning to seat your trucks is very important."

Fleets can build a pipeline of applicants by hanging on to resumes and staying in contact with applicants even if there are no immediate positions available, she suggested. Like an NHL franchise, Gauthier said trucking firms should have a farm system of sorts, with a steady flow of prospective new hires being scouted from the time they've graduated from a reputable training school.

"You have to start looking outside the box," she said. "Attracting a Generation X-er as opposed to attracting a Baby Boomer is not done in the same way."

Gauthier also noted the industry will have to learn how to appeal to immigrant workers, a topic that's explored in volume two of the guide. Canada's population growth is a sluggish 0.2%, she noted, and two-thirds of that is due to international migration.

"Any new growth of the population is going to come from immigration and we're going to have to pay attention to it," she warned, adding immigration could account for all net labour force growth by as early as this year. □

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Seminar to explore transportation planning in uncertain times

TORONTO, Ont. – Nulogx and Supply Chain and Logistics Association Canada are getting set for their second annual breakfast seminar, titled *Transportation Planning for 2012 in Uncertain*

Times – Hear Expert Opinions on the Road Ahead.

The session, to be held at the Mississauga Convention Centre Sept. 27, aims to provide shippers, carriers and supply chain practi-

tioners with information to help create business plans in uncertain times.

Highlights include an interactive question and answer period with expert panelists and the op-

portunity to network with peers.

“Last year turned out to be a very successful event with a great turn out and we look forward to this year’s event,” said Scott Irvine, vice-president of business development with Nulogx. For more info, visit www.nulogx.com. □



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EAST

'Holy, Jesus!'

Industry officials shocked as cargo thieves hit the hospitable Maritimes

By Carroll McCormick
WOODSTOCK, N.B. – On July 8 and 16, thieves stole a total of seven tractors and five trailers from the Woodstock area and Grand Falls, N.B. In fairly short order – RCMP did not provide dates – six of the seven tractors and four of the five trailers were recovered, minus their cargo. As of Aug. 2, one tractor and one trailer were still missing.

Some of the tractors were recovered in New Brunswick. The other tractors and trailers were recovered, without their cargo, in Saint-Laurent, on the Island of Montreal; Saint-Jerome, just

north of Montreal; and Boucherville, across the Saint Lawrence on Montreal's South Shore.

The haul is unprecedented. "The thefts have carriers scratching their heads. We have received a few reports of thefts, but nothing like this," says Jean-Marc Picard, executive director, Atlantic Provinces Trucking Association (APTA).

The cargo is said to be worth at least \$1.5 million dollars, but RCMP would provide no details of the cargo. Cody Jorgenson, co-owner, Terra Nova Transport in Petitcodiac, N.B. was more forthcoming: he lost a trailer load of power

tools from a secure yard in Grand Falls.

There was construction around the entry to that yard, which created a five-day security hole. "There was free rein to the yard," Jorgenson says.

The theft was caught on surveillance video, time stamped 1:51 p.m. on July 16.

"The guy surveyed a few trailer doors. (He took) a Ryder day cab, leased to Midland Transport, and hooked it up to our trailer. We reported the trailer missing on Sunday the 17th at around 10:15 a.m. Our driver went to the yard and the trailer was not there. The thief had 20 hours to work with that trailer before we even knew it was gone," Jorgenson says.

Even the few details that police, Jorgenson and APTA have provided *Truck News* suggest a lot about the thieves, the vulnerability of carriers in Atlantic Canada to theft and the trucking community.

First, the thieves (organized pros

from Montreal?) played the classic end-of-week game, which can give them several days' head start on the law before a report gets noticed or entered into police computers.

Second, Jorgenson suggests that Atlantic Canada carriers are not prepared for this kind of assault.

"This is our first theft in the Maritimes. We don't expect it or plan for it. Our precautions are focused on the Greater Toronto Area. We don't follow the safe practices down east, but we are going to have to. Holy, Jesus! Are the thieves coming? They will have access to all the East Coast transporters. We aren't gated. We are out in the woods."

On a recent drive around Moncton with his security officer, Jorgenson saw 30 trailers out in the open in an industrial park. "Pick, pick, pick," he mimes of thieves going shopping.

What really galls Jorgenson is what he sees as a secretive trucking community obsessed with the thought that the next guy might poach his precious outbound loads, and a lack of pulling together as a group to combat cargo crime.

Carriers are reluctant to talk about getting hit and Jorgenson thinks this plays right into thieves' hands.

"My take on it is, 'Here's a carrier that won't speak out. Let's keep hitting him.' I wish more people would talk about this."

He thinks good can happen by going public with thefts: "Two days ago (July 27) I got a random call from a driver. He saw a black and orange tractor, not our colours, with our trailer on it. It raised his eyebrows and he called us. He had heard of our theft in the newspaper and on the radio."

Some say this July's blizzard of thefts has the local trucking industry rallying together to raise awareness. When Jorgenson is asked about this, he almost gags. "There is no rallying together, except for calls from Midland, concerned about our trailer. It's bulls--t. It's just ranting here. We had a trailer stolen. It's done. The next time there will be two weeks of screaming, and that will be it."

When asked whether there have been any meetings to discuss best practices, or plot strategy, Picard says, "Everyone is trying to figure something out, but we haven't had any meetings yet. I'm pushing my members to talk to each other and report missing equipment. We are putting information on our Web site. We can't just sit on the sidelines. We have to use our network top help the situation. It will be a topic of our annual general meeting in October. We are tentatively scheduled to have a speaker from the RCMP there."

Picard then notes that if asked, he knows which carriers he could contact to share some of their solid security knowledge with carriers in need.

"I've never caught wind of any meetings to discuss best practices," Jorgenson says. "But why wouldn't we have a meeting through APTA? I don't think carriers want to be involved, and it is not Jean-Marc's place to get us together (to talk about) our best practices. We are all so scrambled. We are easy targets." □

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QUEBEC

Quebec paves way for young drivers to begin trucking careers

If trucking industry unlocks its doors to young drivers, will they come?

By Carroll McCormick
MONTREAL, Que. – Current Class 1, 2 and 3 licensing laws in Quebec make it pretty much impossible to start driving tractor-trailers, straight trucks or buses before the age of about nineteen-and-a-half.

This disincentive to those looking for a first career has, however, been removed for 40 lucky young people aged 17 and 18.

This opportunity will unfold in the Programme enrichi d'accès à la conduite de véhicules lourds (enriched access program toward the driving of heavy vehicles) which is made possible by the temporary suspension of the law that sets the

minimum age at which a person can get a Class 1, 2 or 3 licence at 19.

Starting this July, the province's two big driver training schools – the Centre de formation du transport routier Saint-Jerome (CFTR) north of Montreal and the Centre de formation en transport de Charlesbourg (CFTC) near Quebec City – will have eight months to recruit a total of 40 young hopefuls; they will start training as they apply and are accepted, not all at once.

They will study, train, get their licences and hit the road, under supervision. Their performance will be monitored and in 2014 the

Societe de l'assurance automobile du Quebec (SAAQ) will decide whether to expand the program.

Under Quebec's current licensing regime, people may apply for their Class 5 learner's licence at the age of 16. They must hold it for a minimum of 12 months before taking their tests for a Class 5 licence. This licence is probationary for 24 months before a full Class 5 licence is issued.

Drivers may only apply for a Class 1 licence (for simplicity's sake, I'll not mention the Class 2 or 3 licences again, but they are implied) after having held their Class 5 licence for 36 months, or having held it for 24 months, plus taken one of the SAAQ-approved commercial driver training programs.

Consequently, high school graduates wanting to get into trucking must wait for several years, while

their peers can go directly into other training programs. This has long been seen as a major disincentive to becoming a trucker.

"The transport industry anticipates a lack of labour. The average age of drivers is rising and the industry is not sufficiently attractive to young drivers. How can the industry be made more attractive to them?" observes Sylvie Lemieux, directrice du développement en sécurité routière, SAAQ (director of highway safety development).

The program will permit drivers as young as 17 to drive a heavy truck with full Class 1 driving privileges. Their Class 1 licences are termed learner's licences until the 24-month probationary period for their Class 5 licences ends.

There are some restrictions; i.e., they will not be allowed to transport dangerous goods or drive trucks operating with special permits. Their Class 1 licences will only be valid within Quebec.

SAAQ is adding additional material to the CFTR and CFTC programs the young drivers will take, and trucking companies are being asked to partner with the schools and take on the graduates as apprentices – an obligatory part of the program.

"On the industry side the Quebec Trucking Association is looking for companies to take on the young people. Those interested companies will twin with the CFTR and CFTC," Lemieux says.

Participating carriers must meet several conditions. For example, they must not have been the subjects of any intervention under the Conduct Review Policy for Heavy Vehicle Owners and Operators. Each must designate an employee who is at least 25 and who has held his Class 1 for at least five years to accompany their students during their apprenticeship. The carriers will also have to assess the young drivers and provide reports to SAAQ.

The designated employee is not obliged to ride in the cab with the young driver, but he can if he judges it to be necessary. Following behind in another truck is another option. The designated employee will also be expected to coach the young driver on good driving behaviour; SAAQ notes that 80% of highway accidents are related to driver behaviour.

During the young drivers' probationary periods they will be evaluated on the road 13 times by a company employee who has received special training under the supervision of the CFTR or CFTC.

The CFTR and CFTC will be responsible for finding applicants to the Programme, with recruiting assistance from Camo-route, a Montreal research and resource company specializing in the trucking, bus and taxi industry.

The program will be carried out under the watchful eyes of representatives from nine different bus, trucking, heavy machinery, transport and school associations. Lemieux notes, "the associations are extremely interested in collaborating with this program." □



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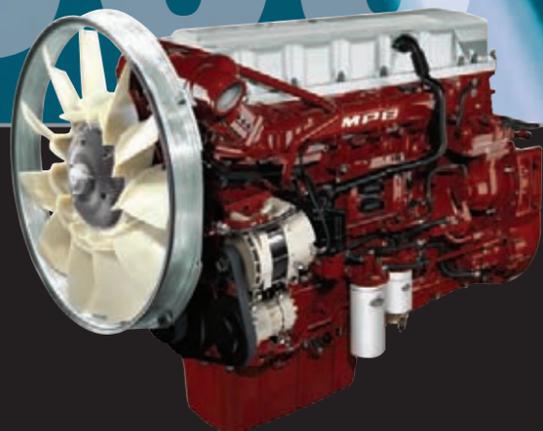
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ONTARIO



GRILLED TO PERFECTION: Quick Truck Lube served up some tasty BBQ as well as a bargain on oil changes on July 8. *Photo by Adam Ledlow*

Quick Truck Lube makes customer appreciation BBQ an annual affair

By Adam Ledlow

AYR, Ont. – Customers of Quick Truck Lube have been rewarded for their loyalty once again with a discounted oil change and a free lunch at the company’s sixth annual customer appreciation barbecue July 8.

The event, held at the company’s Ayr, Ont. location near Cambridge, saw trucks lining up as early as 7 a.m. to take advantage of a specially-priced \$99 oil change, with an estimated 100 trucks serviced by lunchtime.

“We would be nothing without the support of our customers,” said company owner Gurjinder Johal. “We appreciate you giving us your support, even during the recession. The last two to three

years were really critical for us, and that is why this year was a bit of a celebration because we are coming out of the recession.”

Johal also thanked Quick Truck Lube’s vendors and the many industry reps that were present at the event, including Chevron, Shell, Mobil, Castrol, Mack, Peterbilt, Fleetguard, Cummins Eastern Canada, Peterbilt, Mack and Kenworth.

“Everyone is facing a challenging economy with the crude oil and we try to have competitive pricing in the future as we have done in the past,” he said. “We will try to keep it even better in the future.” □

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Ontario crowns provincial truck driving champions

CAMPBELLVILLE, Ont. – The 65th edition of the Ontario Truck Driving Championships were held at Mohawk Raceway in Campbellville on July 9. The winners of five classes were selected to travel to Calgary to compete in the National Professional Truck Driving Championships in September.

The winners included: Straight Truck, Stewart Jutzi, Erb Transport; Single Single, Clary Ward, Con-way Freight; Single Tandem, Bryon Winfield, Home Hardware Stores; Tandem Tandem, Preetpal Nijjar, Canada Cartage System; Trains, Bryan Heyworth, SLH Transport.

Grand Champion was Erb’s Jutzi and Rookie of the Year was Chris Tinkler of SLH Transport.

The Highest Points award went to Canada Cartage’s Nijjar while the Pre-Trip Award went to Tom Griffiths, Maple Leaf Foods, and Ernest Streicher, Home Hardware (both with perfect pre-trip inspections).

The MTO Safety Award was presented to Streicher of Home Hardware (for the highest combined score of the written test and pre-trip inspection – both perfect).

This year’s event featured two exhibition classes with four new obstacles. The A-Train and Tanker classes did a short course after the five other classes were completed. The obstacles included: the Roundabout, Funky Monkey, Right Front Steer Tire, and the ICC Bumper Stop.

The winners of the exhibition classes were: A-Train, Jeff Maclean, Molson Coors; and Tanker, Marc Lefebvre, Canada Cartage Systems.

The national championships, dubbed the ‘Olympic Games of Trucking’ will be held at the Fire Training Academy in Calgary Sept. 7-10.

For more details on the national event, visit www.amta.ca. □



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WEST

Avaal continues western expansion, adds new office in Winnipeg

WINNIPEG, Man. – Avaal Technology Solutions has marked the opening of its newest office in Winnipeg, Man. with a grand opening celebration held in late July.

Avaal officials say the new facility has been strategically placed in the heart of the Manitoba trucking community and views its presence on the Prairies as a key component of the company's expansion of services to current and new clients. The office will serve Northern Ontario, Manitoba and Saskatchewan.

"Avaal is committed to excellence in customer service" said Dara Nagra, president and CEO of Avaal Technology Solutions.

"Opening this office signals the importance of this commitment. We are ensuring that we have people on the Prairies to cultivate relationships and meaningful exchanges of knowledge."

The event was attended by more than 300 guests, including representatives from local businesses, government, schools and the transportation industry, the company announced. □



REASON TO CELEBRATE: Avaal staff and guests celebrate the grand opening of the company's Winnipeg office.

Announcing a new member of the team



Mark Blucher, senior vice president of Insurance, is pleased to announce the appointment of Tim Courtney as vice president of Commercial Insurance.

TIM COURTNEY VICE PRESIDENT OF COMMERCIAL INSURANCE

Mr. Courtney is a Chartered Insurance Professional with over 30 years of experience in the commercial insurance industry. He most recently served as vice president of Corporate Underwriting and Product and Service Innovations at Markel Insurance, a leading insurance company for the trucking industry. At Markel, Mr. Courtney was responsible for underwriting infrastructure and governance, as well as the development of highly customized insurance and risk management advisory solutions. His extensive experience also includes 15 years with Zurich Canada's Commercial Lines Underwriting group, with the last two years as vice president of Underwriting.

Mr. Courtney's depth of experience in product design, development and pricing for the commercial market will strengthen ICBC's approach to working with customers in this key market segment.

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Vancouver container trucks re-routed

VANCOUVER, B.C. – Port Metro Vancouver has announced a new truck traffic pilot program that will force container trucks onto Major Road Network (MRN) routes, reducing truck traffic in residential areas including Nanaimo St.



"The City of Vancouver is committed to addressing the concerns of residents impacted by container truck traffic on Nanaimo Street," said Vancouver Mayor Gregor Robertson. "This issue is a priority and by working with the port on mitigation strategies, we will be able to better manage truck traffic on authorized truck routes in a way that balances local community needs with efficient port operations."

MOVE IT: Container trucks are being forced to more truck-friendly routes to cut down on congestion in communities, the port has announced.

"As an important economic generator for Vancouver and the region, Port Metro Vancouver understands the need to work with communities that may be impacted by port operations," added Chris Badger, COO, Port Metro Vancouver. "Together with the city, and with the cooperation of the trucking community, we are confident this pilot program will have a positive effect and reduce the impact of container truck operations on residents of Vancouver."

The 90-day pilot begins Aug. 25, giving the port 30 days to first notify truckers of the change. Container trucks will be directed to use MRN routes, as laid out by Translink.

For instance, trucks travelling via the Knight Street Corridor from Richmond/Delta will have to use the following route to access the McGill/Commissioner Street entrance to the Port: Clark Drive to Hastings Street; Hastings Street to Cassiar Street/Highway 1; Cassiar Street/Highway 1 to Bridgeway Street; Bridgeway Street to McGill Street.

Port and city officials will be monitoring Nanaimo St., to ensure truckers comply. Officials say they'll continue to monitor the situation and evaluate the effectiveness of the program. □

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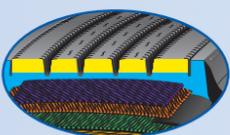
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OVER THE ROAD

As professional drivers, we need to look after ourselves first

I wanted to continue writing about driver health issues this month, but was beginning to feel like I was flogging a dead horse.

That isn't the case according to the results of a recent Health and Wellness Survey of Transport Truck Drivers conducted by the Depart-

ment of Family Medicine at McMaster University and the City of Hamilton, Public Health Services.

According to the survey, 33.1% of drivers say they are willing to participate in workplace wellness programs on their own time. So a large number of drivers recog-



Over the Road

AL GOODHALL

out there has lists just like them. Where does 'family time' and 'leisure time' fit on those lists? What about 'exercise time?' It's pretty easy to see why we call truck driving a lifestyle and not a job or a career. When you drive a truck it becomes a part of who you are not just what you do for a living.

Something else happened recently that put all of that on the back burner. My daughter went into labour with our first grandchild four weeks ahead of schedule. Surprise! Thankfully everything went smoothly, mom and baby are fine, healthy, and happy. Standing next to my daughter this morning with Nate, my grandson, in my arms and my wife by my side, I recognized that making the time to live a healthy lifestyle was about my whole life not just about my physical well-being.

When was the last time anyone within our industry took the time to coach you on the benefits of including your own time into your trip planning? Making sure that you had time to sleep, to eat, to relax, etc. Why don't we plan for ourselves and in doing so still accommodate the needs of our shippers, receivers, carriers, and enforcement agencies and they for us (drivers) in their planning?

I've become involved with a Transportation Industry Health Promotion Research and Policy Planning Group, which was created by the two organizations I mentioned earlier that are responsible for the driver survey that kicked things off. I'm impressed with the passion, sincerity and genuine concern the members of the group have for improving the quality of life for transport drivers. The thing that bothers me is that of the 37 or so members that attended the first session, I was the only driver. Drivers are a very diverse group and greater representation and participation is needed in order for the professionals and academics that drive the group to make the best use of their skills to help us improve the quality of our lives out here on the road.

Too often we bitch and complain after the fact about plans and policies that are put into place for our benefit. Think of the hours-of-service rules and policy regarding EOBRs. The intense research done prior to the implementation of these policies was intended to benefit us, not limit us or control us. As drivers we too often sit back and allow things to happen without participating in the process. I know it takes time – of which we already have little to spare – but if we don't actively participate in the process we are giving up the independence that attracted most of us to this profession in the first place. □

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

nize that the trucking lifestyle has a negative impact on their health and they would like to do something about it. As drivers, we know there is a huge divide between our intention to live a healthier lifestyle and our ability to carry through with that intention. I think most drivers would agree that time is the limiting factor we all share. It's fair to say we simply don't have enough of it. This point was driven home to me over the course of the past week.

I left southwestern Ontario last Saturday morning and headed up to Winnipeg/Brandon where I peddled freight around all day Monday. Tuesday, I reloaded down around Fargo and was back at my home terminal early on Thursday. Over 3,000 miles, 12 picks and drops along with the border crossings makes for a busy week. My on-board recorder showed me either on duty or driving for a total of 67 hours. Not any different than the 300,000 other Canadian truck drivers doing the same thing as me. We do that week in and week out, right? You bet we do.

