

TRUCK NEWS

January 2012 Volume 32, Issue 1

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



TOP NOTCH SHOP: An artist's rendering of the new \$2-million transportation centre at Bramalea Secondary School.

Brampton high school to launch unique trucking program

First-of-its-kind program comes with \$2-million shop for future technicians

By Adam Ledlow
BRAMPTON, Ont. – For decades now, the education system in North America has been trending towards a change in its approach to learning. Studies have recognized various “learning styles” in students – think visual learners, hands-on learners, etc. – and classrooms across the country have been working to adapt their curriculum to accommodate these styles in new and creative ways. A swell of co-op and apprentice-

ship programs in recent years has signalled a movement away from purely theoretical academics as educators begin to see the value in career-based learning.

Following this vein, a first-of-its-kind program at a Brampton high school may represent the next step in this educational evolution. Bramalea Secondary School's Truck and Coach program, set to hit classrooms in the fall of 2012, meshes a variety of learning modes for students inter-

ested in careers in trucking.

“For so long, education has been vocational or occupational approaches – putting the square peg in the round hole or the round peg in the square hole. That is not

creative,” says Dr. Peter Gibson, vice-principal at Bramalea Secondary School. “When we look at creative education, we need to find out what works for our kids,

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Canada, US sign historic border pact

OTTAWA, Ont. – The new Beyond the Border perimeter security and trade agreement, announced jointly by Canadian Prime Minister Stephen Harper and US President Barack Obama during a press conference Dec. 7, aims to streamline both travel and cross-border business between the two countries, with pilot projects slated to start as soon as April.

The announcement follows the Beyond the Border talks of last February and months of consultations and discussions on trade and security.

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Big-time heavy-haulers

Where only the most rugged trailers will do



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Inside This Issue...

- **Border BS:** Michigan lawmakers have stalled progress towards a second crossing linking Detroit and Windsor. And could the Ambassador Bridge owner be heading to jail? Page 8
- **Business 'ain't bad':** Fleet executives at the OTA convention agreed business isn't that bad compared to the last few years. But what's in store for the future? Pages 22-24
- **Tire talk:** How to avoid roadside service calls in the first place and minimize costs when they're required. Page 57
- **Man and Moose on the Loose:** A trip to the East Coast lands Mark in a hairy situation. Page 60

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CLASS 8 TRUCK SALES TRENDS

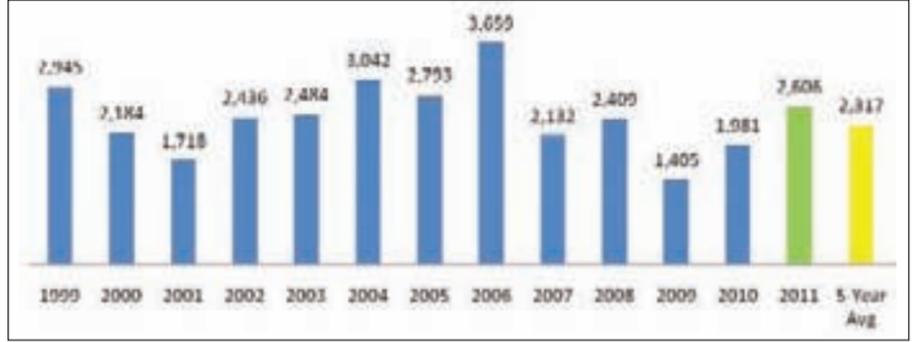
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Monthly Class 8 Sales – Oct 11

Canadian Class 8 truck sales bounced back from a disappointing September with a solid October. The 2,606 Class 8 trucks sold in October far surpassed the monthly totals from last year as well as 2007 to 2009 and from 2000 to 2003. October's sales also surpassed the five-year average. In comparison, the 1,873 trucks sold in September was only better than 2009, 2010 and 2001 and fell below the five-year average for the first time in three months.

OEM	This Month	Last Year
Freightliner	599	630
International	656	458
Kenworth	467	294
Mack	125	98
Peterbilt	301	193
Sterling	0	0
Volvo	332	220
Western Star	126	88
TOTALS	2606	1981

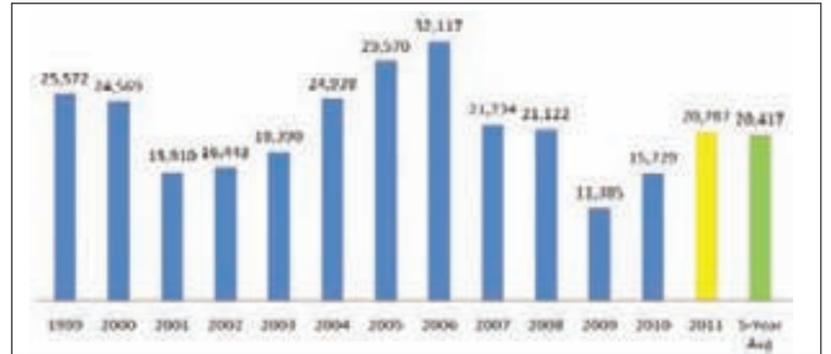
Historical Comparison – Oct 11 Sales



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

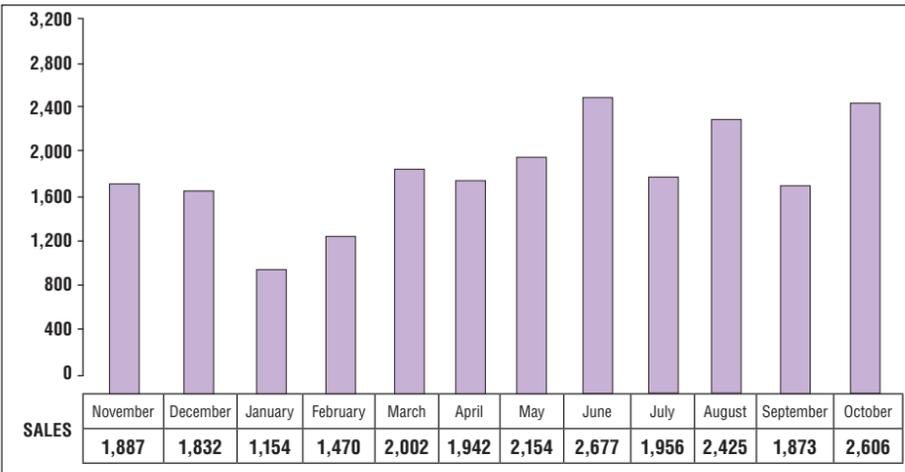
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	311	561	136	274	2,747	842	236	102	0	24	5,232
Kenworth	397	1,584	273	163	721	907	105	0	0	0	4,150
Mack	59	188	106	62	646	199	33	26	0	27	1,346
International	272	699	77	265	1,549	927	232	125	30	65	4,241
Peterbilt	278	691	187	221	461	319	109	24	0	0	2,290
Volvo	167	146	78	218	955	429	114	46	0	6	2,159
Western Star	266	459	61	27	210	217	51	67	0	11	1,369
TOTALS	1,750	4,328	918	1,230	7,289	3,840	879	390	30	133	20,787

Historical Comparison – YTD Oct 11



Despite the economic uncertainty, Class 8 truck sales continue to rebound in 2011 buoyed by years of deferred purchases – one fifth of Canada's Class 8 truck fleet is more than 5 years old. So far the YTD sales totals are significantly better than the sales figures posted in both 2009 and 2010 and also better than the YTD results of 2001, 2002 and 2003. They're not far off the pre-recession sales totals from 2007 and 2008 and are running above the five-year average. Our forecast for 2011 was for Class 8 sales to come in between a low of 23,100 and a high of 24,300 and it appears that will prove accurate.

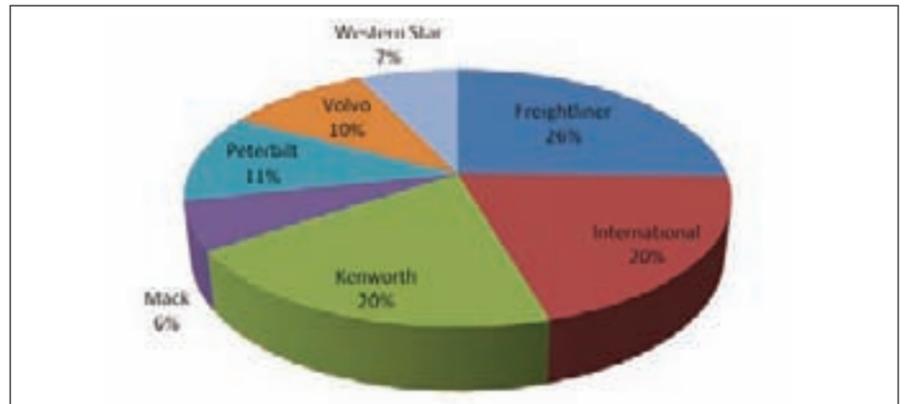
12 – Month Sales Trend



The 2,606 trucks sold in October made for the fifth month this year with sales above 2,000, starting the year's final quarter on a strong note. Sales have also come within less than 200 of achieving that mark on three more months.

Source: Canadian Motor Vehicle Manufacturers Association

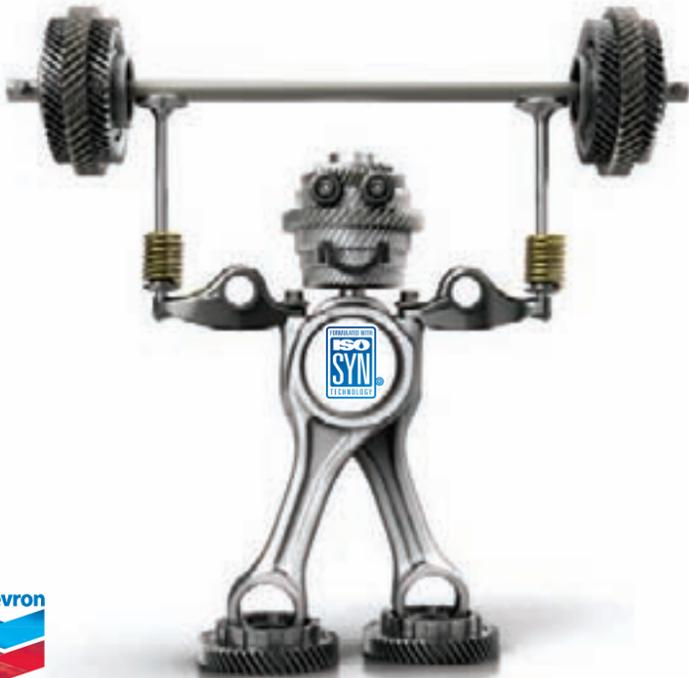
Market Share Class 8 – Oct 11 YTD



With two months left to report, Freightliner continues to hang on to the market share lead in the Canadian Class 8 market, enjoying a commanding 26% market share. International, a former market leader who has adopted different engine emissions technology than the rest of the OEs, is battling it out with Kenworth for second place with International having sold about 100 more trucks YTD. Peterbilt and Volvo are the only other two manufacturers enjoying a 10% or greater share of the Canadian Class 8 market.

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(5) 2001 GREAT DANE 53' TRIDEM HEATERS
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2002 GREAT DANE 53' HIGH CUBE REEFER
 53', Tandem Air Ride, 11 R 22.5 Tires, Red Aluminum Exterior (Can be painted), Swing Doors, Stainless Steel Rear Frame, Aluminum Duct Floor, Kemlite Lined, Carrier Ultima 53 Reefers with under 10,000 hours. Certified.



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The most incredible story no one wants to talk about

It was an incredible story, a real life David vs Goliath. I'm talking about the meal tax lawsuit that a handful of Canadian carriers won against Canada Revenue Agency, resulting in millions of dollars in excise taxes being returned to trucking companies and their owner/operators.

Truck News has been all over this story since the beginning when the lawsuit was first filed, right through to the decision and subsequent issuing of cheques to carriers who filed the claim. It was estimated that as much as \$15 million was being returned to owner/operators, who between the years of 1991 and 2002 ran into the US and were leased to carriers that participated in the claim. In short, the court decision found that trucking companies and owner/operators who purchased fuel in Canada and then consumed it in the US were eligible for excise tax rebates, since the fuel was essentially an exported item, and as such, exempt from federal excise taxes.

That loophole was slammed shut immediately after the initial claim was made, but the court ordered CRA to issue rebates to those carriers and their owner/operators who were involved in the initial lawsuit, which was the bril-



liant brainchild of fuel tax accountant Larry Babins and then steered through the courts by Winnipeg super-lawyer Israel Ludwig, who got rich off the deal and deservedly so, having taken the case on spec.

It's a great story, no? Not so fast. While some of the carriers involved, including test cases Nolan Transport and Bison Transport, have already issued refunds to eligible owner/operators (and set aside the remaining funds in a trust account until they can find the appropriate individuals), I've been hearing more and more from owner/operators whose carriers at the time are refusing to release the funds.

Some are reluctantly agreeing to pay out their owner/operators, after deducting "administration fees" and even "lawyer's fees" (even though Ludwig already took his commission off the top). Then you have the unique case of Highland Transport, which was acquired by TransForce after the claim was made but before

the funds were released by CRA.

Its owner/operators have dug in their heels in an increasingly hostile dispute over the money, which by some accounts (according to the O/Os) TransForce feels entitled to because Highland capped fuel prices and by other accounts TransForce has yet to release simply because it doesn't have the necessary paperwork to figure out who should get what. TransForce itself has not responded to my request for an interview. Neither has Babins, the accountant who initiated the entire claim and is the caretaker of an invaluable, guarded list of carriers involved (right down to the truck number and all the other pertinent information), a list that even CRA would not release to me despite a formal Access to Information request.

(It should be said, Babins has courteously agreed to confirm to any owner/operator whether or not they are eligible for a refund).