Waiting at the yard for me was my car sitting on one very flat tire. Okay, I kept ignoring that 'need new tires' item on my to-do list and now I was forced into crisis management mode. I also had a 'needs brake service,' and 'needs emissions test for permit renewal' on that same list. At home I had another list with items such as: 'trim cedar hedge around backyard,' 'fix slow leak (for now) on upstairs toilet,' and let's not forget, 'meet deadline for *Truck News* column.' There are many other items I could add to these lists and I know that every driver

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OPINION

Where did all the toy trucks go?

I was walking around a toy store a few days ago and something struck me: there were hardly any toy trucks for sale. In fact, apart from Bob the Builder's construction equipment and a few Transformers, there was nothing that resembled a big truck at all. As I have written before, all I ever played with as a kid were my model trucks. My friends all had toy trucks too; not all of them wanted to become truck drivers, but they all saw a truck as a fun thing. But kids today don't get that opportunity.

Twenty years ago if you asked a classroom full of kids what they wanted to be when they grew up, a good percentage would have replied that they wanted to drive truck. Ask the same question today and the answers will be very different. Back then you would get answers based on the stuff they played with; the same applies today, but they don't play with toy trucks anymore so the idea of driving one for real never pops into their head.

This is one of the reasons we are experiencing a driver shortage again. We have no fresh new blood entering the industry, which is a big problem. As older drivers retire, we need youngsters coming in at the other end. Trucking used to be a family tradition, that's no longer the case. Children of lorry drivers see their friends' parents doing stuff with them on weekends and during holidays while they rarely see their own parents. Most drivers don't want that kind of life for their children when they grow up, so they guide them towards other careers.

This all leaves a gaping hole in the industry's recruitment pool. So, how do we fill it? We've tried immigration, with some success. I'm living proof of that, but that's not the answer, not long-term anyway. We have to make the job more attractive. More money is one way, but it's not going to fix the problem. The biggest drawback to our industry is the fact that we're away from home all the time. Most of you, like myself, will have no problems with this, but we're already in the industry. Not only are we in the industry, but we have an interest in it too, that's why you're reading this.

To attract new recruits we need to move with the times. The world is changing and we need to get up to speed before we lose what we have. You think that's not possible? Surely we're safe, right? We have legislation that protects us from American carriers moving freight within our borders. Yes we do, but when we stop being able to cope with the amount of freight that needs to be moved and the grocery stores have empty shelves and the factories have no raw materials to produce their goods, you can bet your bottom dollar that new laws are passed to allow the freight to be moved by anyone with 18 wheels.

I've seen this happen in Britain. We had a driver shortage; first of all we imported drivers from within Europe (mostly from the former Communist countries), we attracted them with higher wages than they could possibly earn in their homelands. This solved the problem, for a while. Then to finally fix the problem the European governments opened up the borders. The immigrant workers used their newfound wealth to buy their own trucks,



register them in their own country (with much cheaper operating costs) and have now all but taken over the international transport industry in Great Britain. I spent much of my career driving international routes, but one by one all the jobs disappeared.

The pilot program for Mexican trucks to cross the US border is now in place. Anyone who has been to any of the border cities will know that there are lots of Canadian trucks down there every day. We do a lot of business with Mexico, at present it all goes as far as the southern US border on a Canadian truck, but if we have nobody to

drive them, pretty soon the Mexican truck that delivers the load to the border will be crossing that border and the next border too and delivering the load in Canada. With their lower operating costs, they'll be able to take a load from Canada back down to Mexico much cheaper than we can and before you know it, that freight lane will no longer be financially viable to a Canadian carrier. We need to protect what we have; not just the Canada-Mexico lane, that's only the acorn from which a large oak tree will grow. Looking at the industry today, the only way I see that we can do that is to resolve our driver shortage problems.

Money alone will not do that, so we need to look at what the next generation of truck drivers wants from a job. More money is a priority, but it's not number one, that's more time at home.

Now it hurts me to even think about

this as I love the long-haul life – I moved halfway around the world so that I could carry on trucking – but we're going to have to offer more regional jobs where drivers can do a trip in a day.

It'll need to be a shorter day than 14 hours, too. We have to offer similar conditions as other industries to be able to get young people interested in joining our industry. Most people don't really care who it is delivering the food to the grocery store. They couldn't care less about which country the truck's registered in, they only care about the shelves being full. We're the only ones that care, so we have to do something about it now, before it's too late. □

– 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.brandttruck.com/blog.

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TAX TALK

Four things you should know about filing online

The percentage of people filing their federal tax returns electronically now easily exceeds those who do so the old-fashioned way. According to Canada Revenue Agency, 16 million of the 24.5 million returns it had processed through May 31 were sent using E-file, Netfile, or Telefile, the agency's electronic filing methods.

Paper filing continues to decrease in popularity. Just over 8.5 million returns were filed on paper compared to 9.1 million at the same time last year.

The reasons are simple. More



Tax Talk

SCOTT TAYLOR

Canadians have Internet access. We're accustomed to doing business online. You get electronic confirmation that your return arrived (no more dropping an envelope into a box on the corner). Plus, think how many trees electronic filing saves (the average paper return is 13 pages).

The real kicker, though, is

speed. On average, it takes two weeks for CRA to process a return filed electronically versus four to six weeks for one sent by mail.

If you're due a refund, you're going to get it that much faster when you file online.

The CRA has done a good job making electronic filing simple and intuitive, but each year we get questions about the process. Here are four things you should know about filing electronically:

Keep your receipts

While you don't have to send your receipts to CRA when you file electronically, you are required to keep all the documents necessary to support your claims. Don't let anyone tell you otherwise. If you're audited, you'll be asked to produce valid receipts or statements to back up your deductions.

Review your return

Whether you do it yourself or have your accountant or tax preparer file for you, make sure every detail is correct and that you double-check your return. Like your paper return, you are responsible for ensuring that the information you submit electronically is 100% accurate whether you personally hit the "send" button or not. Leave yourself time for a thorough review.

Electronic filers get audited, too

Canadians file about 27 million individual income tax returns each year, and all are reviewed by CRA to make sure that income, deductions, and credits are accurately reported and filed.

Don't let anyone tell you that filing a paper return reduces the chance of audit. Whether paper or electronically filed, every return is subject to four types of review: *Pre-assessment Review:* Your return is electronically analyzed. Various deductions and credits are reviewed for anomalies and missing information. If CRA has questions about your return, you'll be contacted before receiving a notice of assessment.

Processing Review: After a notice of assessment is issued, your return is reviewed to make sure

that certain claimed deductions and credits are accurate and are supported by appropriate documentation. In specific instances, you may be asked to provide cancelled cheques or bank statements. If a review identifies an error, you'll get a new notice of assessment.

Matching Program: At this point, CRA makes sure that information slips filed by third parties, such as an employer or a bank, correspond to the information you reported.

This program is typically run late summer and into the fall of each year. If there is a discrepancy between the income you report and the income reported by a third party, you'll be asked for clarification. If the CRA determines that an adjustment is required after completing the review, it will send a new notice of assessment.

RRSP Excess Contribution Review: After the CRA makes sure that taxpayer records are correct and that you have filed any required adjustment, the CRA looks for any excess contributions to your RRSP.

Track your account online

CRA's electronic services like My Account and Quick Access are useful all year. You can log in and track your refund, check on your benefit and credit payments and your RRSP limit, set up direct deposit, and more.

In most cases, you'll see information on the My Account pages before you receive the official documents from the CRA by mail.

For more information about these and other electronic services, go to www.cra.gc.ca/eservices. If you don't have an access code for My Account, visit the CRA Web site (www.netfile.gc.ca/dsclmr-eng.html) to get one.

By now your accountant should be well versed in CRA's electronic filing options and how to use them. If you have questions, don't hesitate to ask. □

— 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.

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BUCKKING the trend

In an era of slippery trucks, the T800 stays true to its roots

By James Menzies

CHILLICOTHE, Ohio – If it ain't broke, don't fix it. That seems to be the mantra for Kenworth as far as its long running T800 is concerned.

This is a significant year for the T8. Introduced in 1986 – one year after the sloped hood T600 shook up the trucking world – the T8 is celebrating its 25th birthday. To date, 235,000 T800s have been sold; enough to stretch 2,080 kilometres when parked bumper to bumper. More remarkably, Kenworth officials estimate about 80% of them are still on the road.

“The only thing that takes it off the road is a major accident and that's one of the reasons we have such a high resale value on it; even the second, third and fourth owner of that vehicle is going to make money on it,” said Alan Fennimore, vocational marketing manager with Kenworth. He boasts the T800 lasts, on average, twice as long as its competitors and says it's not difficult to find a buyer for a T8 with 750,000 to a million miles on the odometer.

The T800 is not a spectacular looking truck. It's easy to forget just how prominent it is on Canadian roads, as it blends into the traffic landscape. But start looking for them, and they are everywhere, dressed up in all types of funky configurations.

In an era where truck design engineers collectively rack their brains to squeeze fractional improvements in fuel economy out of new and existing models, the T800 has remained refreshingly consistent since its debut. It could be said the T800 was actually ahead of its time when it was first introduced with a sloped hood that earned the T8 and its highway cousin the T600 such unflattering nicknames as “Anteater” and “Ditchsniffer.”

But in the mid-80s, truckers were beginning to take notice of rising fuel prices and it took very little time for them to warm up to the new look when it meant fuel savings of up to 22% compared to flat-nosed models such as the iconic W900.

Since their introductions, the T600 received continuous updates in pursuit of greater fuel economy until it was eventually replaced by today's T660 in 2007. By contrast, the T800 has stayed true to its roots with an exterior that has remained largely untouched over the years.

You can't get an EPA SmartWay version of the T800. It's not available with chassis fairings, which pretty much rules it out for SmartWay consideration.



There's something laudable about that; can't a truck just be a truck anymore?

But that's not to say the T8 is a fuel pig. As already mentioned, it was ahead of the curve with its sloped hood and there are a wide range of options – low rolling resistance tires, for one – that can contribute to respectable fuel mileage.

What has happened in recent years is there has been an unmistakable divergence between the T600/T660 and the T800, driven more by fuel economy than by personal preference.

Built on the same chassis, there was a time when in on-highway applications, either model would do. With the cost of fuel today, however, the aerodynamic advantages of the T660 are too great to ignore. This has caused the T800 to revert back to its roots as a true vocational truck, and that suits its maker fine.

“A lot of customers that in the past would buy a T800 are now going for a T660, so it's going back to its original heritage which is vocational,” Fennimore said. “Vocational customers are less concerned with fuel economy and more concerned with durability and ruggedness.”

While no one will deny the importance of fuel economy, which is inextricably tied to aerodynamics, other factors are equally important, especially to vocational customers. Chief among them are visibility and maneuverability, and the T800 with its sloped hood and set-back front axle delivers both. It could be argued that no other vocational truck offers better forward visibility. But it's probably the truck's legendary durability that has won it so many fans over the years.

Those who like the T800, like it a lot. You won't find a bigger fan of the T8 than my pal Gord Cooper, owner of Calgary, Alta.-based oilfield trucking company OCEAN Hauling. He bought his first T800 in 1990 and claims to have one of the first such trucks to be fitted with a 60-inch bunk. With a picker behind it, no space on that frame went to waste.

Cooper currently runs two T800s, a 2003 tri-drive with 540,000 kms on it and a 2007 tandem. I asked Cooper what he likes about the T800?: “The set-back axle is a better ride for one thing,” he said. “It also offers a much better turning radius and with the set-back axle I could afford a bigger bunk on a winch or picker truck.”

Cooper has noticed another benefit as well; one that only an off-roader could

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bought the T800 and haven't looked back."

That type of fandom is not unique. Over the years, entire fleets have been built around the T800.

As was the case when it was first introduced, the versatility of the T8 is still among the truck's strongest selling points today. It's why it has endured. It can be put to work as a dump truck, mixer, snowplow or heavy-hauler. It can pull tanker, flat-deck, van or float. You're as likely to see a T800 day cab pulling B-train tankers over the mountains, as you are a T8 with an oversized sleeper pulling a van trailer in Eastern Canada. You'll find them on the west coast, the east coast and everywhere in between in all kinds of oddball configurations.

On the road

To fully appreciate the appeal of the T800, you really have to drive one. This summer, I spent the better part of a day driving a couple of T800s on the roads around Kenworth's Chillicothe, Ohio truck plant in order to get to know the T8 a little better.

The two trucks I spent the most time with were a viper red T800 dump truck with extended day cab and, the real highlight, a T800 heavy-hauler with an amped up 565-hp Cummins ISX under the hood.

The dump was powered by the quiet and capable Paccar MX with 485 hp paired with an Allison 4500 RDS six-speed automatic transmission. The Paccar engine was responsive and powerful and on the flatlands

of central Ohio, it was not challenged in the slightest by the light load I was carrying. The truck had disc brakes on the front and rear axles and a raised pusher axle where you'd likely find a tridem (where permitted) in Canada.

With an EPA2010-compliant Paccar MX engine, the T800 dump truck I was driving had a tiny 5.6-gallon diesel exhaust fluid (DEF) tank that was discretely tucked behind the fuel tank. Since this truck was spec'd for local haulage, the smallish DEF tank should be sufficient while adding minimal weight to the vehicle. Dump truckers will likely want to keep a good supply of DEF at their home base and top the tank off nightly or while doing their pre-trip inspection. The entire SCR aftertreatment system was neatly packaged under the passenger access step.

The Paccar-powered T800 was fun to drive on the highway but in a dump configuration, it's real home would be in the quarry or on the job site, where I'm sure its visibility and maneuverability would be fully appreciated. The set-back front axle makes turning in tight spaces effortless. While I didn't have the chance to visit a work site, I did maneuver it around the Kenworth employee parking lot and suffered little angst as I easily steered around the parked cars that lined the lot.

The real fun part of my day came behind the wheel of the T800 heavy-hauler, spec'd out for what looked to be some sort of oilfield application, but this one also had a pusher axle



OLD SCHOOL: It's the type of truck that gives the EPA fits, with its oversized external air cleaners.

making it an unlikely Canadian spec'. This tractor had an expansive 259-inch wheelbase and for convenience sake, I was pulling a partially loaded 53-foot van trailer. It was a curious set-up; this truck would be more at home pulling some heavy equipment aboard a lowboy or maybe even an oversized load, but the key to the T800's long reign has been its versatility and it wouldn't be the first time it was asked to pull a plain ol' van trailer.

"That truck will haul 140,000 lbs with permitting," Fennimore told me during a phone chat a few days after my drive. "It's comfortable pulling 80,000 lbs in a 53-ft. trailer or 105,000 lbs through the mountains on the West Coast."

The possibilities are endless with this truck, which was incidentally equipped with an Eaton UltraShift Plus transmission, proving there's a

Continued on page 30

appreciate: "With a conventional, the mud and road grime always comes right up into the side windows," he said. "On the T800, the mud will come up behind the windows and onto the stacks, but the windows stay clean and you can still see the mirrors."

Cooper bought a W900L in 1996, but reverted back to the T8.

"It looked great, it just wasn't as practical as the T800 in tight situations in the bush," he said. "So I



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ROAD TEST



TIGHT TURNING: This T800 dump truck with Paccar MX power was maneuverable in the tightest of spaces. *Photo by James Menzies*

Returning to its vocational roots

Continued from page 29

place for the newest generation automated manual transmissions (AMTs) in even the most rigorous lines of work.

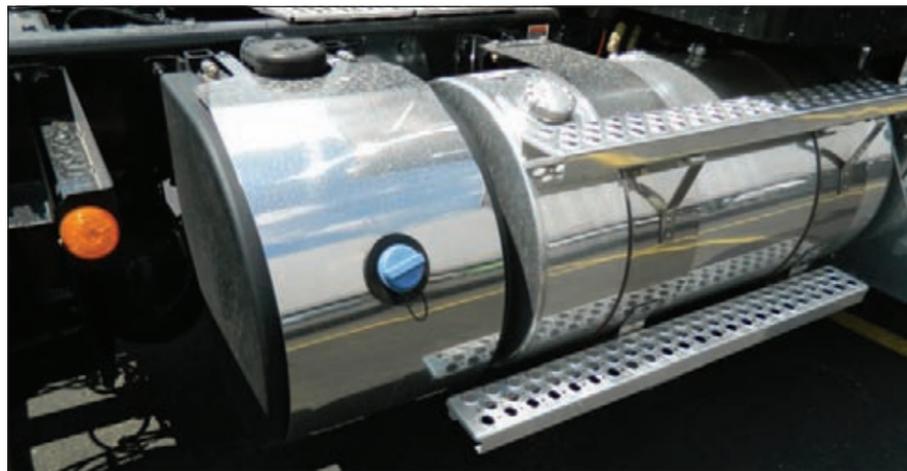
The UltraShift's Hill Start feature, in fact, is perfect for heavy-haul applications. I benefited from the feature while stopped at a stop sign on a moderate incline. When the road was clear, I moved my foot from the brake to the gas and away I went without any concern of either stalling or rolling back into a bumper-riding four-wheeler.

The T800 heavy-hauler was fitted with a 38-inch bunk, making it suitable for overnight trips. Let's be honest, it was no Four Seasons back there, but the small 38-inch AeroCab bunk would do in a pinch and god knows there aren't a lot of Four Seasons in Fort McMurray or Yellowknife. For a small bunk, the AeroCab offered sufficient storage space with room under the bunk for either a cooler or a drawer-style refrigerator.

My 75-minute route trek me over portions of US-23, OH-104 and, for the majority of the route, along US-35. As I drove past two sprawling prisons – one on either side of OH-104

– I couldn't have felt freer, with the radio on and the windows down and the open road before me.

For most of the journey, I was the meat in a Kenworth sandwich; a T700 in front and a T660 bringing up the rear. Depending on your perspective, I may have been driving the third best looking of those vehicles, but as trucks go, the T8 was the unquestionable alpha male of the pack. In central Ohio, pulling a 53-ft. van at 80,000 lbs, either of those trucks would suffice. But what would you rather have



SCR: This T800 heavy-hauler had a stainless steel cover to conceal the unsightly plastic 18-gallon DEF reservoir.

in the northern Alberta oil patch or pulling a set of B-trains over the Rogers Pass?

This is the type of truck that wins awards at truck shows, yet gives EPA scientists fits with its large external air cleaners and a stainless steel sun visor to boot. Spec'd for overnight hauls, the T800 heavy-hauler had an 18-gallon DEF tank with a stainless shield to conceal the unsightly plastic tank.

While the exterior of the T800 has remained largely unchanged through its 25-year history, the same cannot be said of the inside.

All of the amenities that can be spec'd on the T660 are available on the T800. The truck I drove had a stylish sunroof, which is an option on any T800 with a sleeper cab.

The T660 and T800 share a common chassis as well as all the luxuries enjoyed by the highway crowd, as it should be.

The interior of the T800 heavy-hauler was nothing short of luxurious, with a well-appointed dash that put chrome-rimmed gauges and rocker switches within easy reach. More commonly used controls, such as cruise and the engine brake were integrated right into the optional SmartWheel, so you can make adjustments without taking your hands off the wheel. Even the latest toys such as Kenworth's NavPlus in-dash "infotainment" system is available on the T800. Forget the notion that vocational trucks can't be comfortable and luxurious.

I've gushed over the UltraShift Plus



LUXURIOUS DASH: The T8's dash is nicely appointed.

automated transmission enough in the past, but it bears repeating that this is a spec' worth considering in even the harshest operating environments. The newest editions of the transmission are up to pretty much any job and the VXP version in my T8 heavy-hauler is approved for loads of up to 170,000 lbs – even heavier with Eaton's consent.

Fennimore tells me about 30% of T800 mixers are now spec'd with automated or automatic transmissions, up from as few as 5% in the late 90s. It's a trend he sees continuing.

"For the most part, I think everybody has accepted the new AMTs," he said.

Another trend you'll notice is the shift towards air disc brakes. The dump truck I drove had disc brakes at every position, while the heavy-hauler had discs on the steer axle and drums on the drives. You don't need to do a panic stop to notice the improved stopping capabilities of disc brakes. Like automated transmissions, disc brakes get a bad rap because early versions were not up to snuff. That has changed, and both components deserve a fresh look.

Here to stay

With the National Highway Traffic Safety Administration (NHTSA) and EPA soon to implement minimum fuel economy standards for heavy trucks, one must wonder about the future of non-SmartWay models like the T800. There has been plenty of speculation that fleet operators will eventually have no choice but to pick from an assortment of SmartWay-approved truck designs. Fennimore shrugged off any such concerns.

"The T800 still has a long life ahead of it," he insisted. "We build enough aerodynamic models that it offsets anything we do with the T800."

For a purist, that's encouraging to hear. □

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Heavy-Hauler Spec's:

- Model:** T800
- Engine:** Cummins ISX 565-hp
- Transmission:** Eaton UltraShift Plus Hill Start VXP
- Wheelbase:** 259"
- Front Brakes:** Air disc
- Front Axle:** Dana Spicer D2000 20K
- Front Suspension:** Taperleaf with shocks
- Rear Brakes:** Drum
- Rear Axle:** D52-190P 52K Dual/WC 10 K Tru-Track
- Rear Axle Ratio:** 3.91
- Rear Suspension:** Hendrickson Primaax EX
- Fuel Capacity:** 200 G
- DEF Capacity:** 18 G
- Interior Trim:** Splendor
- Interior Colour:** Slate Gray
- Body:** Heavy Hauler with Lift Axle

SHUNT TRUCKS

Today's shunt trucks 'better than ever'

Options are practically limitless

By James Menzies
TORONTO, Ont. – Talk to anyone in the terminal tractor business and they're likely to tell you that business is booming. Shunt truck operators sat on their wallets through the recession and are now looking to replace older units. What many of them are finding is that the manufacturers took advantage of the downtime to build better products. "In 2009 when orders dropped across the board, all the manufacturers started taking a harder look at how they build their equipment," said George Cobham Jr. of Capacity dealer Glasvan Great Dane. "They started putting more pressure on the labour they retained to build things that are perfect and what we've seen across the board from all the manufacturers is higher quality, more attention to the spec' and more attention to detail. We're seeing higher quality equipment coming out."

That's good news for customers, but if they haven't been paying attention to the terminal tractor market over the past couple years, they may be surprised to find out just how much has changed.

On-road vs off-road

One of the biggest decisions a customer must make when choosing a shunt truck is whether to spend the extra money to spec' a truck that's DoT-compliant. It's a considerable upcharge today, since on-road terminal tractors must meet the same strict emissions standards as Class 8 highway trucks.

"In the past, a DoT shunt tractor was a speedometer, sun visor, licence plate bracket, fire extinguisher and a few items like that to the tune of maybe \$1,500," said Glasvan's Cobham. "Today, a DoT shunt truck can be a \$15,000 premium over off-road."

On-road terminal tractors must meet stringent NOx and particulate matter emissions limits, while off-road vehicles will have less aggressive emissions requirements phased in beginning this year. That's causing many customers to consider whether it's really necessary to take their terminal tractors off their premises while others are willing to pay the premium, not only for the convenience of off-site fueling and the ability to shuttle trailers between different yards, but for the simple benefit of being greener.

"We have a number of accounts where they could use off-road engines but they're buying on-road because they're cleaner," said John Uppington, manager of Woodbine Truck Centre's Ottawa Truck Division. "On the other hand, we have other accounts where the price of the on-road product is going up and so the off-road product is becoming more attractive."

With the EPA requiring off-road engines to employ some of the same emissions-reducing technologies as their on-road counterparts as early as this year, that price gap is about to narrow significantly, meaning off-road customers may want to act quickly.

"The EPA starts restricting off-road engines this year," Cobham said. "They're not as tight as they are for on-road trucks, but in 2012 we'll start

to see diesel particulate filters (DPFs) on the off-roads and the price gap between the DoT and off-road trucks is going to tighten up closer to \$7,500-\$10,000."

That means buying an off-road truck before the impending emissions restrictions take effect could save a customer as much as \$7,500. If a fleet or distributor can avoid taking their terminal tractors on the road, there are some compelling reasons to spec' an off-road vehicle, price aside. Most are powered by the reliable and simplistic Cummins QSB engine, which isn't saddled with all the extraneous emissions-busting technologies found on its on-road cousin, the ISB. Also, most EPA2010-compliant terminal tractors are now using selective catalytic reduc-

tion (SCR) aftertreatment, which occupies a lot of real estate on a frame rail that had little space to spare in the first place. Choosing an off-road vehicle provides greater flexibility when mounting equipment such as hydraulic tanks and automatic greasing systems.

On-road engine choices

If you have decided on an on-road shunt truck, you may or may not have the option of choosing between different engine makes.

With the recent departure of Caterpillar from the North American on-highway engine market, Cummins has happily claimed the vast majority of the terminal tractor engine business. That means most EPA2010-compliant yard tractors will feature SCR, which treats NOx emissions in a catalyst, converting the pollutant to harmless water and nitrogen before

it's released out the stack.

The key ingredient for an SCR system is urea-based diesel exhaust fluid (DEF), which must be added regularly for the SCR system to properly function. Packaging the bulky SCR system on a Class 8 highway tractor has proved challenging. Doing so on a shunt truck with a 116-inch wheelbase even more so.

"This was quite the wrestling match," Cobham admitted. An SCR system consists of a DEF tank, a bulky SCR catalyst and all the related plumbing and must also be paired with a DPF, itself a sizeable component. In Capacity's case, the system is mounted on the frame rail along what would be the passenger side.

"Normally, this is where our hydraulic tank goes and our greaser," Cobham explained. "Capacity had to find a way to integrate the hydraulic tank, DEF tank, the whole SCR system... and then you have dealers like me saying 'Hey, I still want curbside steps'?"

Continued on page 32

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SHUNT TRUCKS

Spec'ing shunt trucks is a science

Continued from page 31

Capacity managed to accomplish that with a vertically mounted DPF and by replacing staggered steps with a ladder-style step. Its SCR system includes a 10-gallon DEF tank that can generally run anywhere from 50-100 hours between refills. DEF consumption rates have so far exceeded expectations, Cobham admitted. Ottawa, for its part, chose to forgo the curbside steps in favour of a one-box emissions system that includes the DPF.

"We've lost curbside access," Uppington said. "Our system is a single box that has all three components in it." The hope is that by packaging all emissions-related systems together, reliability and serviceability will be improved.

"With a one-box SCR system, you're assured over the long run, tighter joints, less likelihood of failure and greater system integrity," Uppington said. "Once you start getting leaks in your exhaust system, nothing works properly."

While Capacity, Ottawa and the latest market player Tico all offer Cummins power, Capacity has an exclusive deal with Navistar to offer its MaxxForce engine. Navistar chose a different EPA2010 emissions strategy, which reduces NOx in-cylinder, eliminating the need for the bulky SCR system and DEF, which costs about \$1.25-\$1.50 per litre. Cobham said about half of Glasvan's customers are choosing the MaxxForce engine.

"Cummins has a pretty loyal following but the MaxxForce has been a slightly less expensive option, so that's attractive to people as there's that cost savings on the outright purchase," Cobham said. "And the SCR tube – while it's protected from the elements – that's an expensive component. Some people have concerns over how that's going to hold up in salty conditions. We don't have any reason to believe it's not protected from the elements, but it's still an issue."

Customers who choose Capacity shunt trucks with the MaxxForce engine may still have to deal with frequent DPF regenerations – a nuisance customers have had to contend with since DPFs were made mandatory on on-road tractors in 2007. All shunt truck dealers *Truck News* spoke to admitted DPF regenerations have been an issue since the component was mandated in 2007.

"You still have to park it and hit the re-gen switch," Cobham admitted. SCR, on the other hand, allows the engine to operate more efficiently since pollutants are being eliminated downstream in the exhaust after-treatment system, which substantially reduces the frequency of DPF regenerations.

Full-maintenance leasing

As customers come to terms with the increased purchase price of the latest generation terminal tractors, many are favouring full-service leasing options from dealers such as Glasvan and Woodbine.

"We've learned that shunt trucks are high-maintenance equipment, they're not a simple day cab tractor," said Cobham. "They have hydraulics, they have PTOs; they're fairly complex equipment and over time, they require a fair



SCR: Capacity has retained curbside access through clever packaging of the SCR system.

bit of work to keep them reliable and up and running. Customers are now saying 'I don't want to be involved in keeping this truck going.' So, we offer a program where we charge a fixed rate per engine run hour on the truck for two to five years and other than damage-related items, we take care of everything."

Most of the routine maintenance – such as oil changes – is done at the customer's facility and occasionally the truck is returned to the dealer for a more comprehensive inspection and servicing.

"The costs are more predictable," added Uppington. "And if you have substitute vehicles included, you get around the issue of what happens when a unit is out of service? Almost everything is done on-site."

Tico doesn't offer full-service leasing at this time and it's not something Tico of Canada president Aidan Bolger is looking to offer.

What about the extras?

There is a major disparity in how shunt trucks are perceived in Canada compared to in the US. South of the border, they're often seen as a necessity – a burden, even – and purchasing decisions generally boil down to price. Here in Canada, where the trucks must work in a much harsher operating environment, spec'ing yard tractors has become a science. And the options are practically limitless.

"We're much more value-oriented, it's not just strictly about price and that's very different from the way they do business in the US," Tico's Bolger said. "Typically with customers in the States, it's the absolute bottom line rock bottom price, end of conversation."

It's not just that Canadian customers have an appreciation for nicer things; a shunt truck right off the assembly line simply wouldn't stand up to rigorous Canadian conditions without a few customizations.

"We came out with an Arctic winter package, which is quite extensive," Bolger said. "It has heated spinner valves, alcohol injectors, heated fuel/water separators, heavy-duty insulation and heated mirrors."

"We would never consider bringing a truck into Canada that didn't have heated mirrors," Uppington added. "That's just a standard item. Fan clutches, intake manifold pre-heaters, fuel/water separators, traction tread tires; they're just no-brainers, really."

Here are a few other options that customers may want to consider:

Auto-greasers: "We're of the opinion that you can't give a shunt truck enough grease when greasing it by

hand," said Cobham. He noted there are 35-42 grease points on a shunt truck that require frequent lubrication.

"In a busy operation, you're going to need to hit those with grease every second day, so we're talking about putting a truck out of service for an hour every second day to grease those points. You can't afford to do that."

Likewise, Ottawa's Uppington said about 95% of the trucks Woodbine delivers are equipped with auto-greasers, as are 100% of its own units. There are several suppliers and the option typically runs about \$2,500-\$3,500, "and it will pay for itself over time," Cobham added.

Dual fuel tanks: One of the limitations of the SCR emissions package is that it occupies frame rail space that traditionally was used to house a second fuel tank. It's another consideration that will impact the on-road vs off-road debate.

There are advantages to having dual tanks, particularly when an operator is using a delivery service to fuel the shunt trucks on-site.

"If you're going to have an off-road vehicle, you need to have fuel on-site or have fuel delivered," Uppington explained. "If you have only one vehicle and you're going to have fuel delivered, you won't meet the minimum (order volume) if you have one tank, so you end up paying a premium. If you have a vehicle that has dual tanks, you meet the minimum fuel delivery, so by putting the extra fuel tank on the vehicle there's some savings."

That same reasoning has motivated Tico to offer larger tanks; while the industry standard is 50-58 gallons, Bolger said Tico is coming out with an 80-gallon fuel tank. He said the larger tanks on off-road shunt trucks can eliminate the need for one fuel delivery per week.

Anti-idling systems: "Winter is cold in Canada," Cobham understated. "Try telling a shut man to turn off his truck."

With the high price of fuel, many customers are opting for auto-shutdown options that will prevent a driver from leaving a yard truck running while taking a prolonged break.

"Things like automatic shutdowns are now very popular," Cobham said. "Five or six years ago, no one asked for that."

It's a fine line though, Uppington admitted, since much of a shunter's work (connecting air and electrical lines and working the landing gear) occur while the truck is at idle.

Glasvan's Cobham has even noticed an increased interest in cab heaters.

"More people are looking at options like Espar and Webasto heaters because excessive idling forces a truck into (DPF) re-gen more often, which burns more fuel," he said.

Fuel savings: Shunt truck operators are also looking ways to reduce the fuel consumption of their yard trucks when they're in use. Fuel economy, traditionally, was an afterthought when it came to shunt trucks. In fact, it's almost difficult to believe that the traditional way of speed-limiting yard tractors was to simply block out the upper gears.



LOADED WITH OPTIONS: An off-road Ottawa shunt truck.

"In the past, you just blocked gears," Cobham admitted. "You'd block out fourth, fifth and sixth gear and the trucks would operate at very high RPMs. Trucks doing the maximum speed in the yard would be driving around in third gear, foot to the floor, RPM maxed out, the truck's screaming and that's not an efficient RPM range."

Only recently did Capacity introduce Fuel-Saver programming, which uses engine electronics to more intelligently limit truck speed.

"It enables all the gears in the transmission and allows the truck to shift into higher gears and operate in lower RPMs," Cobham explained, adding the new feature has improved fuel consumption on speed-limited yard tractors by 8-15%.

"It's strictly programming and it has made a big difference."

For its part, Tico is the only shunt truck manufacturer to offer the FMZ Green Power Management System. The device is mounted on the vehicle and can determine the net horsepower required based on the weight of the load the vehicle is pulling. It then provides only the horsepower the driver actually needs to move the load; so a 175-hp engine, for instance, may only provide 120-hp when under a light load, improving fuel mileage by 5.5-11%. The fuel savings have been validated by FPInnovation's EnergoTest in Class 8 highway applications and Tico's Bolger said those savings translate to shunt truck applications. The upgrade costs about \$1,600 and the system is exclusive to Tico. In Quebec, a provincial grant will cover 30% of the cost of the FMZ system.

Other add-ons: Once a luxury item in shunt trucks, air conditioning is now all but standard in Canada. Shunt truck operators face many of the same driver retention issues as their long-haul counterparts, so driver-friendly amenities are commonly being spec'd.

Tico offers a second seat, which is useful for driver training purposes.

"Any of the large fleets we do business with have opted for it immediately for the safety perspective," said Bolger.

And for particularly tough jobs, a 4x4 option is available. Capacity has three in service in Canada, but they add \$25,000-\$30,000 to the cost. Still, Cobham said they have their place.

"I don't know if somebody who runs five to 10 shunt trucks needs to have all 4x4s, but for those days in the winter where you get massive snowdrifts underneath the trailers, the 4x4 has the chops to pick up any trailer," Cobham insisted. Ottawa has a 4x4 offering as well, imported from Finland.

The options mentioned here barely scratch the surface of what's available from today's shunt trucks. Tell a dealer what you want in a shunt truck, and they'll gladly build it for you. □

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INDUSTRY

Ten years later

Is it time to turn the page on 9/11?

The 10th anniversary of the 9/11 terrorist attacks is now upon us. Each year on the anniversary of this tragic event we look back and remember those who lost their lives or whose lives were shattered. We also look back on the changes that have taken place in all our lives since that day.

As with any healing process, it takes time, but at some point you have to start looking ahead and turn the page. The question today is whether the US is able to do that now that a decade has passed? This is an extremely important question for Canada, which is currently in negotiation with the United States over a perimeter security agreement. For such an agreement to



Industry Issues

DAVID BRADLEY

have much value for Canada, the quid pro quo for further tightening of security at our perimeter, has to be some improved facilitation at our land border with the US, which as we all know has thickened considerably over the last 10 years.

In some ways, it appears that attitudes in the US have yet to change. A report released by the Government Accountability Office (GAO) in February once again set off alarm

bells in Washington over terrorists from Canada in a report that found the “northern” border – after all the measures introduced and the billions of dollars spent – to still be porous and “vulnerable for exploitation.”

Well-known Senator Joe Lieberman was quoted as saying the “American people are grossly under-protected along our northern border.”

While the Mexican border seems to receive more attention, in July, Rep. Candice Miller who hails from the Port Huron, Mich. area and sits on the House Homeland Security Committee and chairs the Subcommittee on Border and Maritime Security was quoted as saying “I like to remind people that we have two borders and both need to be secured.”

This sort of rhetoric has prompted speculation that we could see even more border security measures introduced, more fences built, more surveillance systems introduced at

the Canada-US border.

For most of the last decade, even questioning whether this or that security program made sense was considered unpatriotic, or so it seemed. But, there are signs of a change in thinking. A study released in April by two university professors – one from Ohio State and the other from the University of Newcastle in Australia – provided the first cost-benefit analysis of spending on homeland security since 9/11.

It found the cumulative increase in expenditures on homeland security during the period exceeded a trillion dollars. It then applied risk assessment and cost-benefit approaches that have been standard for governments for decades and found the increased expenditures to be “excessive” and accused officials of having “engaged in various forms of probability neglect by focusing on worst case scenarios; adding, rather than multiplying, the probabilities; assessing relative, rather than absolute, risk; and inflating terrorist capacities and the importance of potential terrorist targets.”

While recognizing “there are emotional and political pressures on the terrorism issue” the authors concluded that “this does not relieve politicians and bureaucrats of the fundamental responsibility of informing the public of the limited risk that terrorism presents and of seeking to expend funds wisely” and that “political concerns may be over-wrought.”

No one, least of all me, is suggesting that the security of the citizens of any country, including and perhaps especially the US, should not be a priority. But just throwing money at the problem and adding more and more programs and barriers to entry is not the answer.

And more US politicians seem to be coming around to that view. Rep. Miller recognizes federal funding is going to get a lot tighter and that DHS is going to have to get a whole lot smarter in the way it does business, “we have invested in the resources but we’re not necessarily using them in the most efficient way.”

At hearings in July, Texas Congressman, Michael McCaul, chairman of the Homeland Security Subcommittee on Oversight, Investigations and Management stated “As an oversight committee our job is to help reduce the cost of government. With our nation’s record debt approaching \$15 trillion, we need this now more than ever before. One area of the federal government with great potential to reduce this cost to taxpayers is the Department of Homeland Security.”

The business community in the United States is more vocal now than it has ever been on the fact that there has been very little return on its investment in the so-called “trusted trader” programs.

Turning the page does not mean less security; it means moving to the next chapter, taking what we’ve learned and looking at how we can do things better in the cold, stark reality of today. It will be interesting to see how this all plays out over the coming months. □

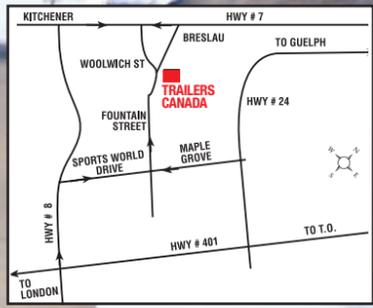
– David Bradley is president of the Ontario Trucking Association and chief executive officer of the Canadian Trucking Alliance.



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Progressive companies and drivers combine with leading edge research

Praxair Canada, a longstanding member of the Private Motor Truck Council of Canada, is once again demonstrating real leadership and initiative in their health and safety programs – specifically those designed for their drivers. This is not atypical for this company, a leader and innovator for many years.

And the benefits of the Advisory System for Tired Drivers (ASTID) program, which is described in more detail below can and probably will, extend to other parts of the global Praxair world. But first a little background on how seriously this company takes driver safety.

In 2010, Praxair made a presentation to the PMTC membership detailing its approach to combating obstructive sleep apnea (OSA) among its driving corps. In short, drivers who volunteered were offered the opportunity to be tested for OSA, and if found necessary, they were provided with treatment options. This progressive approach to addressing a problem dispelled any concerns among the drivers that any found to have OSA would be dismissed.

Apparently the word spread quickly among Praxair's drivers about the benefits of being properly diagnosed and treated, and many more of their drivers signed up to participate. This is an example of what can happen when good employers hire good employees and they work together to address serious issues.

There have been myriad articles written about sleep apnea and the deleterious effects on those who suffer from it. These effects manifest themselves in both the individual's work environment and home life, and yet not many companies have actually initiated any type of action to deal with OSA. Praxair needs to be applauded.

Sleep apnea along with general fatigue is one of the industry's – and the general public's – most pressing and hidden on-the-road issues. Who has not driven the family car even though they are overtired? And who has not heard some guy bragging about how he drove non-stop to Florida with his family for the annual spring break?