Ludwig, the lawyer who represented carriers when they filed the claim against CRA, has been more forthcoming with information, however there's only so much he can divulge, since he is still representing carriers who have had their claims refused as they file their appeals.

So what you have here is what could have been an incredible story, an improbable win for the little guy against the big bad taxman, which has instead deteriorated into one gigantic mess. Let's hope the refunds get passed on to the O/Os they were intended for. We all know the cash means a lot more to them than the conglomerates that to date have withheld it. □

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Money talks

At the start of December, a new study of 34 countries showed that income inequality is at a record high among industrialized nations and that the gap between Canada's rich and poor, although not as bad as in the US, is above the 34-country average.

The OECD research shows that the average income of the top 10% of Canadians in 2008 was \$103,500 - 10 times that of the bottom 10%, who had an average income of \$10,260. Back in the early 1990s the top 10% made only eight times more what the bottom 10% made. The richest 1% of Canadians meanwhile, saw their total share of income rise to 13.3% from 8.1% in 1980. At the same time, the top federal marginal income rates dropped from 43% in 1981 to 29% in 2010 so the richest Canadians got to keep considerably more of their earnings.



Of the 34 countries compared, the US has the fourth worst record and Canada the 12th worst but a September study by the Conference Board of Canada reported that income inequality has been rising faster in Canada than in the US since the mid-1990s.

If you are a professional driver, of course, these numbers are just proof of what your eyes and pocketbook have been showing you for years. It's a sad commentary on the plight of the US motor carrier industry, for example, that drivers make no more today in real terms (taking inflation into account) than they did in 1990. While I don't have comparable figures for Canada to share with you,

Statistics Canada records show that average weekly earnings (all employees, including overtime) in the Canadian for-hire trucking industry in 2001 was \$687. By 2010, despite some of greatest growth years the Canadian economy has ever experienced, weekly earnings had climbed to \$851.

The numbers I've mentioned are not the result of the recent recession; although weekly earnings in Canadian trucking did hit their peak in 2008 they averaged just \$859. Wages in trucking have remained depressed through both good times and bad. It's a mirror into what has been happening in our country overall as income inequality has increased during both recessionary and boom periods and despite employment growth during the boom periods.

Growing income disparity is a concern (among both protesters in the Occupy movement and prominent figures such as Warren Buffett) because a growing wage gap actual-

ly hurts everyone. Countries with greater income inequality tend to see shorter, less sustained periods of economic growth, according to a paper published by the International Monetary Fund this fall.

For trucking, the consequences are even more immediate. We need to ask ourselves why it is that despite high unemployment rates across North America, we still face a driver shortage?

And then shippers, carriers and government must come together to figure out how to make the driving profession an attractive one once again because trucks don't drive themselves and an advanced trading nation such as Canada can't survive without trucking. □

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Did you know?

Which mode will have the highest pricing power?

Canadian purchasers of transportation services expect trucking to have the highest pricing power among all modes next year, our latest *Transportation Buying Trends Survey* reveals. Thirty one per cent of the Canadian shippers and third-party logistics providers answering our survey chose trucking as the mode with the highest pricing power. The next closest mode was courier with 14% of respondents choosing that one as the mode with the most pricing power for 2012. However, any price increases in trucking are not likely to be substantial with 54% of survey respondents expecting an increase

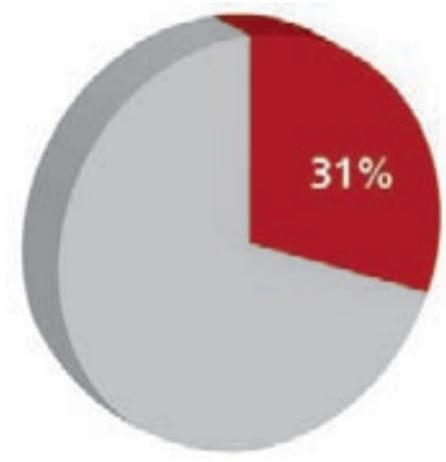
Expected Rate Increases 2012

Size of Increase	% of Respondents
Down 5%+	1%
Down 2-5%	1%
Down 0-2%	2%
Flat	22%
Up 0-2%	26%
Up 2-5%	28%
Up 5%+	6%
Not sure	15%

of less than 5%, exclusive of surcharges. The survey also showed that 34% of transportation buyers expect to increase their use of trucking services next year but the largest proportion (52%) expect their use of the mode to remain

flat with 2011. Shipper perceptions of capacity in the trucking sector is trending closer to balanced. *The Transportation Buying Trends Survey* is conducted annually in partnership with the Canadian Industrial Transportation

% expecting trucking to have highest pricing power 2012



Association and CITT. In 2012, we will be expanding our efforts to include carrier service performance research. □



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IN BRIEF

'Beer Run' video wins online award

TORONTO, Ont. – An episode of Trucknews.com's WebTV show *Transportation Matters* has won a silver award in the Best Video or Multimedia Feature category at the third annual Canadian Online Publishing Awards. The awards, held this year at the Gladstone Hotel in Toronto Oct. 24, are produced by *Masthead*, and recognize excellence in online editorial and innovation by Canadian magazine, newspaper, broadcast and Web site publishers.

The silver-winning episode was "Big Beer Run," which originally aired last winter and chronicled Challenger Motor Freight's 10-day trek across the GTA hauling six massive beer tanks for Molson-Coors. Also nominated in the same category were "Fergus Truck Show 2010" and "Thanks a Million," giving *Transportation Matters* three of the five nominations up for Best Video. The award was *Transportation Matters*' third win at the COPAs, having taken home the top prize in the Best Video category in the award program's first two years. Trucknews.com's other nomination came in the form of executive editor James Menzies' bi-weekly newsletter *Hooked Up* in the Best E-Newsletter category.

Entries were judged in three divisions: the Red Division for custom, religious, and public association Web sites; the Blue Division, for business-to-business, professional association, farm, and scholarly Web sites; and the Green Division for daily and weekly newspapers and sites produced by broadcasters. Trucknews.com competes in the Blue Division.

For more information or to see a complete list of finalists, visit www.canadianonlinepublishingawards.com. □

Bison, Kurtz sign on for weight loss challenge

ALEXANDRIA, Va. – The Truckload Carriers Association (TCA) has selected 11 trucking companies to participate in Trucking's Weight Loss Showdown, a competition with prize incentives for the fleet and individual who achieve the greatest percentages of weight loss. Among the group are two Canadian fleets: Bison Transport of Winnipeg, Man. and Brian Kurtz Trucking of Breslau, Ont.

Beginning Jan. 24, the Showdown is scheduled to last 10 weeks and will be managed for TCA by Lindora Clin-

ic, a personalized weight management company. It will stress a low-carbohydrate, low-fat, moderate protein menu plan coupled with exercise, nutrition education, and lifestyle changes.