We don't really understand the magnitude of the fatigue problem since not many people involved in collisions admit to it being a factor, and so it remains an almost hidden factor in road safety.

Now, in addition to their approach to identifying and treating OSA among its drivers, Praxair is engaged with leading researchers at two universities on yet another initiative to combat fatigue among its drivers.

Bob Miskelly of Praxair told an audience at our recent annual conference about the ASTID program developed by the Universities of Liverpool and Loughborough in the U.K., and what they are doing is exciting. The system combines a method of predicting, on an hourly basis, the likelihood of a driver being too fatigued to drive, with a system to detect other indicators of fatigue such as monotony and some tracking of steering wheel movement.

Should the system detect signs of fatigue a visual as well as an audible signal is set off in the cab that alerts the driver. An alert is also sent simultaneously to a designated person at



Private Links

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the fleet who can contact the driver to determine his or her condition.

Miskelly explained that with this advance notice, a driver has time to pull over safely and take a short break if necessary – an intra-trip vehicle inspection, a walk-around in the fresh air, or even a short snooze. If that doesn't alleviate the fatigue the driver may need to take a complete shutdown, but Miskelly agrees that such a shutdown is better than the ditch.

Miskelly also indicated that the system has other benefits. While some may feel that it puts the entire onus on the driver to be refreshed and ready for work, Miskelly said that it also has identified some opportuni-

ties for the company to adjust routes and shift times in order to help avoid situations in which a driver could become fatigued.

The company has recognized that it is possible that some of the fatigue problem could be the result of the way it runs its business and, if that is the case, they are prepared to make changes.

The system is not perfect (yet). Miskelly was candid in pointing out some of its deficiencies, but he was also clear in his belief that the benefits outweigh those deficiencies, and that given time and testing, they will be cleared up.

The real significant point is that Praxair's willingness to experiment is a clear example of a progressive fleet and responsive drivers engaging together to test a system that will assist both the drivers and the fleet management people in the operation of safe and efficient fleet operations.

Each year at our annual conference we hear from our progressive fleet managers about initiatives they have undertaken to make their fleet operations safer and more productive. The opportunity to listen in on these presentations and to share information with our peers is priceless. The willingness of our members to share their experience is one of the unique aspects of PMTC membership.

Praxair deserves to be congratulated for its innovative approach to addressing issues such as fatigue.

While most companies wait on the sidelines and hope someone else finds a solution to these concerns, companies like Praxair are doing something about it. □

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

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GOODYEAR



REV UP YOUR ENGINES FOR ROBERT ST. VINCENT, 2011 TRUCK NEWS' OWNER/OPERATOR OF THE YEAR.

As a professional driver with over 30 years experience, and nearly four million miles under his belt, Robert St. Vincent is no stranger in the trucking industry. He's actually very well known, especially for his safe driving, excellent customer service skills and impeccable composure in any situation that may arise.

Just ask the motorist whose life he saved on that snowy day in 2008.

While travelling west along Hwy 17 near Steep Rock, Ontario, Robert noticed that a car travelling towards him was losing control. Immediately he evaluated the situation at hand, slowed down and pulled off the road as far as possible. Sure enough, the car travelled into Robert's lane and bounced off his truck, sending it into the ditch. It was Robert's quick thinking and fast actions that prevented a head on collision at highway speeds and saved that motorist's life that day.

"He has proven that when on the road, he can handle any situation that may arise." – Garth Pitzel, Director of Safety and Driver Development, Bison Transport.

Congratulations Robert, on winning yet another award for your remarkable service in the industry. Bison Transport is lucky to have you on their team.

**FROM ALL OF US AT GOODYEAR,
THANKS FOR RAISING THE BAR, ROBERT.**



HEALTH

Sties: No crying matter

I recently had a driver come into my clinic complaining of pain in his upper eyelid. During the examination I noticed a small red lump on the inside of his eyelid.

As it turns out, he had developed a sty or a hordeolum. Sties are a very common condition within the population. It is safe to say that most of us will experience a sty a few times during our lifetime.

There are two categories of sties: internal and external. Internal sties form on the inner lining of the eyelids while external sties form on the outside.

Other than their location, the two types of sties tend to cause the same symptoms.

The symptoms associated with sties occur rapidly and generally only last from seven to 10 days without treatment.

The most common symptoms include a red lump on the eyelid which looks similar in appearance to a pimple, eyelid pain/swelling and tearing of the eyes.

Sties are caused by an infection of the sebaceous glands at the base of the eyelashes.

Poor hygiene that exposes your eyelids to bacteria is by far the most common cause. Touching or rubbing your eyes with soiled or dirty hands can transfer bacteria to your eyelids.

Contact lens use is also associated with sties. Changing your contact lenses without properly washing your hands can lead to sties. Similarly, failing to thoroughly clean and disinfect contact lenses can lead to the development of sties. Finally, improper use of make-up may increase your risk as well.

The majority of sties are merely a harmless nuisance.

However, it is important to seek medical attention if the sty does not resolve within a week's time or there is excessive swelling and redness of the eye or surround cheek area.

Your doctor will diagnose a sty by performing a detailed physical examination and testing for bacteria. By identifying what type of bacteria is present, your doctor will be able to better recommend a treatment.

In most cases, sties will typically resolve by themselves with no medical treatment. However, in persistent cases, your doctor may recommend antibiotic eye drops or even surgery. Surgery to treat a sty usually involves lancing the sty in order to relieve the pressure and pain.

There are a few home remedies that you can perform to help speed up your recovery.

First of all, avoid touching or squeezing the sty.

Secondly, placing a warm washcloth over your closed eye may help to relieve pain as well as encourage the sty to drain on its own. Finally, avoid wearing contact lenses and make-up until the sty has fully healed.

Preventing sties is really quite simple. The key is to avoid introducing bacteria into the eye. By

Back behind the wheel

DR. CHRIS SINGH



washing your hands with soap or alcohol-based hand sanitizer several times each day, you will greatly reduce your chances of developing a sty.

Also, keeping your contact lenses clean and well disinfected is very important. Lastly, wear proper eye protection when around hazardous or toxic substances. Until next month, drive safely. □

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

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HEALTH

Claiming immunity

How do you stay well? Think about how many germ-covered surfaces you touch each day. What dirty hand last touched the steering wheel in your rig; the truck stop bathroom door; the money with which you paid for your meal; the pen you used to sign the bill of lading; or the computer keyboard

you used? Certainly, your immune system fights hard every day to help your body stay on top of sickness.

Your immune system, your main defense against disease-causing microorganisms, is made up of a number of different components, including your: bone marrow; thymus gland; lymph

Preventive Maintenance



KAREN BOWEN

nodes; mucosa-associated lymphoid tissue (MALT); gut-associated lymphoid tissue (GALT); and spleen.

Your bone marrow is responsible for developing all the cells in your immune system through the stem cells, including red blood cells, white cells (including lymphocytes and macrophages) and platelets.

Then, your thymus gland matures these lymphoid cells before releasing them into circulation to attack invaders. This process allows the matured lymphoid cells (T cells) to develop 'self tolerance,' which prevents them from attacking themselves or other healthy cells.

Lymph nodes, small bean-shaped structures distributed along the course of the lymphatic system, both filter particulate matter and microorganisms and introduce antigens into the immune system. Lymph nodes are found in the neck, groin and para-aortic region.

Lymphoid tissue, although especially concentrated within the lymph nodes and spleen, its mucosa-associated lymphoid tissue (MALT) is also found in the gastrointestinal tract, the respiratory tract and the uro-genital tract. Gut-associated lymphoid tissue (GALT) is found in the tonsils, adenoids, appendix, large intestine, esophagus, and the stomach. Painful, swollen glands in one of these areas let you know that you are fighting an infection.

The spleen, the largest secondary immune organ in the body, is another vital component of your immune system because your spleen instigates immune reactions to blood-borne antigens, while at the same times filters foreign material and old or damaged red blood cells out of your blood.

Considering the germs all around you, your immune system usually does a remarkable job of keeping you well.

However, could you intervene in the process and make your immune system even stronger?

Could improving your diet and lifestyle give your body's immune system a boost? According to current research, some general healthy-living strategies could.

First, take these steps towards a healthy lifestyle: Avoid smoking. Eat a balanced diet high in vegetables, fruits, whole grains, and low in saturated fats.

Exercise regularly. Maintain a healthy weight. Control your blood pressure. Get enough sleep. Avoid contact with possible infected areas by washing your hands frequently and cooking your meat thoroughly.

Participate in regular medical screening as appropriate for people in your risk category and age group. Unfortunately, aging – one aspect totally out of your control – does reduce the effectiveness of your immune system.

So over time, you will become prone to more infections, more inflammatory diseases and more cancers. Let's face it, healthy older people are not as healthy as healthy young people. We become more susceptible to respiratory infections, influenza and particularly pneumonia, which is the worldwide leading cause of death for people over 65.

Many researchers feel that this is the result of older people not paying enough attention to their diets. Historians have said that an army marches on its stomach. Well, so does an immune system. Since malnourished people cannot fight infectious diseases, consider these particular nutrients, which can be immunity boosters:

Selenium, found in seafood, meat and grains, can reduce your risk of risk of bladder, breast, colon, rectum, lung, and prostate cancers.

Vitamin A, found in fortified dairy products, dark leafy vegetables and deep orange fruits, maintains vital mucosal-lymphoid surfaces.

Vitamin B6, found in spinach, broccoli, banana and chicken breast, improves the development of disease-fighting 'T' cells.

Vitamin D, found in fortified dairy products, beef, and fatty fishes, has been shown to specifically fight tuberculosis and may also fight other diseases.

Zinc, found in meats, fish, and whole grains, is essential for immune system cells. However, because zinc is a trace element, only 15-25 mg per day is required. (Too much zinc can inhibit the function of your immune system).

These following herbs have also been recognized as health boosters in recent research:

Garlic appears to help fight bacteria, viruses, and fungi; Aloe Vera, used topically, helps heal minor burns, wounds, or frostbite, and skin inflammations when mixed with hydrocortisone. However, it does not improve any other immune response. Since we've already considered diet, let's think about exercise.

Could regular exercise help maintain a healthy immune system? Certainly, exercise contributes to general good health.

Additionally by promoting good circulation, exercise improves the flow of cells and liquids throughout the body, which improves the efficiency of your immune system for flushing out germs. When confronted with sickness – claim immunity! □

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

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SAFETY

Six steps to address the challenges spotted in CSA warning letters

Now that CSA data is being used to measure fleets and drivers who travel US highways, the Federal Motor Carrier Safety Administration is preparing to deliver the first 50,000 warning letters to those who are already approaching (or passing) a number of related thresholds.

The content will obviously vary from one envelope to the next. Some documents will come in the form of a basic warning, a call for a corrective action plan, the news of an on-site review or various steps in between. But every letter will still share one thing in common.

They will all tell stories about safety-related challenges.

A tool that has become known as the Safety Management Cycle is one of the keys to tackling any of the challenges that emerge, or even creating a safety program from scratch. A careful look at each step in this cycle can identify unwanted gaps in policies and procedures, and spot a number of underlying issues along the way.

Policies and procedures

The Safety Management Cycle is built on a foundation of policies and procedures for a good reason. When combined and uniformly enforced, documented steps offer employees a step-by-step guide to follow on the job.

A well-written policy or procedure is clear and concise, making sure that everyone can understand the company's position on a particular issue or concern. Put another way, its readers will know what to do and when to do it.

Roles and responsibilities

Those who are involved in any part of a safety program need to understand what is expected of them, and how they will be held accountable for various responsibilities. For example, what happens once a driver's truck is cited for a mechanical defect? Who reports the defect, fixes the problem and documents the work? For that matter, who is responsible for learning why the defect emerged in the first place?

Qualification and hiring

As important as that understanding may be, employees need the skills to perform their individual roles. This ultimately means finding the right person for the job.

But a job's demands can also change over time, especially in an evolving industry like trucking.

Every worker – regardless of their existing experience – is expected to adapt to changing roles, industry practices and regulations. That means employees might need to be requalified to perform a number of tasks.

Consider those who monitor driver logbooks as an example. An existing safety manager may have a complete understanding of the hours-of-service rules that apply to a fleet's traditional shipments between Toronto and Montreal, yet be unaware of the different rules which apply to the team drivers who cross into the US. This will obviously present a problem if the fleet begins to deliver shipments to California.

A well-structured and documented safety program identifies the specific skills that employees need to have in their evolving roles, as well as any gaps that might exist. With that information, managers even have the tools they need when deciding whether to



Ask the Expert

DAVE ROTH

hire a new employee or reassign people to different tasks.

Training and communications

Regardless of the safety management program that is introduced, training in the related policies and procedures will be a key to success.

Ongoing communication with every member of the team will also help to make sure that everyone is informed about changes that are introduced along the way.

A documented training program covers every step along the way, and demonstrates due diligence when someone is asked to prove that

employees had the skills to perform their roles.

Monitoring and tracking

Once a safety management program is put in place, ongoing monitoring can help to ensure ongoing success. One of the most important tools for this task will come in the form of statistics.

Details on the number and type of violations, crashes and incidents can be used to establish benchmarks and set targets, clearly defining success and setting individual milestones along the way.

That data can be collected through everything from the CSA reports to provincial safety ratings or internal fleet documents. Insurers, meanwhile, can help identify targets and the best practices that can help to make these targets a reality.

Meaningful action

As important as the structure of a safe-

ty program may be, its ultimate success will depend on meaningful action. Those committed to making goals a reality – and take the steps to make them happen – will be less likely to receive CSA's warning letters in the first place. □

– This month's expert is Dave Roth. Dave is the Ontario regional manager of safety and training services for Markel Insurance Company of Canada and has more than 20 years experience in managing safety and operations in the trucking industry. Markel Safety and Training Services, a division of Markel Insurance Company of Canada, offers specialized courses, seminars and consulting to fleet owners, safety managers, trainers and drivers. Markel is the country's largest trucking insurer providing more than 50 years of continuous service to the transportation industry.



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OPINION

Ontario Transport Minister takes a wrong turn

Passenger car drivers no longer need Class A licence to pull 40-ft., 24,000-lb. RV trailers

A couple of years ago I was getting fuel at the Shell station in Ignace on Hwy. 11 in northern Ontario, when I watched a pick-up truck towing a fifth-wheel trailer wipe out in the middle of town. The driver was doing about 50 km/h, I'd guess, when he began swerving from side to side. The swerving worsened, and in a flash he was flipped over and lying at right angles to the roadway.

The driver over-steered while trying to correct the swerving motion, and made a hard left turn in the middle of the road. The trailer split open like an egg and junk spilled out all over the place, closing Hwy. 11 for several hours. Poor guy. I guess that was the end of his vacation.

I recall that event here because the province of Ontario has just amended its driver licensing standards to allow passenger car drivers (Class G licenc-



Voice of the O/O

JOANNE RITCHIE

es) to pull fifth-wheel trailers with a gross combination weight as high as 11,000 kgs (24,250 lbs). Previously, RVers pulling trailers weighing more than 4,600 kgs (10,000 lbs) needed a Class A licence, the same licence truck drivers have, minus the air brake endorsement.

A little research on RV manufacturer Web sites reveals that RVers with absolutely no experience or training can jump into a pick-up truck hitched to a fifth-wheel trailer up to 46 feet long, weighing as much as 18,000 lbs, and go pretty well anywhere they please – or dare.

Kathleen Wynne, Ontario's Minister of Transportation, announced the changes to regulation 340/94 on July 1, saying, "Summer is a very popular season for the RV community. This timely change will make it easier for RV operators, will promote tourism and the overall RV experience in Ontario, while keeping our roads safe."

My question is, where does the Minister get the 'keeping our roads safe' part?

There is nothing in the text of the regulation, in the *Ontario Gazette*, or in the Regulatory Registry that indicates how this move will keep our roads safe. The only requirements are that the trailers meet Transport Canada manufacturing standards, and they not be used for commercial purposes. Noted too is that the Ontario Recreation Vehicle Dealers Association –

which represents RV dealers in the province and Ontarians who operate RVs – would provide *voluntary orientation and training* to the operators of such vehicles. The emphasis is mine.

What irks me most is how this runs contrary to all the justification various ministers have provided in the past for not amending the same regulation for Class A licence testing requirements for drivers over age 65.

Here we're talking about changes to the licensing standards that will allow drivers with passenger car licences to tow trailers darned near as big as tractor-trailers, and the Minister is content with the offer of the RV association to provide voluntary training. All the while, Class A drivers with 30 or 40 years of experience are failing driving tests for something as simple as forgetting to turn on an AC/heater fan.

Regulations for truckers ensure things like vehicle inspections are done properly, and the proper type of equipment is used for a job; not so for the RV crowd.

There are no specific spec's for the pick-up truck to ensure it's up the task, like suspension capacity or engine power. Stupidity notwithstanding, there's nothing to stop a driver with a basic half-ton from hooking it to a 42-ft., 18,000-lb trailer.

There may be physical limits to the weight of these vehicles, but there are no requirements that the operators pay attention to load distribution or vehicle handling characteristics. Or, as that fellow in Ignace discovered, how to handle a long high-profile vehicle in a crosswind. Remember, their training is voluntary.

Minister Wynne also felt it worthy of mention that this change would save RV drivers \$200 in initial licence costs, and that it would help support the province's RV industry and promote tourism.

OBAC has explained to a series of transportation ministers that the Class A renewal can cost a driver upwards of \$1,000 in truck procurement fees and lost earnings for the road test, but cost and inconvenience to the commercial driver has never been an issue as far as MTO is concerned.

This is as pure and clear a double standard as you're ever likely to see in driver licensing. MTO just sent a message that saving a couple of hundred bucks and promoting the RV industry has a higher place on its agenda than road safety. And if any of these RVers are over 65, by the way, they aren't required to retest for their G licence until they're 80.

OBAC, the CTA and others have been after MTO for years to rethink the testing requirements for older, experienced Class A drivers, proposing equitable alternatives based on medical fitness to drive and driving record. As a result of our lobby efforts, a comprehensive review conducted over three years ago led bureaucrats to make recommendations that would put an end to discriminatory age-based testing.

The status of those recommendations? "Waiting for briefing time with the Minister," we're told. Makes you wanna jump into the nearest RV and take a trip to Queen's Park. With a provincial election scheduled for October, that may not be a bad idea. □

– Joanne Ritchie is executive director of OBAC. Is it time this Minister took a vacation? E-mail her at jritchie@obac.ca or call toll free 888-794-9990.