Part way through the Showdown, each team's profile and progress will be shared with attendees of TCA's Annual Convention, to be held March 4-7, at the Gaylord Palms in Kissimmee, Fla. The winners – both fleet and individual – will be announced in May at TCA's Safety and Security Division Annual Meeting. □

New truck show coming to Ottawa

OTTAWA, Ont. – A new trucking trade show is coming to the nation's capital, developed by the founder of the original Convoy for a Cure.

Rachele Champagne says she has secured space at the soon-to-open CE Centre in Ottawa for the dates of Sept. 20-22, 2012 and will host a trucking trade show that will also serve as the end point for next year's Convoy for a Cure event.

She says preliminary discussions with exhibitors have been encouraging. The show will be called the Capital Truck Show and now has a Web site.

"Hopefully we'll fill that place right up," she said of the new facility, which offers 150,000 sq.-ft. of exhibit space. "This event is the first of its kind, there are no truck shows in Ottawa."

Champagne says her experience in running the Convoy for a Cure will be beneficial when organizing her first truck show. She plans to step back and allow her partners to run next year's Convoy, while she focuses her attention on the truck show.

"Right now, my whole world is this truck show," she said. "I'm putting all my energy into this, it's going to be unbelievable."

Champagne told *Truck News* a contract has been signed with the venue and now she'll turn her attention towards finding exhibitors. For more information, including exhibit space pricing, visit www.CapitalTruckShow.ca. □

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BORDER

Work begins on new border highway, but bridge still needs approval

By Ron Stang

WINDSOR, Ont. – Construction began in earnest in November on the new \$1.4-billion Windsor-Essex Parkway, or as the rest of the province will know it, the continuation of Hwy. 401 to the border with Detroit.

A great swath of clear-cut muddy land, with piles of timber, black canvas snake fencing (to literally prevent snakes from entering the site), and construction crews with excavators, are now fully engaged along the 11-km route.

Up to now, truckers entering the city on their way to the existing Ambassador Bridge may have wondered why so much of the property alongside Talbot Rd. and Huron Church Rd. (Hwy. 3) seemed forlorn with abandoned buildings.

Now it is becoming evident that

a major new roadway, which the province has called “the most significant, single highway investment in Ontario’s history,” is well under construction with completion set for 2014.

Over the next several months and years, Parkway officials say that, despite the enormity of the project, there should be no interruption in traffic along the current border route. Two lanes will be maintained in each direction. But traffic could be reduced to one lane during late night hours. Cindy Prince, spokeswoman for Parkway Infrastructure Constructors (PIC), which is overseeing construction, says managing traffic “may be the most challenging part of this project.”

In fact, not only is a new six-lane controlled access, mostly sunken freeway being built, but the cur-

rent road from the end of Hwy. 401 to the E. C. Row Expressway – a couple of kilometres from the Ambassador Bridge – will be replaced by an entirely new four-lane highway.

Next up will be the construction of temporary diversion roads around various bridge and tunnel projects. Prince likens these to “an artery bypass” – slight loops that will be “the same standard of the existing road.”

Once completed, the new four-lane service road will have access limited to several intersections, as opposed to the various private driveways and municipal roads that intersect the current route. But there will still be access north of the E.C. Row for vehicles to enter the central city as well as the existing Ambassador Bridge.

A few cynics have dubbed the

new Parkway the “road to nowhere.” That’s because it’s being constructed with no agreement in place to build a connecting bridge between Windsor and Detroit.

The bridge has the backing of Ottawa and Ontario as well as the US government. The one stumbling block is Michigan. The state Senate has held up a bill to approve funding for the project. After months of deliberations – including whether to proceed with a \$550-million upfront offer from Canada to kick-start the project – a Senate committee defeated the bill in October.

While Senate Republicans were skeptical that taxpayers would not be on the hook for bridge costs, Democrats abstained from the vote because they said the project did not guarantee sufficient community benefits.

That seems to have brought the effort to build the bridge – known as the Detroit River International Crossing (DRIC) or, in Michigan, the New International Trade Crossing (NITC) – to a halt.

But within weeks Governor Rick Snyder, a Republican and champion of the project, told an international relations conference in Ottawa he would press forward, expecting to get the project underway in “months, not years.”

Ontario Trucking Association senior vice-president Stephen Laskowski also remains optimistic. He expects the project to go forward, saying supporters outnumber opponents and that “reason and common sense will eventually prevail.”

Meanwhile the owners of the Ambassador Bridge continue to pursue their own vision for a new six-lane span. They have been waging a public relations campaign against the DRIC/NITC bridge. This has included a \$5-million TV ad campaign arguing the company could build a new bridge at no cost to taxpayers.

The company has been accused of buying support of local, state and federal politicians through as much as \$1.8 million in political campaign contributions. But at a public forum in late November, Ambassador president Dan Stamper said this was perfectly legal. “The investment of our private money in the political system is something we are proud of,” he said.

But the company, which has already built access ramps to the proposed new structure, has been stymied by Canadian and US regulatory authorities over issues related to property acquisition, zoning and environmental safeguards.

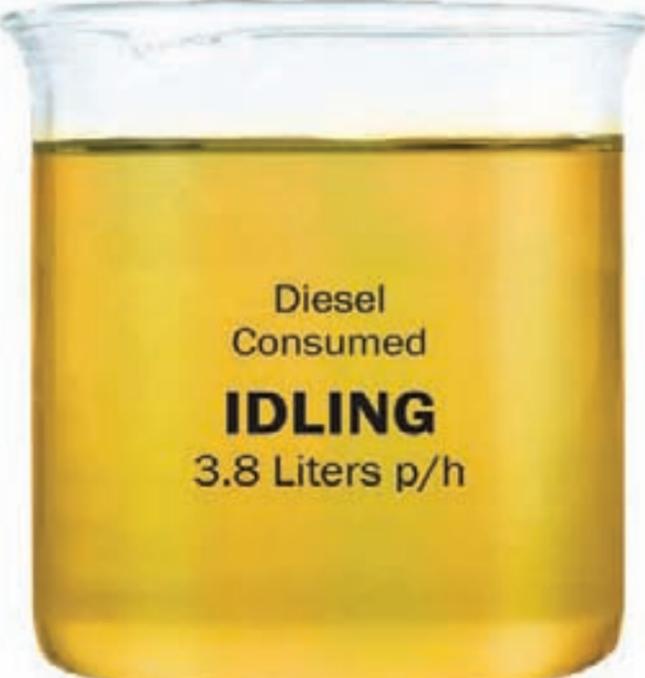
On another matter, in January, Ambassador Bridge owner Manuel (Matty) Maroun could face jail time at a sentencing hearing after his company was found in contempt of a Detroit judge’s order to complete its share of construction of the \$230-million Gateway project, a reconfiguration of the existing bridge plaza, including a new truck ramp, to Interstates 75 and 96.

Currently, trucks, after clearing Customs, are awkwardly directed onto congested Fort Street before heading to freeways. □

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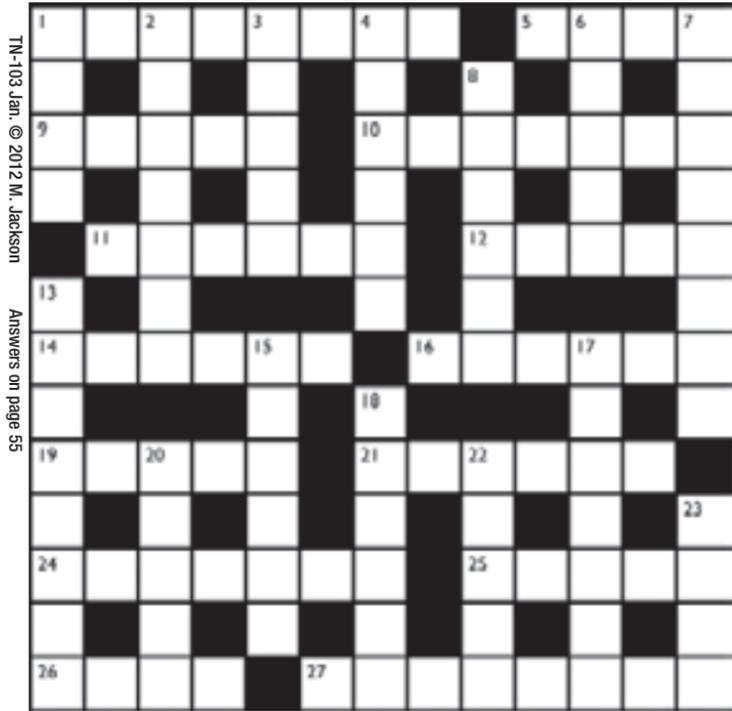
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duty flat alum floor, verta-track, overhead rear door.

THIS MONTH'S CROSSWORD PUZZLE



TN-103 Jan. © 2012 M. Jackson

Answers on page 55

Across

- 1. Under-trailer feature, frequently (4,4)
- 5. Or best reasonable offer, in truck-ad (1,1,1,1)
- 9. Streets, boulevards, etc.
- 10. Pneumatic-suspension brand (3,4)
- 11. Haul goods into Canada
- 12. Add some coolant or oil (3,2)
- 14. Replace the asphalt
- 16. Roadside weigh stations
- 19. Toll-booth basket fodder
- 21. Driver's-seat feature, ____ support
- 24. Etobicoke, ON-based trucking company
- 25. '80s street-side-diner TV series
- 26. Cargo-terminal vehicle, ____ tractor
- 27. Reflective safety-warning shape

Down

- 1. Empty trailer or container weight
- 2. Easy-to-open, hard-to-close item (4,3)
- 3. Hazzard County smokey Coltrane
- 4. Rolls along in neutral
- 6. Goodyear's airborne icon
- 7. Structure spanning Trans-Canada Highway
- 8. Winter ice-road location
- 13. '12-'77 NY-made truck with Huskie emblem
- 15. '99-'06 Mack model
- 17. Freight-terminal activity
- 18. Objects in mirror are ____ than they appear
- 20. Truck-stop rule breaker, sometimes
- 22. Topless-touring Mazda
- 23. Slangy name for PACCAR truck

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BORDER

Thinning the Canada/US border

Continued from page 1

Both countries, which have already been working together closely on security, retain the power to allow people and products into and out of the country.

During the press conference, Prime Minister Harper discussed the sharing of information about

who enters and exits the country, and said that Canada will also adopt two US screening measures over the next four years: an electronic travel authorization for visitors who don't need visas to travel to Canada, and a system to deny boarding to inadmissible passengers before they get on a plane.

The border security deal will also reduce duplication, said President Obama. Lack of harmonization in inspections and unaligned regulations are estimated to cost as much as \$16 billion a year, officials said.

Highlights of the Beyond the Border deal affecting commercial transportation providers include the following:

Faster border crossings with commercial traffic getting more dedicated lanes and technology; wait times measured and posted ahead

of border crossings; the agreement expands on programs to speed up border crossings for frequent and trusted traders, clearing cargo at the first port of entry; and companies will have a "single window" to submit data required by government for shipments. The cargo clearance pilot project will start in

Montreal and Prince Rupert, B.C. by 2013.

Consumer health products that have already been approved in the US could be approved faster in Can-

ada, with regulatory bodies sharing information and adjusting labelling standards to make it easier to market a product in both countries.

Under the agreement, border and law enforcement efforts will be more integrated, starting with a radio system that will work on both sides of the border, all the way up to integrated criminal and intelligence investigations. The two countries will also conduct joint investigations to target security threats.

The two countries have also agreed to set up emergency management plans, as well as guidelines on who and what gets to cross the border first following major emergencies like terrorist attacks or natural disasters. They will also look at programs to strengthen cross-border critical infrastructure.

The new border plan prompted a torrent of reactions from across the transportation industry.

The Canadian Trucking Alliance called the deal "a historic achievement that brings the Canada/US border into the 21st century."

"This is a great day for the trucking industry and the trade community in both countries," said David Bradley, president of the 4,500-member company trucking alliance.

Trucks are the major mode of transborder freight transport between the world's largest bilateral trading partners, said the CTA. As such, the CTA was involved in consultations with both agencies responsible for drafting the Action Plan – the Beyond the Border Working Group and the Canada-US Regulatory Cooperation Council – proposing a number of doable measures the Alliance felt would improve trade facilitation and reduce unnecessary regulatory barriers, said the CTA in a release.

The Alliance said it also welcomed the Perimeter Action Plan's mutual recognition of the two main "trusted trader" risk assessment programs – the U.S. Customs-Trade Partnership Against Terrorism (C-TPAT) and the Canada Border Services Agency's Partners In Protection (PIP), because it had been "urging greater flexibility in how each program determined carrier and shipper access to FAST lanes into Canada." Currently, companies must apply to both programs separately, despite the fact that the information required is identical.

The Canadian Chamber of Com-

'This is a great day for the trucking industry and the trade community in both countries,'

David Bradley, CTA

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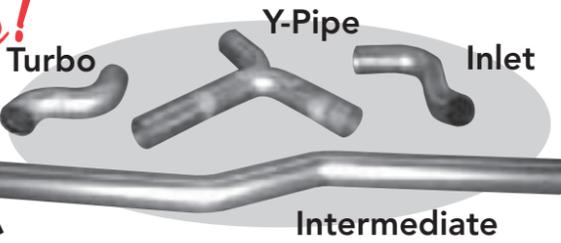
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merce praised the plan's focus on decreasing border delays and duplicative inspections for businesses.

"Christmas came a little early this year," Chamber officials quipped, saying the plan should "provide enormous benefits to citizens and businesses in both our

countries that have been affected by a border that's become so much costlier, thicker and stickier in the last decade.

"By pushing our borders out and obtaining much better information on people and cargo before they have arrived on our

shores, we will be able to do a much better job of intercepting threats long before they reach the Canada/US border," the Chamber said in a release. "And by taking low-risk travellers and cargo out of the line, we can target our limited security resources where

the risks are highest and speed up the border-crossing process for everybody."