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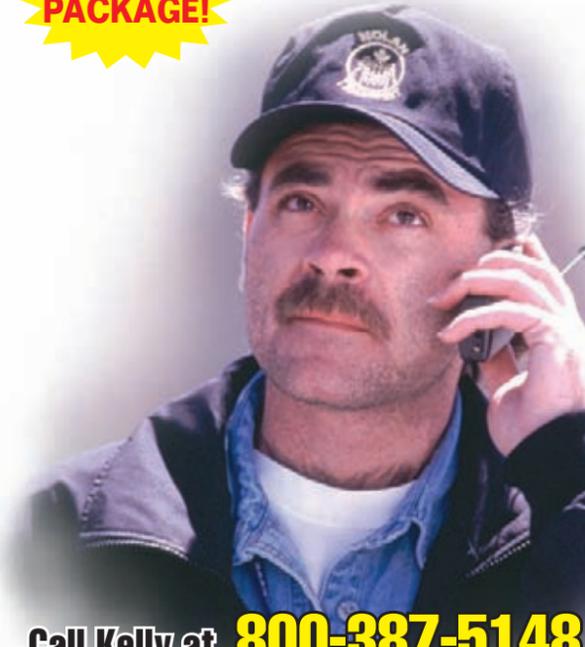
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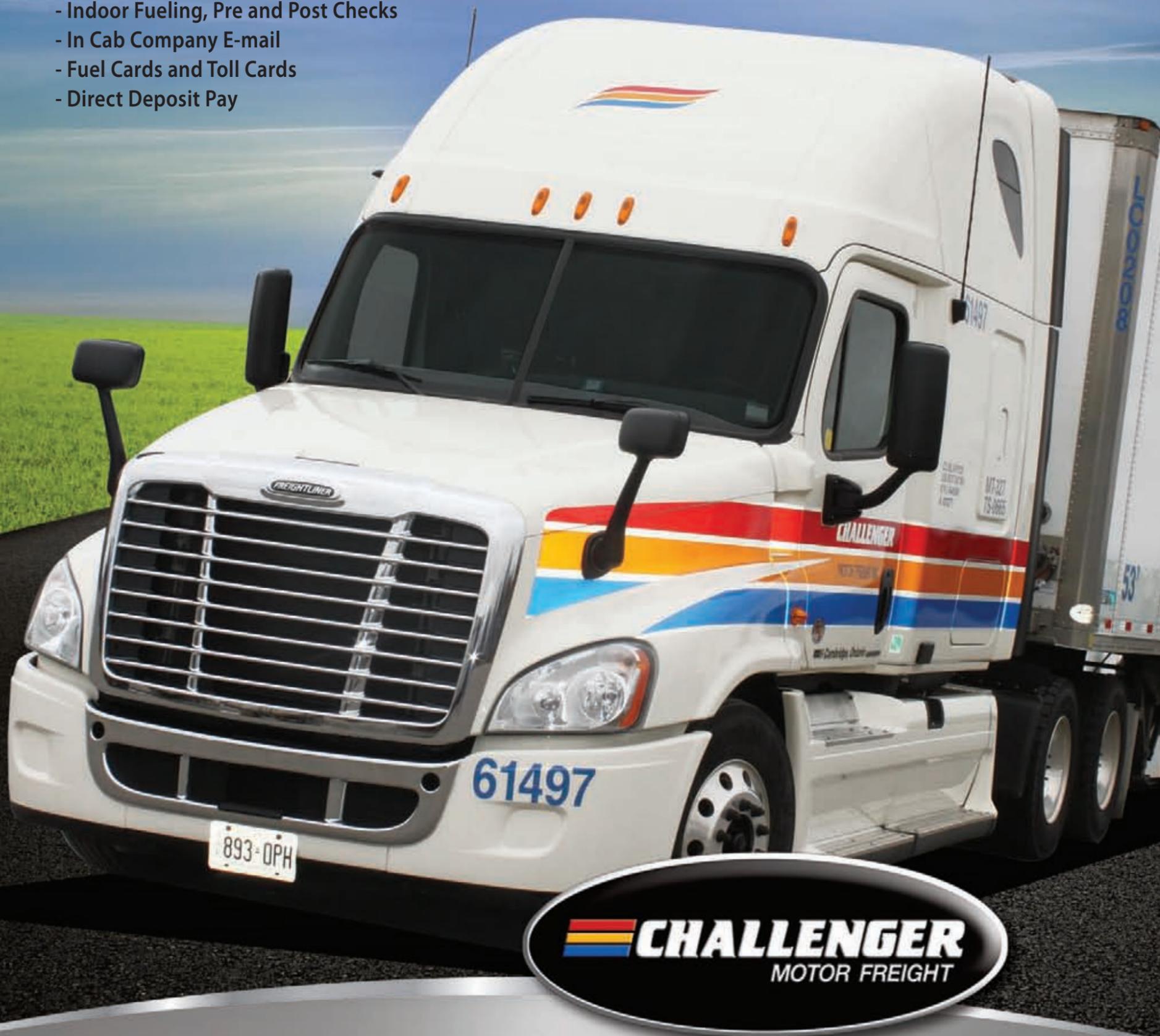
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OPINION

The lost weekend

Publisher's Comment

ROB WILKINS



On the August long weekend, I watched countless hours of CNN reporting on the US debt crisis and the rest of the time reading former British Prime Minister Tony Blair's new autobiography. I don't know why. I know I wasn't on the golf course, hiking with the dog, or enjoying barbecues, because I was laid up under the weather.

I turned on the TV and there was Wolf Blitzer telling me the world as I knew it might come to an end on Wednesday. I was intrigued enough to watch and somehow got hooked.

I began to doubt that America would truly go bankrupt and the world, and *Truck News* was going to be around on Wednesday, but I couldn't stop watching.

During a commercial I picked up a discarded book from the coffee table, which turned out to be Tony's autobiography. The next thing I knew it was Monday night. Wolf told me the crisis wasn't really a crisis because it was a self-imposed crisis.

Wolf interviewed Tea Party people while I switched back to my Tony Blair book. Tony is at the opposite end of the political spectrum from the Tea Party guys, but he was also talking about numbers containing an unknown number of zeros, and solving problems that sometimes weren't problems at all.

Tony has a chapter dealing with the fuel crisis in Britain. I was surprised to learn it took him 48 hours to figure out that fuel was transported by truck from the refineries to the "Petrol" stations on a daily basis.

He had been under the impression that each Petrol station had a never-ending supply of fuel on-hand and protesters couldn't block all the stations. Of course they could and did block the trucks from leaving the fuel refineries.

Here's a quote from Tony, "The trouble is at the time when I needed to know this, I didn't, and neither did anyone else in a position of authority so when we heard of some protests at two refineries the enormity didn't sink in."

The end of that chapter was predictable. Once he recognized he had manufactured a problem that didn't have to be, he just told the oil companies to sack any driver who didn't plow through and guess what, the oil companies did and the drivers did. I don't mean to suggest Prime Ministers and senators are buffoons. You have to have some smarts to reach those positions. Anyway, that's the story of my lost weekend. I know I can never have it back but I believe it will build my character. Everyone has to step off into the deep end at some point in order to better appreciate what one has and who one is. I am the publisher of *Truck News* and I'm good with that. □

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

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LIVESTOCK

Road hogs

Hog haulers have role to play in new supply chain security program

By Jim Bray

CALGARY, Alta. – There are road hogs, and there are roads that carry hogs. And before long, roads that carry hogs will require the use of a new tracking and reporting system to help ensure the health of the nation's meat supply.

And while this probably won't have a huge impact on the transportation industry over how it works already, one of the people involved in creating the new program thinks the pending changes could offer trucking companies new opportunities to better service their customers.

The program is called PigTrace and, according to Jeff Clark, Canadian Pork Council traceability manager, the idea first and foremost is to help ensure – and expedite – food safety.

“It relates to animal health issues and our responses to foreign animal disease and/or food safety issues, food recall, things of that nature,” he explains. “And while we're really just looking at live animal movements, we're trying to structure it so food processors can trace food back right to the originating farm.”

According to *Portage Online*, the program will require hog movements to be reported within 48 hours and make Canada the first country with a national swine traceability system.

Clark says the program has been under development since 2003, but they're finally getting close to rolling it out – though it may take another year for all the i's to be dotted and t's crossed. When that happens, however, the new database and reporting methodologies should help ensure not only the health of the supply chain, but also the quick tracking of any unhealthy animals that may be discovered.

The idea was born after what Clark refers to as a recent history of food re-

Continued on page 48



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LIVESTOCK

Hog industry says truckers have chance to provide enhanced service

Continued from page 47

calls that were expensive for everyone involved, mainly because movement tracking documentation wasn't easily accessible to those who needed it.

"Instead of doing a narrow trace back that limits the amount of product recalled," Clark says, "the recalls have been quite broad because the knowledge of exactly what products might be contaminated or diseased isn't there."

Clark says one such high-profile incident was an outbreak of BSE in Europe, the well-publicized 'Mad Cow Disease,' which he says was devastating not only to the European agricultural economy but the overall economy as well – including tourism and all the agriculture support systems. He says PigTrace program developers are using such incidents as learning opportunities. One ailment the PigTrace program targets is foot and mouth disease, which Clark says represents their

worst-case scenario. "It's highly contagious," he says, "it's got a high mortality rate and it can spread between species – so it can go from cattle to goats to hogs to sheep, all cloven-hoofed animals."

Clark also cites what he calls "foreign animal diseases" that aren't in Canada currently, but which could affect Canadian agriculture drastically if they do show up – diseases such as the highly contagious avian influenza, outbreaks of which cropped up in the Fraser Valley in years past and, more recently, in Saskatchewan.

There are also "production-based diseases" which Clark says aren't necessarily reportable but which can still cause a lot of financial losses. "So we can see the benefits in getting on top of an investigation and trying get the disease out of the producers' herds."

The new reporting regime should be a big step forward from the system

in place before PigTrace where, Clark says, "You might locate a farm where you have some diseased animals, so you quarantine them or you euthanize them – but you also need to find out where else the animals from that farm may have gone."

The PigTrace program is trying to consolidate all the movement information and will be accompanied by regulatory changes under the federal Health of Animals Act administered by the Canadian Food Inspection Agency. "There are proposed amendments to include swine," Clark says, noting that while there is limited coverage in the rules that cover cattle, bison and sheep (mostly for identification using ear tags), "we're really the first commodity to start looking at the laws for farm-to-farm movement."

Clark envisions the system as a way to help ensure the markets that buy Canadian pork – and other hoofed an-

imals, eventually – can be confident they're getting a safe, quality product.

And while safety is the prime motivation, Clark says the PigTrace program could also give Canadian meat a competitive advantage around the world. "There's certainly interest in international markets," he says, "so once we're set up and proficient I think it'll give us an edge in the international marketplace as well."

PigTrace infrastructure is already in place and is basically just waiting for the new regulations to come into effect. "People can access our database on the Web, via peripheral devices like mobile phones, or with their own software," Clark says, noting they've also created the ability to capture additional information above and beyond what's actually required by the program, to enhance producers' business interests. "They can create an online account and see all their business transactions there should they want to."

So, what does all this have to do with the trucking industry?

Clark sees it as an opportunity for transporters to offer a value-added service to their customers. He claims to have talked to some truckers who "keep very good information on the movements they're doing, so it's very conceivable that a transport firm could report movement information on a producer's behalf."

The regulations allow such reporting to be deferred to a third party – such as a trucker – Clark says, so "whether that's a fee-for-service or whatever, we've built (the system) to allow it and if a trucking firm wants to take advantage I certainly encourage them to do so. We'd be willing to help make that happen as much as possible, too."

It doesn't sound like it'll be particularly onerous for the trucker, either. "The vast majority of our movements are called group movements," Clark says, "so there are no identifiers on the individual animals. All we really care about is knowing where a movement originated, where it ended up, how many pigs are on the truck and its licence plate."

While the authorities may not know the specific animals involved, they will know that if, for example, a shipment originated at two specific farms and one farm's animals are infected, the disease was probably carried to the other farm on that particular movement as well.

The bottom line is that the PigTrace program will bring about added efficiencies while helping to ensure food safety, Clark says. As for the transportation industry requirements, Clark says a document with the base movement fields filled out will be required to accompany a load, though he also says most truckers are doing that already. If it isn't a big deal for truckers, then, why are the PigTrace people bothering trumpeting their plans to the industry? Basically, Clark says, they just want the truckers to know what's happening, to be in the loop.

"We want them to be informed and we will be making every effort to let them know it's happening when the time is right," Clark says. "They should know it will be a requirement for their customers and that there's potentially an opportunity for transportation firms to report that information on behalf of their customers." □



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CARGO CRIME

Lack of unity in the industry enables cargo thieves

Continued from page 1

police have been squawking about cargo crime since Canadians invented long-haul.

There has also never been a shortage of sincerity and great ideas about how to pick away at cargo crime, including reporting systems like Cargo Watch and a long list of security measures and protocols many carriers have adopted.

Unfortunately, there has been a lack of unity in the industry. "There has been disjointed interest with it in the trucking industry, let alone between the trucking industry and law enforcement," says Jennifer Fox, vice-president, customs and compliance, CTA.

"It is a blame game," spouts Rob Ruiters, who recently stepped down from an 18-year tenure as the RCMP's national program manager for the Pipeline Convoy Program. "Ev-

eryone is pointing the finger at each other. The only thing (carriers) care about is what is affecting them today. I have been trying to have the trucking industry develop more of a sense of ownership, to take on more responsibility. They are good old boys and there is too much trust."

Recently, so it is said, players have become, well, particularly concerned. "There are more crimes, victims and types of crimes. We have seen a lot more interest and cooperation in the past two years," Fox says.

The report itself is proof of this. "Just getting the CTA – a consensus for all trucking associations to come on board – was a big deal," Ruiters acknowledges.

Lansdowne completed the report this spring. It is considered to be too sensitive to make public, but Lansdowne prepared an executive summary

that CTA released this April.

Historically, cargo crime has been underrated. Pockets of excellent police activity notwithstanding, police have triaged it into the ditch as a victimless – ie. low priority – crime and politicians have blown it off as an issue too thin on proof and missing a panic button. The goal of the report is to change this very mistaken impression, but there is much to do.

"There are no reports out there, no data collection, no definition of cargo theft. We were not able to get a good picture of cargo crime anywhere in Canada. There was no real starting point. We tried to find data, but it is not out there. We were scrambling around to pick up pieces. This is now a starting point. The report is to set the tone," Fox explains.

How big is this rolling disaster? It could be \$5 billion a year big, but this

is a guess, not gospel. "This is a figure quoted by an interviewee in the insurance industry. This was his most accurate bet," Fox says.

Recall too that a decade ago the Ontario Trucking Association put Canadian transport company losses and claims at over \$1 billion. "There is no data on the value of merchandise stolen," Fox insists. In any case, stolen goods are only part of the problem. "It very quickly became not an issue of cargo theft, but of cargo crime," Fox says.

Is this really victimless? Take a reality pill: Truckers are being threatened, robbed at gunpoint, kidnapped and murdered.

"Drivers are really hard to come by. Ask them what is on their minds, as an increasing point of discussion, and they say, 'personal security.' This is a big negative in the industry," points out Rob Penner, vice-president, operations, Bison Transport, which contributed resources to the CTA study.

Carriers, insurance companies and every Canadian are paying, penny for penny, cargo criminals' generous wages. The executive summary also notes that the proceeds of cargo crime are used to fund other illegal activities such as gun and drug smuggling.

Amazingly, plenty of people insist that there is no real problem.

"The 'give a s--t' meter is in southern Ontario, but not elsewhere in Canada. In other parts of the country truckers are saying that this is not a problem. But it is happening all over," Ruiters says.

In the executive summary's rough sketch, the west coast is the land of opportunistic thefts. The Windsor to Montreal corridor is the scorched earth of highly organized cargo crime. The east coast is a bit of a mystery.

"On the east coast we are not sure if it is not happening as much, or not being reported as much. There is no data for the east coast," Fox says.

In Nova Scotia, for example, the RCMP says that there have been no trailer thefts. This may be, but it is equally likely that thefts are simply not being reported. In fact, fearing poaching of their customers by other carriers, insurance rate hikes and just general bad publicity, real or perceived, carriers can be very secretive about being victimized.

"Everyone here is in competition mentality," says Cody Jorgenson, co-owner, Terra Nova Transport of Petitcodiac, N.B. He had a trailer stolen out of a secure yard in Grand Falls this July.

Cargo crime can also get paved over by police as "theft over \$5,000" or something equally featureless; inconsistent coding of police reports across the country is a recognized impediment to collecting cargo crime data.

"The lack of a standardized reporting system to capture cargo crime activities is hampering the effective combating of this crime," notes the executive summary in a section titled Law Enforcement Challenges.

"There is absolutely no standardization for reporting. There are so many ways it can be reported, depending on how the office picks it up. We've seen reports of theft over \$5,000 and truck and trailer, with no mention of stolen cargo. No-one had a clue that

Continued on page 52

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CARGO CRIME

Crime fighting time

Continued from page 50

any cargo was even missing,” says Garry Robertson, national director of investigations with Insurance Bureau of Canada (IBC).

The law does not differentiate cargo theft from general property theft, the executive summary notes, and penalties do not match the seriousness of the crime.

“Police sources note that someone caught with \$10,000 in cocaine will spend time in prison, but someone caught stealing \$1 million worth of plasma TVs may not even go to jail,” writes Lansdowne. The fallout from toothless laws includes police turning their attention elsewhere and a sense of learned helplessness in the industry.

“When we got the trucking community together we were told that most didn’t report thefts,” Penner recalls.

Why? “Police were too busy. They can’t do anything. I was surprised by it and continue to be surprised by it.”

There is so much wrong with this picture, but much that can be done. For example, the executive summary recommends that: simple theft be re-defined to include cargo theft; make the penalties fit the crimes; make legislative changes to give the law some bite; give police more training and resources; and encourage carriers to adopt best practices to improve their security.

Yet if wishes were fishes there would be less cargo crime today, not more. It has never been a lack of ideas that has kept the industry and law enforcement floundering; rather, the flaw has been in their execution. But if one were to pick a single point from the executive summary and shout it out from Victoria to St. John’s, it is the need for data collection and communication.

The CTA has been working closely with IBC to develop a trucking incident report to fill out and send to its members.

“The incident report is being circulated to provincial trucking associations. They are soliciting feedback to see if carriers will use it. Over time we will start to see where thefts originate, where recoveries happen, the value of loads, what was recovered, how was the crime initiated. This will assist CTA in getting more law enforcement resources dedicated to cargo crime,” Fox explains.

Robertson adds, “Trucking associations and members like the idea that we are separate and apart from the insurance companies. We are independent and non-profit. We are not collecting information for resale. The sole purpose of collecting this cargo theft data is analysis. This has been lacking for a very long time.”

Good data will build a case to take to government. Also critical, on a day-to-day basis, is rapid reporting by victims.

“If we can get this data and get a bulletin out immediately and police can go search this system 24/7 and the police are preparing a warrant...this would be a good starting point,” Robertson says.

Referring to one theft data collection project in Ontario, Robertson notes, “In the first six weeks collecting data in the Golden Horseshoe, three patterns emerged immediately. We were able to develop one into a successful police project immediately.”

There is another, underutilized resource that can be tapped to aid in the rapid reporting and broadcasting of cargo crimes committed or being plotted: the millions of eyes and ears out there.

“Discussions are ongoing with Crime Stoppers groups,” Robertson says. “The problem so far is, ‘who do I call? Whom do I report a theft to?’” There is also Twitter, Facebook ...

This enthusiasm has the ring of ‘deja vu all over again,’ to borrow from Yogi Berra, but Robertson insists that this time it is different.

“All the participants in this study are very keen to follow through on this. Everyone has said from day one that we have to collaborate, and they mean it.” Fox adds, “There has never before been this level of interest.” □



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PEOPLE

Doug Switzer, former v.p., public affairs for the Ontario Trucking Association and Canadian Trucking Alliance, has taken a position as president of the Ontario Motor Coach Association (OMCA). Switzer assumed his new role Aug. 1.

“Doug’s experience as a senior executive with both a provincial and national transportation association and his experience inside government will certainly assist OMCA and MCC in meeting our future goals,” said John Crowley, chair of the succession committee (and chairman of the OMCA).

“Doug served OTA well for 12 years and now he has the opportunity to head up an association,” OTA CEO David Bradley told *Truck News*. “We wish him well.” Bradley also pointed out Switzer’s predecessor Brian Crow also joined the motor coach association from OTA. “We have a great staff and it does not surprise me they are pursued by other organizations,” Bradley said.

The motor coach association said it completed an exhaustive search and interview process when searching for its new representative over the past four months.

Fort Garry Industries has announced the hiring of **Dave Cannon** as senior manager of business development.

Cannon has been in the heavy-duty market for a number of years, most recently as director of sales and marketing, commercial vehicle aftermarket with Fras-le, the company announced.

“Dave’s experience, extensive knowledge and contacts in our industry will be a valuable asset to our company,” the company said in a release.

Cummins Canada has named **Mathieu Bellavance** to the positions of territory manager and technical support manager for Quebec and the Atlantic Provinces.

Bellavance earned a Bachelors degree in Mechanical Engineering from the School of Higher Technology – University of Quebec, and a Technical Degree in Mechanical Engineering from Cegep du Vieux in Montreal.

Officials say Bellavance is familiar with Cummins’ products and tools, having worked for more than seven years as product manager for Allianz Madvac.

National Truck League Insurance Solutions (NTL) has appointed **Charlie Singh** as insurance broker, transportation insurance specialist, for the Greater Toronto Area.

Singh will be focusing his efforts on specializing in trucking insurance, but will also use his previous experience to commercial property insurance to NTL clients.