The Canadian Manufacturers and Exporters (CME) says the new deal could save Canadian companies between \$15 billion and \$30

Continued on page 12



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BORDER

Canada/US border pact greeted with mostly positive reaction

Continued from page 11

billion a year, while dramatically reducing the “wall of data” separating Canada and the US.

“This announcement is not about a common border; it is about an integrated economy and our shared vision for good jobs, increased investment and a higher standard of living,” said CME president and CEO Jayson Myers. “Canada and the United States do more than just trade with one another. We build things together. We innovate together. And now we must work together to create a collective future that puts manufacturers and citizens alike in the fast lane to prosperity.”

But Myers warns that much more work must be done to ensure the plan is fully implemented.

“The economic benefits of this strategy are more significant than most free trade agreements, and should signal that manufacturing is alive and well in North America,” Myers said. “Complacency, however, is not an option. Government has laid the framework and now businesses must lead the way in turning a good idea into action and bottom-line results.”

However, not everyone is convinced the new border plan will be easy to implement.

According to Christian Leuprecht, Queen’s University security expert and researcher with the Queen’s Institute of Intergovern-

mental Relations, “Talking about the border is a lot easier than actually doing something about (it)... People consistently underestimate just how difficult it is to find common ground on matters so complex as information sharing and overcoming legislative constraints such as different privacy regulations.”

He added: “In effect, a comprehensive deal would mean harmonizing visa and refugee policies, passing legislation to enable authorities from one country to enforce some law on the other country’s sovereign territory, share information on everything from people exiting the continent to overstays and deportees, and realize that the Mexican border now effectively becomes Canada’s southern land border.”

And the Liberals say the border deal, which was negotiated by the Conservatives, “doesn’t appear to address any of the irritants which have plagued Canada/US relations,” with Liberal leader Bob Rae reducing the plan to a “photo-op” for Prime Minister Harper.

“While we are all in agreement that an efficient border and the free flow of goods and people between Canada and the United States must be a key priority for the federal government, this deal doesn’t offer any real measures, and depends entirely on the availability of funding, which to date neither country has committed,”

Rae said.

Rae said the border deal fails to address a variety of fundamental issues, including the reduction of bottlenecks and congestion at the border and improved border infrastructure; the affects of the “Buy American” provisions, which severely limit access for Canadian companies and small businesses to US markets; and the ending of “trade harassment.”

Rae also accused the Conser-

vatives of negotiating the deal “in secret” and noted it could have a “significant” impact on the privacy rights of Canadians.

“Canadians are rightly concerned about what could be hiding in the fine print of the Conservative border deal,” Rae said. “Liberals will continue to press the government for answers, and push for solutions that will genuinely improve cross border trade and travel.” □

ATA supports cell phone ban

ARLINGTON, Va. – The American Trucking Associations has announced its support for the final rule issued by the Department of Transportation and Federal Motor Carrier Safety Administration to ban the use of handheld cell phones by commercial truck and bus drivers. The law includes fines of up to \$2,700 for violators and up to \$11,000 for companies that allow their drivers to use handheld cell phones while driving.

“ATA has been vocal in its support of Transportation Secretary LaHood’s quest to combat distracted driving and this is another appropriate step toward achieving that goal,” ATA president and CEO Bill Graves said. “Studies have shown that actions like texting and dialling a phone can greatly increase crash risk, so by taking steps to curb these behaviours hold great promise to improve highway safety.”

“ATA’s progressive safety agenda includes support for bans on texting and using handheld cell phones for all drivers. While the federal government cannot enact such bans for drivers of passenger vehicles, ATA urges all states to follow the lead of DOT and FMCSA and take steps to ban these dangerous activities for all drivers,” Graves said. “It is fitting that this rule was announced today as millions of Americans head out to spend Thanksgiving with their loved ones, and hundreds of thousands of America’s truck drivers are on the roads delivering the food, gifts and trimmings of the upcoming holiday season. We urge all drivers, whether it is illegal or not, to put down their phones while on the road so this can be a safe and happy holiday for all of us.” □

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Canadian, US economies not so bad, leading economist says

The US is experiencing a 'manufacturing renaissance' and wages are holding steady

By James Menzies
TORONTO, Ont. – Despite a steady stream of apocalyptic media reports on the economy, the US is actually experiencing a manufacturing renaissance, wages are holding steady and Canadians have hoarded away an unprecedented amount of cash. Those were some of the surprising revelations shared by Benjamin Tal, managing director and deputy chief economist with CIBC World Markets when addressing the Toronto Trucking Association in mid-November.

While Tal admitted there is still much uncertainty surrounding the North American and global economies, he suggested the economy today is nothing like it was in the months leading up to the 'Great Recession' of 2008.

"It's very tempting to compare the situation (today) to 2008; very tempting but wrong," Tal said. "In 2008, we had a situation in which the financial market meltdown led to the recession. Today, we are talking about recessionary fears leading to difficulties in the market. It's a big difference."

Tal doesn't expect the North American economy to plunge back into recession, and he said when you look at the numbers, there are reasons for optimism. For one, US manufacturing has posted 25 consecutive months of growth thanks to consumers in emerging economies who are now hungry for quality, brand name American goods.

"I'm talking about the Y Generation in China, 200 million young Chinese people who have never experienced poverty in their lives. Their propensity to consume is higher than the average American teenager and what they want is not junk; the junk they send to us. What they want is quality products and brand names," Tal said. "For the first time, American and Canadian manufacturers can compete in this space because the competition is not on price, it's based on quality and brand name and that's why we see this renaissance of US exports."

Tal said American exports to emerging markets are increasing by 22% a year and stealing market share from Germany, which used to dominate the export market to emerging nations.

"Years from now when the fog clears, we will see American and Canadian manufacturing sectors that are smaller, leaner but much more dynamic and more profitable...that's the future," Tal suggested.

So if US manufacturing is on the rise, why is the country seemingly unable to improve its dismal unemployment rate? Tal said most of the expansion seen from US manufacturers has been driven by capital spending rather than job creation.

He also said two-thirds of all

jobs lost in the recession were from the construction and manufacturing sectors and those displaced workers don't have the skill sets required to transition to office work where there remains a demand for workers.

"I see a significant skill mismatch between what is needed and what is available," he noted, adding "the bargaining power of the existing labour force in the

'Years from now when the fog clears, we will see American and Canadian manufacturing sectors that are smaller, leaner but much more dynamic and more profitable,'

Benjamin Tal, CIBC World Markets

US is surprisingly high."

Tal pointed to a 'Real Hourly Wage Index' that showed wages remained steady for those who kept their jobs, marking the first ever recession in which wages didn't decrease.

On the US housing front, Tal isn't expecting to see a recovery for at least another year. He said there are 12.5 million US homes in a negative equity position and owners will continue to walk away from their mortgages. Having recently compared the US housing market today to where it stood 12 months ago, Tal said "nothing has changed."

The US consumer also has a role to play in an economic recovery, and for the most part they are sitting on their wallets, Tal said.

"We used to joke about American consumers; when they're happy they spend and when they're depressed they spend even more," Tal joked. "This American consumer is deleveraging like never before."

Tal said American consumers are saving more than they're spending, which may prolong the economic recovery but will put the average consumer on steadier ground and better able to weather the next recession.

However, thrifty consumers are throwing a monkey wrench into the plans of American bankers trying to kickstart their economy by tempting consumers with low-interest loans. And Tal explained while the Federal Reserve is making plenty of money available to banks to lend, banks are looking at the default rates and saying 'no thanks.'

As a result, Federal Reserve balances are exceedingly high and there's very little money changing hands, meaning the Obama Administration is unable to use monetary policy to drive consumer spending.

Tal said further stimulus spending in the US may provide a temporary boost, but it's not a long-term answer to the nation's economic woes. A true recovery

will have to be driven by the private sector, Tal suggested.

Looking at Europe, an equally troubled part of the world, Tal said Greece will default on its debt but the repercussions of Italy going broke would be far more serious. Therefore, he expects Italy will be bailed out by the European Central Bank as it buys up Italian bonds to prevent it from defaulting.

China's growth is slowing as well, but it's a controlled slowdown, Tal said. He said China is buckling down to control inflation. But while China has the



BENJAMIN TAL

ment will not be a major force of economic growth," Tal warned. "In fact, it may be a negative force, so we have to replace it."

Private business spending accounts for only 12% of the Canadian economy with the consumer making up the remaining 50% or so. But Tal said Canadian consumers are also buckling down. In fact, Tal said Canadians are sitting on an unprecedented amount of cash, about \$135 billion which is just sitting on the sidelines.

"This is conservative money that's not looking for adventure," Tal said.

Despite having unprecedented savings, Canadians still have a debt-to-income ratio that hovers around 149%. In the US it was at about 150% when the housing collapse occurred. But Tal isn't expecting a collapse on this side of the border. He said the two pre-conditions that could trigger a US-type housing collapse – skyrocketing interest rates and a subprime mortgage scenario – do not, or will not exist here.

Less than 5% of Canadians fall into a risky category with a debt service ratio of more than 40% and an equity position of less than 20%; in the US a third of homeowners fell into this category.

"My guess is the housing market in Canada over the next two to three years will stagnate," Tal predicted. He also suggested the Bank of Canada will not repeat past mistakes and hike interest rates amid such economic uncertainty, as it did in the early 90s, sparking a housing crisis. □

Rising costs to mute profits for transportation sector, report warns

OTTAWA, Ont. – Rising labour and operating costs will lower profits to less than \$5 billion for the transportation and warehousing sectors this year, according to the Canadian Industrial Profile's Autumn 2011 report.

The report is published by The Conference Board of Canada in association with the Business Development Bank of Canada (BDC). It provides a five-year (2011-2015) production, revenue, cost and profitability forecast for six industries each quarter.

The report noted that while the industry as a whole has recovered from the recession, the rebound varies among the different modes of transport. The trucking, air transportation and rail segments have posted strong growth, and the pipeline transportation segment is forecast to record its first increase in output in five years. However, the ongoing economic weakness in the US is limiting demand for water transportation services.

"Several industries profiled in this outlook have recovered from the 2008-09 recession. But the prospects for continued growth are muted because of weak consumer and business confidence, as well as high household debt levels," said Michael Burt, associate director of industrial economic trends. You can find the report at www.conferenceboard.ca. □

Snowball fight!

Everyone agrees a snow removal system is needed at the Port of Halifax, but who should pay for it?

By Carroll McCormick

HALIFAX, N.S. – From the safety of their snow forts, the Port of Halifax and terminal operators Halterm and Ceres have so far successfully defended their positions that they ain't payin' for equipment that will let drivers safely clean the snow off containers before leaving the port.

At least that is what the Atlantic Provinces Trucking Association (APTA) and some others are saying. The port people are keeping their heads down. Curious to know where the Port Authority sat on the issue, I asked: "I would like to know whether the Port of Halifax, as the landlord, has a position on the issue of whether snow removal structures should be installed at the Ceres and Halterm terminals, and with whom the responsibility lies for paying for it."

Corporate communications replied: "I understand that the terminals and the truck operators have been in discussions on this issue."

I sent notes to the bosses at Halterm and Ceres: "Would you share your view with me on who should be

responsible for the cost of installing and maintaining such a structure, either a scaffolding and catwalk or a machine that clears snow automatically?" There was no sharing.

APTA executive director Jean-Marc Picard was more forthcoming.

"This has been an issue for years but we met with each terminal last year and it's basically discussed each winter but nothing is ever moved beyond the discussion stage. The Port of Halifax said it was the terminals' responsibility. They agree, but they don't want to pay for it. They want APTA to pay for it." (The legal responsibility for clearing snow, according to carriers and the RCMP, lies with the drivers).

In fact, Picard adds, "Halterm and Ceres made a proposal to APTA last March to install (snow removal equipment) but they wanted us to pay for the equipment. We didn't think their proposal was worth responding to."

Picard figures it's the port's turn to pick up the bill. "The province has invested in this equipment at their scales, carriers have invested



WANTED: A snow removal device such as this one is badly needed at the Port of Halifax, but nobody seems eager to pay for the system.

at their terminals, CN has one at the port, so why won't the Port of Halifax invest in one?"

(CN also paid for snow removal equipment at its intermodal terminals in Moncton, Montreal and Toronto that scrape snow off trailer roofs).

In 2007 the province's then-named Department of Transportation and Public Works put its money where its mouth was and installed two Scraper Systems snow scrapers at weigh scales in Amherst, at the border and Kelly Lake, just short of the airport. These units have a rubber-edged blade that scrapes snow off a trailer roof as the truck drives under it. Rob Ritcey, managing partner with Dartmouth-based Denex Industrial, which sells the snow scrapers, puts the installed

cost at about \$25,000, depending on how much dynamite it takes to blast holes in the Halifax bedrock for the uprights.

Carriers want something like this at the port. Even Oceanex, whose container ship *Oceanex Sanderling* calls at Halterm, wants one.

"Our safety department is talking to Halterm right now about the matter and we are awaiting a response. We have asked them to put something in place. It is not a cost issue. It is a safety issue," says Glenn Etchegary, vice-president, operations, Oceanex.

Etchegary notes that Oceanex's other ports of call – Cornerbrook, St. John's, and the Bickerdyke Pier in Montreal – provide snow removal services. So do all the tenants else-

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Port truckers want a solution

Continued from page 14

where at the Port of Montreal. Back in Halifax, meanwhile, carriers will hobble along as best they can until this is resolved.

"In this situation, all we can do is be proactive. We don't let our drivers clean the trailers. We have a contractor who comes over (to the port) and removes the snow off our trailers," says John Cotterill, manager of safety and driver services, Clarke Road Transport.

Drivers leaving the port with snow-covered containers are liable to fines. Those heading onto the MacKay Bridge that connects Halifax to Dartmouth run the risk of being turned back.