Singh has worked in the insurance industry for the past 11 years, and will offer NTL clients a “well-rounded experience and access to some of the best commercial auto markets in the industry,” according to NTL officials.

Cummins chairman and CEO **Tim Solso** has announced his retirement from the company.

Solso had served as the company’s leader since 2000 and has been with Cummins for 40 years. He’ll be re-

placed by **Tom Linebarger**, president and chief operating officer of Cummins, who has been with the company for 17 years. The transition will take place Jan. 1, 2012, Cummins announced.

Cummins says its market capitalization grew tenfold under Solso’s watch.

Linebarger has been with Cummins since 1994 and has served in various roles and notably returned the company’s power generation business to profitability after taking over as its head in 2003.

Cummins says its power generation business is now enjoying record sales growth and profitability. Linebarger was named president and COO in 2008.

Bison Transport has promoted **Rob Penner**, formerly vice-president of operations to the role of executive vice-president and chief operating officer. □

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NEW PRODUCTS

Tires & Wheels



Michelin has introduced two new **on/off-road tires** for rigorous applications such as construction, oil-field and logging. The Michelin X Works XDY commercial truck tire is designed for traction and wear in on/off-road applications while Michelin's new XDY-EX2 tire is the company's most aggressive drive axle tire for extreme operating conditions such as logging, oilfield and mining. The X Works XDY is in sizes: 11R22.5 and 11R24.5 and the XDY-EX2 is available in a 11R24.5 size.

Michelin has a **new tire for urban and refuse applications**. The XZUS2 tire provides up to a 20% improvement in removal miles compared to its predecessor, the XZUS, the company claims. Meanwhile, the new XZUS 280 retread size has been added to round out the company's XZUS Pre-Mold retread line. In addition to boosting removal mileage, the XZUS2 provides improved retreadability and better protection to maximize up-time, Michelin announced.



Needs Detailed Inspection

Spectra Products has introduced Hub Alert **heat-sensing labels**, which the company says provide an early warning if wheel end temperatures are exceeding safe limits. The normal operating temperature of wheel hub oil or grease should not exceed 225 F, the company notes. The Hub Alert heat sensing label turns black permanently when temperatures reach 250 F, alerting the driver and technician that further inspection is required. For more information, call 888-381-2355 or e-mail andy@spectraproducts.ca.

K-Line Industries has come out with a new **tire runout gauge** that measures radial and lateral tire runout conditions and helps fleets eliminate irregular tire wear. The tool also enables fleets to extend tire life and eliminate vibration caused by tire runout. The gauge uses a roller wheel placed against

Continued on page 56

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NEW PRODUCTS

Continued from page 55

the tire tread combined with a gauge bar and individual high and low spot sliders to quickly indicate the amount of runout present, the company explained. If runout exceeds stated limits, repairs can be made to fix the problem before the tires are ruined. For more information visit www.klineind.com.



Kenworth has announced its medium-duty T270 Class 6 and T370 Class 7 models are now available with a **factory-ordered power**

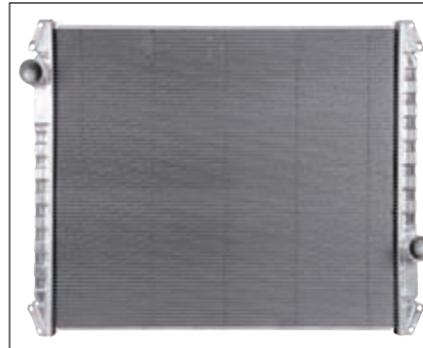
er take-off (PTO) option on the two-speed transfer case. The company claims it's the first to offer a factory-installed PTO output drive on the transfer case of a medium-duty chassis. Truckers buying other makes of medium-duty trucks must purchase an aftermarket retro kit, the company notes. The new option is geared towards truckers in the oilfield, fire and rescue, vacuum truck, well drilling and high-rate fluid transfer applications. Visit a Kenworth dealer for details.



Eaton has announced **new platforms and additional applications for its UltraShift Plus automated transmission**. Among the new offerings are two new vocational platforms, including Vocational Active Shifting (10-speed) and Vocational High Performance

(13-speed) models, both aimed at linehaul vocational use. Eaton has also launched a new Multipurpose Extreme Performance (MXP) platform for additional applications. It was originally targeted towards linehaul and heavy-haul applications and is now approved for logging, mining, oilfield, construction, city delivery, refuse and off-road applications, the company announced. Eaton has also made available lower torque models of its Vocational Construction Series (VCS) and Vocational Multipurpose Series (VMS) transmissions to include 1,050 and 1,250 lb.-ft. offerings.

Daimler's Alliance Truck Parts has introduced a **radiator** for all makes of heavy- and medium-duty trucks and buses. The company says its replacement rad meets or exceeds OEM specifications. The radiators are fabricated from aluminum, improving thermal transfer and overall durability compared to plastic tank/alumi-



num core designs. The company says the new radiator is the first full line developed by Alliance Truck Parts. The rad comes with a one-year, unlimited mileage warranty. For more, visit www.AllianceTruckParts.com.



TRP Aftermarket Parts has come out with a line of **chrome and stainless steel accessories** for owner/operators, including hub covers, fenders and bumpers. Also available are exterior accessories such as kick panels, steps, skirts and tool boxes. The company also offers accessory sets specifically for Kenworth and Peterbilt models. For more info, see www.TRPParts.com.

Kenworth is now offering an **integrated low-weight slider system (ILS)** from SAF-Holland. The company says the new slider system saves about 30 lbs when compared to traditional fifth wheel slider assemblies. The system can be paired with any single suspension or any tandem suspension with a rating of up to 40,000 lbs on any Class 8 Kenworth.



Kinedyne has introduced a new line of **Pro-Grade Tarp Ties**, promising improved cold and hot weather performance. The new Polar Natural Rubber Tarp Tie was designed to withstand frigid temperatures and severe winter conditions while the new Tiger EPDM Rubber Tarp Tie is made for day-to-day environmental exposure in warm climates, the company announced. Both new tarp ties are available in industry standard sizes, ranging from nine-inch to 41-inch lengths. The new tarp ties are available now through North America. More info is available by calling 800-268-3530 in Canada.

Volvo Trucks has introduced a new **dealer locator app** for the iPhone, iPad and iPod Touch. The app is available free of charge from the iTunes App Store. It offers information such as contact information for the nearest dealers as well as services available. The app features real-time location tracking and can provide turn-by-turn directions to the selected dealership. □



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PEACE OF MIND: Log hauler Richard Countway says his on-board scale system allows him to maximize payload while avoiding overweight fines. *Photo by James Menzies*

Watching your weight

Canadian supplier of on-board weigh scales has revamped its mechanical suspension system

By James Menzies

HALIFAX, N.S. – Log truck owner/operator Richard Countway has earned a bit of a reputation among the enforcements folks in Nova Scotia. He's got the uncanny ability to load to the precise maximum gross vehicle weight allowed without going so much as a pound over.

That's a rare feat in logging, where two identical looking loads can cross the scales at vastly different weights depending on how waterlogged the wood is.

Countway's secret is the TruckWeight on-board scale system from Smart Scale Technologies based out of Halifax.

"You could pretty much stand on the back of that trailer and I could tell you how much you weigh," Countway boasted during a recent roadside interview.

Countway has been using the system since it was introduced in 2005. In fact, TruckWeight president Peter Panagapko said Countway was his first customer.

"It was the first installation I ever did," he recalled.

Countway now claims he'd never be without the on-board scales.

"I don't have to worry about going across the sales and being overweight," he said. "And I can max it out. I'll throw my load on; different nature wood and different cuts is different weight. It takes the guesswork out of it."

Besides the obvious benefits of

avoiding overweight fines, Panagapko says the real payback comes in the form of additional payload. He cited a study that showed log haulers routinely leave 5-8% payload on the table in exchange for the peace of mind in knowing they're legal. With an onboard scale, truckers can load to their maximum allowable weight, which Panagapko said typically increases revenue by \$10,000 to \$20,000 per year.

Only once over the last five years has Countway run afoul of the enforcement officers at his local scale house. He later determined his trailer's air suspension leveling valve got bent by some debris, giving him a false reading on his drive axles. Since Countway had built up so much goodwill with the enforcement officers over the years, they let him off with a warning and he made the repair to bring his scale back in synch.

The TruckWeight system consists of a set of strain gauges (sensors), transmitters and a handheld receiver. The receiver, which has a range of up to 500 feet, displays axle group and gross vehicle weight readings at three-second intervals, providing truck weights practically in real-time. Loggers, farmers and bulk haulers have been the quickest to embrace the technology, but Panagapko says heavy-haulers are now seeing the benefits as well.

"They can see the axle group weight as they're positioning the equipment, so they're optimizing their time," Pan-

gauge was mounted to a metal bar that had to be welded to the suspension. Now, the strain gauge can be mounted directly to the suspension providing greater accuracy and improved reliability.

"The strain gauge goes directly on the surface of the metal, no welding involved," Panagapko said. "It gives a true measurement right from the source itself. Traditionally, that strain gauge was attached to a bar that was then welded to the axle or to a bracketing system. We got away from that because the measurement isn't exact from the axle itself and any kind of offset from bouncing down the road is an issue. You had to correct the offset from time to time and the axle OEs were reluctant to give official authorization for welding on axles."

The current system allows the strain gauges to be mounted directly to the axles using, you guessed it, super glue. Testing has shown the new solution to hold up better in rigorous applications and harsh environments, such as the logging roads Countway travels in the Nova Scotia bush. Preparing the surface area and installing a strain gauge takes about an hour and the process is demonstrated in a video on the company's Web site at www.TruckWeight.com.

Strain gauges typically last five years and are inexpensive to replace, Panagapko said. TruckWeight's air suspension and mechanical suspension scales are fully compatible, so a truck with air suspension matched with a trailer with mechanical suspension will provide accurate weights. Both systems use the same transmitters and receiver.

Panagapko said TruckWeight's on-board scales are accurate to within 1% of government-certified weigh scales. The handheld receiver is powered by two AA batteries that last six months to a year on mechanical suspensions and well over a year on air suspensions. Besides replacing the batteries every year or so and the strain gauges every five years, the TruckWeight system is virtually maintenance-free. But as Countway found out, a malfunctioning air suspension leveling valve can result in faulty readings.

"If you have an air sensor on there it's important the leveling valve is functioning properly," Panagapko warned. "If it's not functioning properly it will throw the readings off and if that's the case, the leveling valve has to be replaced. Leveling valves are maintenance items on trucks and in a lot of cases have to be replaced every five years."

With its mechanical suspension on-board scale now perfected, Panagapko hinted TruckWeight is in the process of finalizing a new generation product that will take on-board weighing to the next level, providing telematics capabilities. While he doesn't want TruckWeight to be confused as a telematics company, he said its next generation scale will be capable of integrating with existing telematics platforms, providing fleet owners with real-time weighing information back at the office. Fleets will be able to run reports and take steps to improve route optimization and maximize payloads...but Panagapko wouldn't reveal any further details until the company is ready to launch the product later this year. For more info, visit www.truckweight.com or call 877-757-7888. □



FIRST ON-BOARD: TruckWeight president Peter Panagapko (right) stands with his first customer, O/O Richard Countway.

agapko explained. "When they tie the load down, they have it right the first time. They don't have to reposition or reweigh the load."

Weighing a truck at a commercial scale costs about \$10 per trip, but Panagapko pointed out there's also a productivity loss associated with that.

"This will eliminate the half-hour of travelling to check-weigh the load as well as the \$10 scale fee, so it doesn't take long to pay for a unit," he said. "A lot of people look at that \$10 fee because they see it. What they don't see is the half-hour they're burning each time – and that's more expensive. That's a half-hour of productive driving time they're spending every time to go check-weigh a load."

Currently, TruckWeight has about 6,000 systems deployed in the field, most of them on air suspension equipped trucks and trailers. The company recently enhanced its mechanical suspension system, making installation easier and repairs more cost-effective. Previously, the strain

MAIL

Motor coach industry not as different as you think

Dear Editor:

I read with interest the letter to the editor from Mr. Bell that appeared in the July edition of *Truck News* entitled, "Motor coaches should be held to same standard as trucks." Let me start by saying our industry does not condone motor coaches travelling along the 401 at 130 km/h. Not only is this illegal and worthy of strict enforcement action against the driver and CVOR points against the carrier, it is also not safe for the passengers and other road users.

Based on my experience travelling Ontario's controlled access highways, a motor coach travelling at or above 130 km/h is the exception, not the rule and does not characterize the industry. Furthermore, Mr. Bell's observation of coaches being driven aggressively, tailgating and making rapid lane changes are disturbing to say the least.

Again, our industry does not condone such behaviour, it is not characteristic of the industry and we fully support police enforcement of rules of the road to stop such behaviour on the part of a small minority of drivers.

I must correct Mr. Bell's statement that motor coaches cannot legally use the left lane on Ontario's controlled access highways.

Ontario Regulation 608 under the Highway Traffic Act, "Restricted Use of Left Lane by Commercial Motor Vehicles" specifically exempts buses.

Also, Mr. Bell's letter suggests motor coaches are subject to a lower standard when it comes to MTO safety inspections, which is not the case. Mr. Bell asked, "when was the last time anyone saw a bus parked behind a scale house let alone being placed out-of-service for violations?" While motor coaches are not required to stop at truck inspection stations in

Ontario, MTO conducts CVSA inspections of buses at point of origin or destination and at the carriers' facilities. MTO even has dedicated bus inspection teams in some areas of the province to ensure a high level of bus industry oversight.

Buses are also inspected as part of MTO's annual RoadCheck exercise. MTO has even expanded upon the North American Standard Out-of-Service Criteria when it comes to buses, adding a number of additional defective conditions that count as an "out-of-service" on a bus company's CVOR, so in this regard, motor coaches are actually held to a higher standard than trucks.

The bus industry isn't perfect, and, like the trucking industry, we have a small number of bad drivers and bad carriers that need to be brought into line or find another occupation.

However, we cannot agree with Mr. Bell's suggestion that motor coach-

es are held to a lower standard than trucks. □

Doug Switzer
President
Ontario Motor Coach Association

Speed limiter observations from an old-timer

Dear Editor:

After trucking for 30 years, it was time to get off the road and try something a little less stressful, like teaching wannabe truckers how to drive a big rig! In reality, teaching is not an easier lifestyle. Somehow, over the last 15 years, I lost touch with the conditions you truckers face out there in the real world.

Yes, I too read the articles in *Truck News* about speed limiters (why do we call them speed limiters? We called them governors for the last hundred years or so. Maybe it's because now the regulators are involved?) I read about the possible challenges the speed limiters could present. Well here's a first-hand experience of an old-time trucker back in the saddle again.

On a three- or four-lane highway, there seems to be little difference when it comes to passing another rig. Where I see the biggest potential for trouble is the two-lane highway where I want to pass the other guy because he is pulling a heavy load and drives a little slower. When I pass him barely driving 3-5 km/h faster, it can take forever before I can clear the other fellow's rig and pull into the right lane. Here's where the trouble starts. That impatient four-wheeler figures I'm holding him up from his big rush to get home.

This is a condition ripe for road rage. That four-wheeling driver doesn't care about the trucker's limitations. Chances are he never heard about the new restrictions on us truckers. As for me, one of my rigs is old enough that it doesn't have a computer on-board and no speed limiter. No governor either. Happy truckin'! □

Al de Koning
Via e-mail

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OEM/DEALER NEWS

Return of the cabover

Canadian Hino dealers gear up for the launch of the Models 155, 195

By Adam Ledlow

CONCORD, Ont. – Hino’s much anticipated return to the cabover in the North American market has kicked into high gear with a series of tour stops to show off the company’s soon-to-be-released Classes 4 and 5 155 and 195 models.

The two new models – and hybrid-electric versions of the same – made a big splash when they were first introduced at this year’s Work Truck Show in March, marking the first time the truck maker has launched a new model outside of the Japanese market first.

In mid-July, the Canadian leg of the tour made a stop at Creditstone Motors in Concord, Ont. – the oldest serving Hino dealer in Canada – where the dealer hosted an open house to showcase the trucks. Mechanics and Hino technicians from Japan were also on-hand for a customer care clinic to conduct free truck inspections for current customers.

The reaction to the new models has been overwhelmingly positive thus far, says Joe Loizzo, truck sales consultant at Creditstone.

“The reaction is a lot of people saying, ‘Welcome back; it’s about time,’” he told *Truck News* at the event. “They are great little trucks for downtown

runs – the increased GVW, the increased horsepower, the GPS navigation system, the air seat for driver comfort, and the power heated mirrors – just all the little bells and whistles that we have put into them to make them a lot better than they were, and a lot better than the competition is offering.”

The hype generated by the 155 and 195 has continued since the initial March unveiling, Loizzo says, and from a sales perspective, he says he can’t wait for the trucks to hit the showroom floor in late September.

“With the 185 being discontinued, we are just waiting to put these things out there. It is a good little truck for the Class 5, and outdoes the competition in my opinion hands down,” he says. “To me, nothing compares to the durability, dependability and fuel. They are great trucks.”

The hybrid version of the Class 5 195h is slated for release in December, and sales manager Tory Termini says companies running city applications stand to benefit the most.

“If you are running downtown and it is a stop-and-go application, it is always going to be running 90% on the electrical power so that you are going to get the benefits of being green and



A NEW COE: Concord, Ont.-based Hino dealer Creditstone Motors showcased a pair of new cabover trucks at an open house and barbecue July 19. Pictured above is the Model 155, which, along with the Model 195, is set for a late-September release across Canada. *Photo by Adam Ledlow*

having the name and standing behind it,” he told *Truck News*.

The 155 and 195 models come with a five-year, 280,000-kilometre warranty, three-year roadside assistance and one-year, 50,000 kilometres free maintenance, “So the first year is basically just a turn-key,” Loizzo says. “You just start the truck and drive it off and don’t have to worry about any maintenance whatsoever.”

And like Hino’s transition to conventional-style trucks from cabovers in 2005, Termini says he expects the transition with the new models to be equally smooth.

“We have been getting updates and training brochures, so by the end of

September, we should know the trucks inside and out like we have been selling them for two years,” he says. “We have got a pretty good team together to look after the customers, and the Japanese are very meticulous with their training and their R&D, so the truck has been cold weather-tested throughout the winter, the same as when they announced the diesel exhaust fluid; they brought them up to North Bay and Timmins and left them up there for a week to see how the truck performed in the cold weather. They do their homework before they put something on the road.” For more information about the upcoming roll-out, visit www.creditstone.com. □

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OEM/DEALER NEWS

Expressway Volvo named Canadian Dealer of the Year

By Adam Ledlow
AYR, Ont. – Expressway Volvo of Ayr, Ont. has been named Dealer of the Year by Volvo Trucks Canada. The dealership was presented with the award during a lunchtime celebration at its facility July 22, which was attended by staff, family members, and Volvo dignitaries from across the continent.

Dealer of the Year winners are selected based on a variety of criteria, including sales performance and a heavy focus on customer service, said Brent Weary, regional vice-president, sales and marketing, Volvo Trucks Canada.

“There were very strong sales here in 2010, and as you can see, they have an outstanding facility that they work very hard at keeping up to speed, but customer service (was) extremely good,” Weary told *Truck News* at the event. “They

have a very satisfied customer base as a result of the efforts of the employees.”

Jason Queenen, sales manager at Expressway, says the win is a great feeling considering the management team had made winning Dealer of the Year one of its goals during the past year.

He says the award is really representative of the quality of the staff, which experiences low turnover because of the “extras” – like, say, dealer principal Scott Lawson occasionally wheeling around a cart of hors d’oeuvres for everyone – that management provides.

“I let them operate their own independent businesses within our business. They have a lot of leeway – we don’t have our thumb on everyone and we allow everyone to use their own imagination to get things done,” Queenen says.



DYNAMITE DEALER: Volvo executives gathered at Expressway Volvo near Waterloo, Ont. to celebrate the facility’s Dealer of the Year award win. Pictured from left to right are Brent Weary, regional vice-president, sales and marketing, Volvo Trucks Canada; Scott Lawson, dealer principal, Expressway Volvo; and Ron Huibers, senior vice-president of sales and marketing, Volvo Trucks North America.
 Photo by Adam Ledlow

“I think overall we just work really well as a team. It is not always about money, it’s about people and everyone doing a good job.”

Going forward, Lawson says Expressway will focus on providing customers with the same level of service and comfort they have come to enjoy from the dealer, through facility amenities like showers, a Laundromat, and a driver room with Internet access. On-site fuel, a 2,700 sq.-ft restaurant and a “Walmart of parts” are

likely to be added to that list next year, he told *Truck News*.

“It all comes down to our customer service here and how we take care of the customer when he comes in the door,” Lawson said.

“I think we still have a few more years of Dealer of the Year that we can go after. I think the market is just starting to come back and we have done very well with our share of the market when it comes to truck sales. I am looking forward to it, myself.” □



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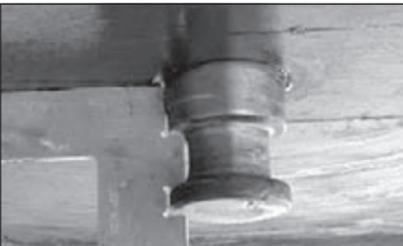

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Navistar restructuring makes closure of Chatham truck plant official

CHATHAM, Ont. – Navistar has announced a North American restructuring that will see it permanently shutter its Chatham, Ont. truck plant.

The Chatham plant had been idled since June 2009, when the company failed to reach a deal with the Canadian Auto Workers union representing the plant’s employees. As a result, Navistar notes, Chatham production was already absorbed by other Navistar truck plants.

“From a capacity standpoint, we are well positioned to meet demand expected in the last half of 2011 and further increases in 2012,” said Dee Kapur, president, Navistar Truck Group. “We’re seeing tremendous benefit from our flexible manufacturing strategy, which allows us to build more trucks – and a wider variety of them – at various plants.”

Meanwhile, Navistar plans to consolidate motor coach production and close its Workhorse Custom Chassis subsidiary in Union City, Ind. These operations will be consolidated into other existing Navistar facilities to improve productivity, the company announced.

Once all its restructuring is complete, Navistar anticipates savings of \$20-\$30 million per year. □



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OEM/DEALER NEWS

Shell Lubricants reorganizes, simplifies grease and lube portfolio

BURLINGTON, Ont. – Shell Lubricants has reorganized its global portfolio of greases and oils to simplify the selection process for fleets.

The company has redesigned its global portfolio of transmission fluids, gearbox oils, mobile hydraulic oils, gear and axle oils and greases for on- and off-highway vehicles and equipment.

As part of the overhaul, Shell Donax and Dentax products have been consolidated under the Shell Spirax brand of gear oils, axle oils and transmission fluids.

All grease products are now branded Shell Gadus, including Shell Rhodina, Shell Albida and Shell Alvania.

“We developed our simplified

portfolio of premium gear oils, hydraulic oils and greases to enable vehicle and equipment operators to select the products designed to deliver optimum value to their operations,” said Dan Arcy, OEM technical manager, Shell Lubricants.

“These products can help improve system efficiency and ultimately help maximize productivity.”

The product realignment includes new packaging labels and product guides to make selecting the right product easier for customers, Shell announced.

The company has also standardized packaging to make storage and stacking easier. For more info, visit www.Shell.Us/lubricants. □

Beaver Truck Centre techies finish sixth in global Volvo Vista competition

GOTHENBURG, Sweden – Avesta Cruising Club from Sweden has been named winner of the 2011 Volvo Vista world final in Gothenburg. The 2011 installment of the worldwide competition and training program for mechanics and service personnel started in September with a record 13,704 participants from 75 countries, Volvo announced.

The field was pared down to 153 teams from 3,740 original team entrants through three rounds of theoretical questions. Those 153 teams then participated in one of the 16 semi-finals, which were held in nine locations worldwide, between late March and mid-April, where practical skills were tested in workshops.

Representing Canada was Beaver Truck Centre of Winnipeg (team name, DeF Nightshift) who placed sixth out of a field of 30 teams in the finals.

Staffan Jufors, president and CEO of Volvo Trucks, was on-hand to present the awards.

“Our responsibility to our customers does not end when we hand over the keys, but continues for the entire lifetime of the truck. To live up to this commitment we depend on our highly skilled and hard-working aftermarket personnel,” said Jufors at the ceremony. “You are the ones on the front line, and the Vista competition is our way of both rewarding your hard work and further raising the competence within our service organization.”

“We estimate that Vista 2011 has produced around 400,000 hours of extra training, making a huge contribution to the skill level of our global workforce. This is why Vista remains vital for competence development,” added Ann Hesselbom, senior vice-president for human resources at Volvo Trucks, who also attended the world final. “As our trucks become more advanced, the requirements on our service technicians increase, and Vista is a very effective way of ensuring high quality in our aftermarket services.”

On June 28, the 30 finalists gathered at the Volvo Trucks Training Centre in Gothenburg, Sweden, where they had their theoretical and practical skills tested in a series of workshops. Avesta Cruising Club won the world championship after recording the highest score. Team NTC1 from Switzerland and Team Montones 13 from Spain finished second and third respectively. □

Bendix acquires Iteris safety systems

ELYRIA, Ohio – Bendix Commercial Vehicle Systems has acquired the AutoVue lane departure warning system from Iteris.

Also included in the deal is Iteris’ SafetyDirect safety system. The deal was finalized July 29, and now Bendix plans to incorporate the technologies into its own electronics business units. It said it secured a short-term manufacturing and distribution agreement with Iteris to ensure an uninterrupted supply through the transition period.

The acquisitions round out a suite of safety systems that already includes: Bendix ESP Electronic Stability Program; Bendix Wingman Advanced collision mitigation technology; and SmarTire, a tire pressure monitoring system.

“This move reinforces our commitment to actively pursue business opportunities and effective technologies that help improve highway safety, enhance vehicle operation, and help fleets manage and maintain operating cost margins. It takes Bendix another step down our firmly established technology development road map and complements our global driver assistance strategy,” said Joe McAleese, Bendix president and CEO.

“North American fleets have been asking Bendix for safety data to further improve their return on investment in safety technology. SafetyDirect is a solid solution for large and small fleets that have already invested in telematics capability.” □

Detroit Diesel offering free plant tours

DETROIT, Mich. – Detroit Diesel has declared August Driver Appreciation Month and is offering free plant tours to interested CDL-holders and truck owners.

Truck drivers and owners are invited to visit the Detroit Diesel manufacturing plant in August, for a special presentation, lunch and exclusive “behind-the-scenes” tour. Guests will also receive official Detroit Diesel merchandise, the company said.

“Detroit Diesel drivers are truly

the backbone of our business because they are actually experiencing the engines at work, every day,” said Brad Williamson, manager, engine and component marketing for Detroit Diesel.

“Our Driver Appreciation Month is our way of saying thank-you to all of our hard-working customers and potential customers.”

To arrange a visit, drivers with a commercial licence must sign up at least 48 hours in advance. They can do so at www.DetroitDiesel.com. □

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OEM/DEALER NEWS

PeopleNet to be acquired by Trimble

SUNNYVALE, Cal. – California-based GPS device manufacturer Trimble has signed an agreement to acquire PeopleNet. The transaction is expected to close in the third quarter of this year, the companies announced.

“PeopleNet is a key step in Trimble’s strategy for addressing the complex regulatory and operational demands of enterprise companies in the transportation and logistics market,” said Steven W. Berglund, Trimble’s president and CEO. “In combination with other recent initiatives, including the acquisitions of Punch Telematix and Tata Automotive Mobility Technologies, Trimble now offers a portfolio of proven solutions to a growing international customer base...we expect to provide seamless continuity to existing PeopleNet customers.”

“The PeopleNet management team is enthusiastic about joining Trimble,” said Ron Konezny, founder and CEO of PeopleNet. “The combination of PeopleNet’s product portfolio with Trimble’s broad technology base will allow us to create unique solutions that will enable our customers to manage their most important assets. We are confident the acquisition is a great fit.” □



TOP TECH: Quebec-based service technician Luc Ouellet walked away with the Top Service Technician Award at the 2011 Navistar Service Technician Rodeo last month.

Quebec technician wins Navistar award

SCHAUMBURG, Ill. – A Quebec technician has won the Top Service Technician Award at the 2011 Navistar Service Technician Rodeo.

Luc Ouellet of Camions International Elite in Quebec City won the top prize along with American service technician Tom Marty of Mid-Sate Truck in Plover, Wis. after going head-to-head with 10 other commercial bus and service technicians in a series of simulations designed to test technical skills and speed.

The 12 top service technicians were selected from International and IC Bus dealers across North America to compete in the fifth annual Navistar Service Technician Rodeo held at the Schaumburg Convention Center last month.

“Tom and Luc demonstrated the highest skills and abilities in key areas of commercial servicing among the top 12 Diamond-certified technicians competing in the event,” said Vaughn Allen, vice-president, product customer support, Navistar.

The technicians competed head-to-head in a series of 13 stations designed to simulate service areas for air conditioning, brakes, drivetrain, electrical and Maxx-

Force engines. Each technician was scored on how quickly and effectively he navigated his way through the stations, diagnosing and fixing the simulated problems.

Participants for the rodeo were selected from an overall group of the top 400 technicians at International and IC Bus dealers. From there, the group was narrowed to 12 participants through online testing, with the highest-scoring technicians in each region of the US and Canada invited to compete in the rodeo.

Other Canadian technicians participating in the rodeo represented dealers: Summit Motors (Taber, Alta.); Lewis Motor Sales (Barrie, Ont.); and Centre Camion Beaudoin (Saint-Hyacinthe, Que.)

“Those participating in this competition have completed all the required and optional trainings and are at the top of their game,” said John Pfennig, manager of global education, Navistar. “They represent our 8,000-plus service technicians from International and IC Bus dealerships, the highest number of any medium/heavy commercial-truck and bus manufacturer.” □

Canadian supplier wins Daimler award

PORTLAND, Ore. – Hendrickson Truck’s Stratford Spring division out of Stratford, Ont. has been recognized as a top supplier by Daimler Trucks North America (DTNA).

Hendrickson is a first-year winner of DTNA’s Masters of Quality Supplier Awards, which go to the truck maker’s top component suppliers.

“The winners of the Masters of Quality award represent the ‘best of the best’ among suppliers providing parts and components to our assembly plants and aftermarket parts distribution centers, enabling us to

deliver high quality trucks and support our customers with significant competitive advantages,” said Roger Nielsen, chief operating officer, DTNA.

“Despite increasing demands as the world pulls out of the recession, the Masters of Quality winners continued to meet our requirements day after day. This is no easy accomplishment. The Masters of Quality winners are the role models for our entire supplier base,” added Paul Romanaggi, general manager supplier management, DTNA. □

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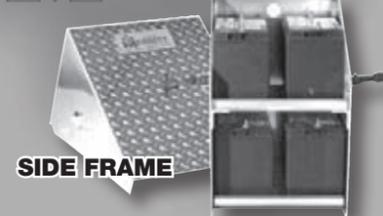
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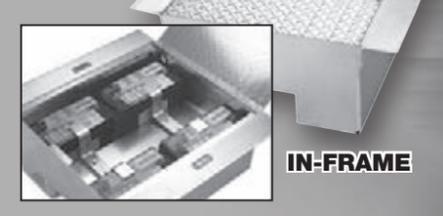


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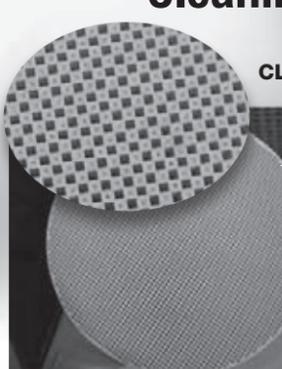
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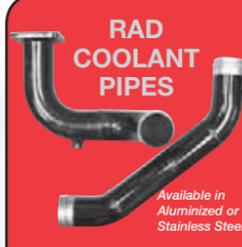


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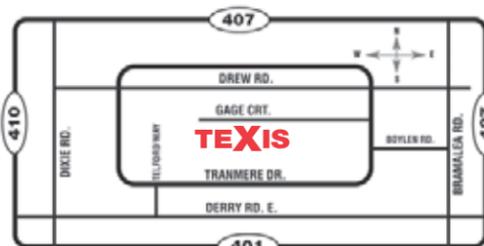


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VERSATILE: While heavy metal loads like bridge beams and girders are Classic's specialty, it also hauls scrap metal and a growing assortment of products.

Photos by James Menzies

A small – but growing – fleet leverages its expertise to step out of the shadows of its parent company

By James Menzies

DARTMOUTH, N.S. – Classic Freight Systems, a 25-truck self-described “boutique” fleet out of Dartmouth, N.S. is a little like an ambitious university student who has moved out from their parents’ place and sees nothing but opportunity in the world around them.

The company is wholly owned by East Coast steel conglomerate The Cherubini Group, yet over the last four years has broadened its horizons and is now functioning as an open market transport provider.

“Cherubini Group used to contribute about 80% to every dollar of our revenue, but now that would be about 10-15%,” Blair Clark, general manager of Classic Freight Systems told *Truck News* during a recent visit to the carrier’s Nova Scotia yard. Classic Freight was initially acquired by Cherubini to handle its own specialty transportation requirements, mainly hauling oversized metal structures

like bridge beams and supports – loads weighing up to 130,000 lbs – to construction sites. Now, Clark said, the company has rolled its expertise in transporting heavy metal structures out to the open market – including for some of Cherubini’s competitors – and has launched a container and freight division as well.

“We walk a fine line where Cherubini Group’s competitors use us because of our in-house knowledge,” Clark explained. “Because of our affiliation with Cherubini, we understand job sites, we understand working with cranes, we’re used to big, long, heavy loads and we’re used to going into the steel yards and delivering on-site.”

Classic Freight Systems still shares a facility with its parent group, but now operates at “arm’s length” and tries to be entirely self-sustaining. That means that, despite the strong financial backing, Classic struggles with the same is-

issues faced by most small carriers.

“Maintaining cash flow is a challenge,” Clark admitted. “It’s not a complete inhibitor because we have strong financial backing behind us. But every truck you put on the road arguably consumes \$40,000-\$50,000 in cash reserves and when you look at the payment cycle to the fuel company and the driver, which is accounting for close to 70% of your revenue, that cycle is one week to two weeks and the reality is it’s 45 days to get money in off the street.”

Clark likes to talk numbers. He came to trucking from a business background and has been charged with growing the fleet and making it less dependent on its parent company. Clark said the fleet grew 36% last year and is on pace to grow another 25% this year, primarily through the addition of lease-ops or through corporate acquisitions. Clark said Classic is currently in the process of evaluating potential acquisitions, which

is a big deal for a 25-truck fleet.

“We’re looking for comparable sized carriers, especially four to 10-truck fleets where we can bring them in and relieve some of their pressure on administration and cash flow but take in their in-house knowledge,” Clark revealed. He said assessing the corporate culture of a potential acquisition is as important – and time consuming – as determining a fair market price for its assets.

“We’re spending as much time looking at the cultural mix as to what revenue they’re going to bring in,” he said.

Classic Freight has an interesting mix of drivers and lease-ops; there’s a surprisingly high percentage of younger drivers (aged 28-35 years) and then the typical over-50 crowd. Clark said the fleet has had success attracting younger drivers because they relish the challenges of hauling oversized loads.

“A lot of our younger drivers want to come here to handle the big, ugly loads,” Clark said. “They like the diversity of open deck because if you’re driving van, your primary job is driving and if you’re doing open deck, it’s a blend of about 30% working the load and 70% driving. It helps the mind too, just go get out for a little while and work the load and the rate should reflect that too.”

Clark contended Classic Freight’s drivers and lease-ops earn above-average wages, which also helps.

“Our lease-operators are making as good or better money than anywhere,” he insisted. “We’re busy, we’re fortunate and even with that, it’s difficult to attract owner/operators.”

A dearth of owner/operators has forced Classic to shift its balance more heavily towards company trucks in recent years. Because of its rapid growth and the growing lead-time requirements for new truck orders, the company has been adding used trucks to its fleet.

“There’s a lag now of three to four months in purchasing new equipment, so some of our jumps have been through buying two- to four-year-old pieces of equipment,” Clark



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explained. However, the company will soon be marking another milestone and placing an order for four brand new company trucks, complete with the latest generation emissions systems.

Classic Freight Systems services all of North America and played a role in the construction of many notable projects, including the Triborough, Manhattan and Roosevelt Island Bridges in New York City as well as the Newark Airport and Port Authority Bus Terminal expansions in the same region.

“We were hauling a lot of freight down there and working with the NYC Police, marshalling in Yonkers and then going into the city in the nighttime,” Clark recalled. “They were pretty neat projects.”

Closer to home, when *Truck News* visited, Classic was planning deliveries of bridge beams to Ottawa for a major project there and the company is also very bullish about Newfoundland.

“There’s going to be a tremendous economic engine drive there with the oil and gas industry and with Muskrat Falls and some of the other mining projects they’ve got coming on-board,” Clark said of Newfoundland. “We’re extremely versed and capable of moving machinery, pipe and fabricated structures and just the knowledge of travelling to Newfoundland and some of the logistics issues there, position us as a very strong supplier to Newfoundland.”

Despite its ambitious growth plan, Clark said Classic Freight is not looking to undercut existing service providers or to lowball rates.

“We’re more into co-competition than competition,” he stressed. “We’ve got our own business, we’re happy with it and we don’t need to be stealing freight from anybody.”

Despite offering above-average driver wages and an appealing variety of work, Clark predicted the



BULLISH FLEET: Classic Freight Systems' Blair Clark said the fleet plans to grow 25% this year.

driver shortage will continue to be among its biggest challenges as it looks to expand. He said the trucking industry once enjoyed a “heyday” of available labour thanks to the collapse of the fishing and farming industries and the sudden availability of mechanically-inclined, hard working young men. But that has been replaced with a newer generation of workers that are “more adept at using a Wii or Gameboy than how to adjust a carburetor, so to speak,” Clark acknowledged.

The key to attracting today’s worker is to build a corporate culture around honesty and transparency, Clark has found.

“We’re small enough that we can concentrate on transparency with everybody,” he said. “We know all the drivers and we know most of their spouses and if you were to ask what the common culture her is, it’s honesty. We want to let people know what the load is, how long they can expect to be there, what the pay is and what you see is what you get. We get a lot of feedback that people like that.”

Providing a positive workplace is one step, but Clark acknowledged more must be done to make the trucking industry an appealing place for skilled workers; and that may include a shift towards an

hourly pay structure.

“I would suggest our industry is going to go through a major transformation where – possibly within my career – we’re going to see rate-per-mile shift to rate-per-hour,” he predicted. “The driver shortage is going to drive how we deal with interpersonal issues and how we pay people.”

HR challenges aside, Clark also expressed concern about an “auction-based environment for loads,” which sees too much freight auctioned off to the lowest bidder.

“It is up to us as trucking professionals to show that value to the customer, that ‘We will be on time, the product won’t be damaged and you’ll be dealing with safe people,’ and try to get them to buy into that value proposition,” he said.

Coming from outside the trucking industry, Clark was shocked to learn first-hand about the patchwork of regulations that govern the trucking industry from coast to coast, especially as a transporter of oversized loads.

“We should be able to start up a

truck in Newfoundland and haul to Vancouver,” Clark said. “But right now there are so many differing regulations – what the weights are, what the escorts are, the permits you need – I think as a whole, Canadian business needs to learn to be more competitive and I think that’s a real impediment to the competitiveness of our Canadian companies.”

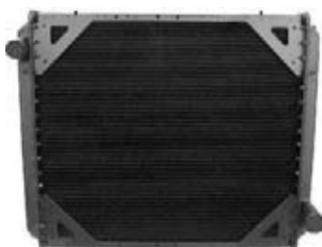
Despite the litany of challenges, Clark sees unlimited opportunity for Classic Freight.

He’s already talking about moving the company into a bigger facility with its own wash bay and service shop. (It currently is run out of a rudimentary yard and shares a shop with Cherubini Group).

He said the fleet has built a small but dedicated team that has bought into the future vision of the company and is committed to its growth strategy.

That, along with the available resources of a financially strong parent company, mean Classic Freight Systems may well be a company to watch. □

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TransCore Canadian Spot Market Freight Index 2007-2011						
	2007	2008	2009	2010	2011	Percent Change Y-O-Y
Jan	173	214	140	171	222	30%
Feb	174	217	117	182	248	36%
Mar	228	264	131	249	337	35%
Apr	212	296	142	261	300	15%
May	280	316	164	283	307	8%
Jun	288	307	185	294	315	7%
Jul	219	264	156	238		
Aug	235	219	160	240		
Sep	206	203	180	234		
Oct	238	186	168	211		
Nov	227	143	157	215		
Dec	214	139	168	225		

TransCore Canadian Spot Market Freight Index 2007-2011

Spot market sees modest rise in June: TransCore

TORONTO, Ont. – TransCore’s Canadian Spot Market Freight Index posted its third straight month of increased freight volume for the quarter, the company announced. Month-over-month, load volume in the spot market saw a 3% increase, continuing to climb back from the April decline following a record-breaking March.

The Canadian Freight Index also recorded the second highest freight volume of the year, consistent with

the North American Freight Index. Year-over-year, June recorded a 7% increase from June 2010. Second quarter freight rose 14% compared to the first quarter and 10% compared to the second quarter in 2010.

Equipment postings recorded the highest level for 2011, with capacity up approximately 2% from last month’s total; however, capacity continues to remain slightly below 2010 levels. □

Ground transport rates rise in May: CGFI

TORONTO, Ont. – Ground transportation rates rose in May, due to increases in both base rates and fuel surcharges.

The most recent Canadian General Freight Index (CGFI) indicated total freight costs rose 0.8% in May compared to April, marking its third consecutive monthly increase. Base rates rose 0.4% over that period while fuel surcharges increased from 19.9% to 20.3%.

The index indicated it was the eighth straight month of fuel surcharge increases, reaching their highest point since November 2008.

“In May we saw the second successive month of increases in Base Rates,” said Doug Payne, president and COO, Nulogx. “When added to the increase in fuel surcharges, this has a notable effect on ground transportation costs for Canadian shippers.”

For more info, see www.cgfi.ca. □

US truck tonnage gains in June: ATA

ARLINGTON, Va. – US for-hire truck tonnage surged 2.8% in June after decreasing a revised 2% in May. The American Trucking Associations originally reported a 2.3% decline in May. June’s seasonally adjusted tonnage figures reached their highest point since January 2011.

Compared to June 2010, tonnage was up 6.8% in June, marking the largest year-over-year gain since January.

“Motor carriers told us that freight was strong in June and that played out

in the data as well,” ATA chief economist Bob Costello said, pointing out tonnage recovered all of the losses in April and May when the index contracted a total of 2.6%.

“After growing 5.5% in the first half of the year from the same period last year, the strength of truck tonnage in the second half will depend greatly on what manufacturing output does,” Costello added. “If manufacturing continues to grow stronger than GDP, I fully expect truck freight to do the same.” □

N.A. surface trade jumps 15.7% y-o-y in May

WASHINGTON, D.C. – Trade using surface transportation between Canada, the US and Mexico was 15.7% higher in May than in May 2010, totalling US\$77.3 billion, according to the Bureau of Transportation Statistics (BTS) of the US Department of Transportation. BTS reported that the value of US surface transportation trade with Canada and Mexico in May rose 61.5% in two years from May 2009, but has still only risen 4.3% above the early recession level of May 2008. □

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 Tanker Straight Truck Super B Reefer
 Van Other _____

Trailer Type Experience (check all that apply)
 Flatbed Heavy Hauling/Specialized Moving Van
 Tanker Straight Truck Super B Reefer
 Van Other _____

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

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

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

Last Employer _____

Name _____ Company City _____ Prov/State _____

Tel _____ Start/End Date _____

Job Description _____ Reason for Leaving _____

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FLEET NEWS

UPS experimenting with plastic trucks

Lighter material could mean 40% fuel efficiency improvement

By Adam Ledlow

TORONTO, Ont. – After dabbling with a variety of alternative transportation vehicles – including hybrid, electric, propane and natural-gas trucks – UPS is now testing delivery trucks built using a plastic-like material that reduces the truck's weight by 1,000 lbs or 10%.

The material is a recyclable composite ABS plastic manufactured by Utilimaster/Isuzu. While the material is not unique, it is relatively new to automotive applications, according to UPS.

Officials say the weight reduction afforded by the lighter material allows UPS to use smaller diesel engines and will potentially allow the truck, known as the CV-23, to gain a staggering 40% improvement in fuel efficiency.

"UPS Automotive has always explored ways to maximize fuel efficiency in their fleet vehicles," said Mike Britt, director of UPS Automotive. "For the past few years, they have been working with multiple manufacturers to find a diesel engine that is smaller and more efficient coupled with a vehicle design that is lighter but comparably durable. UPS and Isuzu/Utilimaster have modified a vehicle called the Isuzu Reach, customizing it for UPS's use as the CV-23."

In addition to being lightweight, the plastic material has several other environmental advantages, according to UPS. Less energy is used during the production process and no



LIGHTER TRUCK, SMALLER ENGINE: UPS says it could save fuel by as much as 40% with its lightweight, plastic delivery trucks and smaller engines.

paints are needed, which reduces pollution during the manufacturing process.

The CV-23 boasts 630 cu.-ft. of cargo volume, but weighs in at 1,000 lbs less than a traditional UPS P-70 package vehicle, with a gross vehicle weight of 12,000 lbs. Its light, four-cylinder, 150-hp Isuzu diesel engine is powered by a six-speed Aisin automatic transmission. Other features include six-hole stud pilot wheels with 215/85R16 tires, fold-up shelves, rear roll-up door, LED interior and exterior lighting, a rear spring bumper, molded rubber dock bumpers, prototype mirrors, and molded/replaceable lower body cladding.

"This new package car is not an alternative fuel vehicle. Rather, UPS sees this vehicle as traditionally fueled, with an alternative design for both its engine and chassis," Britt says. "The engine is smaller than a traditional UPS diesel engine and the hope is the smaller engine will sip less fuel during daily operations. This initiative is in tandem with our investments in alternative fuel technologies."

At present, there are five CV-23 vehicles in use as part of the testing phase that wraps up Dec. 31. Each location will examine the truck's performance in a variety of route types and weather conditions. In Lincoln, Neb., the truck will face

some of the roughest back roads in the US. In Albany, N.Y., the CV-23 will tackle tough winter conditions, similar to those it might encounter if used in the Canadian market, while the test truck in Tucson, Ariz. will brave the extreme heat of the desert. The fourth test truck in Flint, Mich. will travel a long urban route near Isuzu headquarters, while the vehicle in Roswell, Ga. will provide easy access for the UPS corporate automotive department.

"Because this vehicle has a diesel engine, the drivetrain is capable of any road and weather conditions," Britt told *Truck News*. "We are testing the vehicle in Albany, N.Y. to see how the body and structure hold up to winter weather. Again, we are still testing these vehicles at this time to find out how they hold up. At this time, we cannot make a claim as to their durability."

Once the testing phase is complete at year's end, UPS will analyze the data. If they have held up to daily wear and tear while achieving 40% better mpg, UPS will consider purchasing a number of these vehicles, according to Britt.

"While UPS experiments with six alternative fuel technologies as part of a 1,900-vehicle alternative fuel fleet, there are still opportunities for greater efficiencies and emissions improvements with traditional vehicles," he told *Truck News*. "The CV-23 may not be an alternative fuel vehicle, but it is the vehicle with the most potential for a large purchase. We know the future is changing, so when the future comes, UPS will be ready. Alternative fuel vehicles are not yet ready to support all of the functions within the transportation industry." □

Yanke to become major tenant at Regina's Global Transportation Hub

REGINA, Sask. – The Global Transportation Hub in Regina got a shot in the arm last month, with Yanke Group of Companies breaking ground on a 40-acre transportation and logistics centre.

Yanke is the first trucking firm to commit to the project and also the first homegrown Saskatchewan company to build there.

Yanke CEO Russell Marcoux took part in a groundbreaking ceremony to announce the beginning of a three-stage development in partnership with the City of Regina. The development will see Yanke and its affiliate AFI Distribution Group spend up to \$20 million to establish a presence at the hub. It expects to ship 400-500 loads per week in and out of the hub.

"Our concept plan for this site involves expansion, the development of new service offerings and greater efficiencies for each of our operating entities," Marcoux said. "The potential and the infrastructure are a great fit for our operations as the major anchor tenants of the GTH have longstanding relationships with Yanke."

Canadian Pacific and Canadian Logistics Services have already committed to the hub, which sits on 2,000 acres.

Yanke says it will build a yard for its intermodal and over-the-road operations, while expanding AFI's services including refrigerated warehousing and transportation. Yanke also plans to build a storage yard for containers to provide a ready, fluid supply for shippers. Additions could include a transload bulk or bagged operation to facilitate the movement of commodities from Saskatchewan as well as a refrigerated warehouse for current customers, Yanke announced. □

Big Freight buys Paramount Storage

WINNIPEG, Man. – In an effort to broaden the scope of its service offerings, Big Freight System has purchased Paramount Storage.

Local media reported the deal covers Paramount's three warehouses encompassing nearly 400,000 sq.-ft., all within a three-block radius in Inkster Industrial Park. Paramount's trucking operation was placed into receivership earlier in the year and the company's former owner Edgar Thiessen passed away, delaying the acquisition, the *Winnipeg Free Press* recently reported.

Big Freight had already been using Paramount's warehouses for third-party freight services, the *Free Press* reports. □

Contrans makes pair of acquisitions

WOODSTOCK, Ont. – Contrans Group has announced it has acquired Aim Transportation Systems, a 15-truck flatbed fleet out of Hamilton as well as oilfield services company TBM Transportation.

Aim's fleet operates about 22 tandem flatbed trailers and will now be run out of Contrans' Hagersville, Ont. terminal, the company announced.

"This tuck-in acquisition complements our leading position in the tandem flatbed market," said Contrans chairman and CEO Stan Dunford. "We like the mid- to long-term prospects for this market. Accordingly, we believe that acquiring additional drivers and hauling capacity as well as expanding our customer base now will create additional long-term shareholder value."

Energy company buys oilfield trucking firm

CALGARY, Alta. – Provident Energy has taken ownership of two-thirds of oilfield hauling fleet Three Star Trucking in a deal worth about \$20 million. Three Star Trucking is based in Alida, Sask. and operates in Saskatchewan, Manitoba and North Dakota hauling crude oil and other oilfield-related liquids.

"The acquisition of this two-thirds interest in Three Star expands Provident's logistics footprint in the Bakken area, one of the most exciting resource plays in

Meanwhile, its acquisition of the pneumatic trucking business of Edmonton, Alta.-based TBM Transportation includes 10 tractors and 21 trailers that will be combined with Tri-Line Carriers LP, a Contrans subsidiary based in Calgary that operates both flatbed and pneumatic tank equipment.

"TBM is a well-established carrier that has been transporting materials to drilling operations in Western Canada," said Dunford. "This operation is particularly attractive to us as we believe that this is a market that has excellent growth prospects. In addition, we expect the new business will complement Tri-Line's tank operation in a way that will improve the utilization of our entire fleet of pneumatic tanks based in western Canada." □

North America, and creates a strong partnership with a highly regarded and growing player in the industry," announced Doug Haughey, president and CEO of Provident Energy.

Three Star Trucking operates 170 tractors and 160 trailers. Provident said the acquisition will also allow it to expand its NGL and diluent logistics services businesses.

The deal is expected to close on or before Oct. 1, and Provident has the option of buying the remainder of the company after three years. □

Mark Dalton: Owner/Operator

The Good Shepherd

By Edo van Belkom

The truck stop outside of Winnipeg was busy for a Thursday afternoon with all kinds of people taking time out from their cross-country treks to eat, grab a coffee, or otherwise take a break from the endless miles of road that stretched out in every direction.

Mark was hauling a trailer full of boxed, pre-assembled furniture to a distributor in Vancouver.

The weather over the next few days was clear and he'd have no trouble making his delivery time three days from now. That meant he could take his time, chat up an older driver or two, the sort who always seemed to have an anecdote or bit of wisdom to share.

While Mark had time on his hands, there were plenty of other drivers who didn't seem to have the luxury, frantically grabbing something to eat and brown-bagging it back to their truck.

There was even a guy who ran everywhere he went within the truck stop, then glanced at his watch every minute or so while he stood in line waiting to get something to eat. Talk about a rat race.

But of all the interesting people coming and going, there was one person in particular that truly caught Mark's eye.

The woman looked to be in her thirties with blonde hair, blue jeans and a backpack that suggested she was on her way to somewhere. But it was the way she stood there, looking left and right and talking to everyone who passed her by, that told Mark she was lost.

When one of the drivers she'd just been talking to took a seat at the table next to Mark's, Mark decided to ask what was going on? He leaned in the man's direction, caught his attention and said, "What is she, lost or something?"

The man smiled and gave half a shrug as he unwrapped his hamburger. "Sort of," he said. "She's looking for a ride to Vancouver."

Mark looked back at the woman. She was too old to be a runaway or backpacking across the country in search of adventure. And her clothes were too clean and fresh for her to be a vagabond or hobo. Maybe she was a lot lizard looking for a new place

to slither, but even if that were true she didn't have the grittiness or desperation that made those women stand out from the crowd. He turned in the man's direction again. "She homeless?"

The man shook his head. "Hardly. According to her she was part of a driving team out of Ontario, but the other driver took off." A slight chuckle. "He gave her money and sent her into the restaurant for coffee, then just drove away."

Mark's jaw hung slack. He never would have guessed that one.

"So, she's without work and without a ride. There's a load waiting for her in Vancouver, if she can get there."

The man looked admiringly at the woman who was still stopping drivers as they passed. "If I wasn't heading in the other direction, I might give her a ride myself, heh." A sigh. "As it is, I'm tempted to double back and make it a four-thousand kilometre round-trip. It ain't often you get to have company as fine as that."

Indeed, thought Mark, eyeing the woman more closely. She looked to be in good shape, with a nice figure and a pretty smile. It didn't make sense that someone would just leave her stranded in the middle of the country. Maybe he could give her a lift.

He was going to Vancouver anyway and taking on a driver and doing it as a team would get him there faster, giving him a couple of days to relax on the coast before taking on his next load.

Even if he didn't let her drive, it would be nice to have some companionship on the long drive west. And, he wasn't proud of himself for thinking it, but you never knew what might happen when a man and a woman got together in a confined space over an extended period of time...he decided to offer her a ride.

He got up from the table, brushed a few crumbs off his shirt and walked over to where the woman's backpack sat on the floor.

"Hi," he said.

"Hello."

"I heard you're looking for a ride to the coast."

"You heard right."



Illustration by Glenn McEvoy

"Well, I'm heading to Vancouver."

"Perfect," she said, picking up her bag.

"You're coming with me, then?" Mark asked, wondering why she wasn't asking questions like...are you married? Do you have any diseases? A criminal record?

He extended his hand. "My name's Mark, by the way."

"Cindy." She took his hand and shook it.

"My truck's out in the lot."

He tried to grab her bag, but she wouldn't let him have it. In the end he smiled awkwardly, let go of the knapsack, and tried to find someplace to put his outstretched hand.

"Uh, this way."

As they neared Mother Load, he could tell she was impressed with the truck from the look on her face.

"That's a nice rig," she said. "It looks like you take good care of it."

"I have to look after it," Mark replied. "It's pretty much my home."

"It should be really comfortable, then."

It is comfortable for one, thought Mark. For two, hopefully it's cozy. When he reached Mother Load, he went to the passenger side and opened the door for her.

"Thanks," she said, smiling.

Mark returned the smile and held the door open.

But before she stepped up into the cab, she stopped and glared at him with suddenly narrowed

eyes.

"Just so we're clear. If you think there might be a chance – any chance – of some hanky panky with me along the way, you can forget about it right now. I'm not that kind of girl."

She looked him up and down, then after a pause, said, "And to be honest, I don't think you're my type."

Mark felt as if he's been hit in the gut with a tire iron.

"Uh...no, of course not," he said, doing his best to look insulted that she would even think that he could think such a thing. She nodded. "Well, alright, then," and climbed into the truck.

Mark just stood there feeling stupid for thinking this girl – this good-looking younger woman – would be interested in him, maybe even physically attracted to him, just because he was giving her a ride to the coast.

Shaking his head as he closed the door, Mark said under his breath. "Well, maybe at the very least we'll have some interesting conversations along the way." □

– Mark Dalton returns next month in Part 2 of *The Good Shepherd*.

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

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TSQ

FERGUS, Ont. – One of the hottest truck shows of the season, the Fergus Truck Show, was back at the Fergus Fairgrounds July 22-24, coming on the tail of some of the hottest weather in the province's history.

Thousands braved the heat to take part in some of the many activities at the show, including live music, tractor pulls and the always popular show'n'shine competition. But what makes the show – which has often made the annual list of the Top 50 Ontario Festivals – a cut above the rest? *Truck News* did a special on-site version of the Truck Stop Question at the 2011 Fergus Truck Show to see what keeps truckers coming back year after year.

For **David Selig**, a driver with Celadon Transport, 2011 marked his first appearance at the show – and it sounds like he'll be back again.

"I am usually away and on the other side of the continent some-



Truck Stop Question *What keeps you coming back to the Fergus Truck Show?*

ADAM LEDLOW



David Selig

where when it's on. It's a nice show with lots of vendors and exhibits. I liked seeing the truck pull in the corner and it's been a nice day. Glad they got nice weather for it this year," he said. "Maybe I might clean up the truck

one year and bring it down (for the show'n'shine competition)."

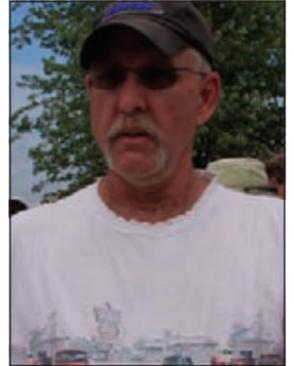


Jeff Logan

Jeff Logan, a driver with Ayr Motor Express in Mississauga, Ont., has been coming to Fergus for the

last 10 years at least and he, his friends and his family like to stay and camp and make a weekend of it.

"We just love coming here, seeing all the people and trucks, seeing the MTO and the OPP; they're doing a wonderful job here," he said at the show. "I came in here this morning and brought two of my boys in and we've been walking around. A wonderful place for the kids. Fergus is a beautiful place and this has been a wonderful place to come and visit."



Randy Paton

For **Randy Paton**, a driver with Gary Mercer Trucking out of Mississauga, Ont., it looks like the 2011 Fergus Truck Show is also going to be his last.

"It costs too much money now. I have two 14-year-old daughters and it cost me \$108 just for them to sit here for the weekend. Why can't they have kids free? It's all about having fun, not making money."

Prior to the price hike, Paton says he used to come for the people, but "I have to work two weeks in a row now to afford to go to the truck show, so who cares about the people anymore?"



Gerb Dykema

Gerb Dykema, a driver with Appleby Transportation in Burlington, Ont., was making his second appearance at the show.

"I just like fancy trucks and all of the chrome and cool stuff on these trucks. I like looking at the owner/operator vehicles," he said. "I'm a company driver and probably won't ever be an owner/operator because I would want one of these fancy rigs and I'd be broke all the time."

Steve Kovacs, a driver with IFS Transport out of Tillbury, Ont., likes to make the trip out to the Fergus Truck Show about once every five years for a little "something different," as well as a chance to take the kids out and make it a family weekend.

"We were looking at some dump trailer stuff there, and a lot of stuff for the kids. It's a pretty good time."

Asked whether he has any plans for taking part in the show'n'shine competition himself: "No, I'm too old for that," says the 20-year veteran of the road. "Too lazy for all of the polishing." □



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