One curious option that crane operators sometimes offer, according to Cotterill and Mike Berrigan, owner, Guysborough Transfer in Dartmouth, is to dangle a container

at just the right height so a truck can pass under it to peel off the snow. Cotterill's take on this technique is a cool understatement: "Make sense?"

What is Cotterill's prognosis of the situation? "Probably the only way we will get meaningful discussions with the Port of Halifax is to have someone from Transportation and Infrastructure Renewal or Halifax Regional Municipality come to a meeting and say that this is also a shipper's responsibility."

Ritcey, who told a somewhat slapstick story about snow coming off a trailer and smashing the windshield of a half-tonne and then a CBC van getting whacked by snow flying off another trailer as it raced to the scene of the first incident, might have the game pegged: "Someone is going to have to die." □

In Memoriam: Charles Cooley

By James Menzies

NEW GLASGOW, N.S. – Charles Cooley, a beloved trucking pioneer and innovator, was laid to rest Oct. 27 after a battle with Alzheimer's disease. Cooley launched his trucking career in his mid-20s, as one of the first drivers hired by George and Gloria Holmes when they founded G.W. Holmes Trucking in New Glasgow, N.S. Several years later, George passed away, leaving Cooley in a lurch.

"Charlie had a young family and wondered if he should look for work elsewhere," recalled niece Jen Reimer. "He turned to (his wife) Marion and asked her what he should do; stay and try to help Gloria build the company, or find another job. She replied 'Charles, it's your decision,' and so he set out to help Gloria build G.W. Holmes into the big steel haulers they became known as, all over the Maritimes."



CHARLES COOLEY

Cooley had a mechanical mind, which he inherited from his father Charles Sr. Cooley's nephew Wayne Walker recalled the story of Cooley's dad fixing the big diesel engine on a German ship that had been pulled ashore in 1939, despite having never seen a large diesel marine engine. Later, when Cooley's father lost his eyesight, Walker said he handed him the parts of a disassembled six-cylinder engine from a 1952 Chevy and watched in awe as he rebuilt it, literally blind.

Cooley himself owned a number of trucks, and was partial to Hayes and Western Star trucks that were built in Canada. He purchased glider kits and assembled them himself, including installation of a 335 Cummins that would power his Western Star for many years.

Cooley's family claims Charles was the first in the region to design a steer axle pole trailer, used to haul oversized bridge beams that were as long as 160 feet and weighed 65 tonnes.

"We remember Charlie and his mechanic 'Cannonball' taking the bogeys off a tandem trailer and putting their own steering axle on the unit," Reimer recalled. "Charlie's son Ray drove the newly designed steering 'jeep' that could negotiate tight corners that others couldn't, especially in the narrow streets and alleys of Halifax."

Under Cooley's guidance, G.W. Holmes became known for its specialized haulage of oversized loads. In the 1970s, some jobs required Cooley to back 160-ft. bridge beams down a mile-long, narrow dirt road, so they could be loaded onto a barge and floated across the river.

"In those days, this was nothing short of a miracle and a task that few others could accomplish or even attempt," Reimer said.

Cooley is also remembered for his human touch.

"He had such great listening skills," Walker said. "He was such a friendly guy, he knew everybody and talked to everybody."

Believing you couldn't work on an empty stomach, Cooley was known for handing lunch money to his drivers before they headed out on a delivery. He carried himself well. Walker recalled, "He was one of those guys who, even in work clothes, looked sharp all the time."

Cooley instilled in his children and other offspring a passion for trucking. By the late 1980s, he had 19 sons and nephews who carried an A/Z licence. "And every one of those men are career truckers today," Reimer said.

Cooley's popularity in the region was evident at his funeral, with hundreds of guests lining up outside the Howard Angus Funeral Home in New Glasgow to pay their respects. He was 79. □

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ONTARIO

Can you afford *not* to address sleep apnea?

Lawyer says the cost of ignoring the issue could be much greater than that of implementing a treatment program

By James Menzies

TORONTO, Ont. – Consider the life of a sleep apnea-stricken professional truck driver: Four hours of driving followed by a two-hour nap, then another four hours of driving and another nap. Worse, home time that is literally slept away with no sense of restoration before heading back out on the road.

That was the reality for Kenneth Armstrong, a professional driver with Swift Transport, who was a guest at the Ontario Trucking Association's

annual convention where the increasingly common sleep disorder was once again discussed. Obstructive sleep apnea (OSA), as most are by now aware, is a condition in which an individual's airway partially closes while sleeping, preventing sufficient oxygen from reaching the brain and the sufferer from attaining any meaningful, restorative sleep. The effects are compounded over time, potentially leading to other ailments including high blood pressure, heightened risk of heart attack and stroke and a host of other life-endangering afflictions.

"Essentially, the longer your body goes without that oxygen-rich blood, it puts tremendous strain on the heart," explained Tom DiSalvi, director of safety and loss prevention with Schneider National.

But back to Armstrong, a self-described "success story" in dealing with sleep apnea: As he has found, sleep apnea is not necessarily a sentence to lifelong fatigue. The condition is entirely treatable, usually through CPAP (Continuous Positive Airway Pressure) therapy, and the treatment can be life altering.

"It changed my life," Armstrong said of his diagnosis and treatment. "It's a quality of life issue for my family and a productivity issue for fleet managers and company owners...I want to encourage all of you in the audience today, that this is something you need to look at. It's going to affect the lives of a lot of people who have it. I'm a better, safer, more focused driver. I'm more alert. My lane control is much improved over when I was not treated. There are just so many positives that come out of it."

Those positives extend to the carrier Armstrong works for as well. Not only is he a safer, more productive driver, but his employer is also likely to see a significant reduction in health care costs as a result of his treatment. DiSalvi shared results from a pilot project Schneider National conducted, and the cost savings when implementing a sleep apnea screening and treatment program were staggering.

The pilot project compared the before and after performance of 339 Schneider drivers over a 24-month period (one year prior to and after beginning treatment). Schneider found preventable crashes among the pilot group declined 30%, the median cost of crashes dropped 48%, the driver retention rate among these drivers improved by 60% and health care savings totaled \$539 per driver, per month. The findings caught the company's attention and it expanded the study to include 788 drivers, with similar results.

The company has since rolled its sleep apnea program out to its entire fleet and estimates a payback of \$15.7 million per year. DiSalvi said about 2,000 of Schneider's 14,000 drivers

Continued on page 21



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ONTARIO

OTA creating sleep apnea program

Continued from page 18

suffer from sleep apnea and now, all new hires are screened.

Schneider partnered with Precision Pulmonary Diagnostics (PPD) to develop a screening and treatment program customized to the realities of the long-haul trucking lifestyle, including allowing drivers to take part in a sleep study in their own truck cabs or to stop in at strategically located sleep centres near Schneider's own facilities. The carrier operates 26 of its own clinics and can now diagnose and begin treatment on a driver even while he or she is under load.

PPD conducts the screening and then tracks CPAP usage to ensure drivers with the condition are using the devices. Eventually, the fleet hopes it will be able to collect CPAP usage data and transmit it back to head office using its existing Qualcomm satellite communications platform.

While that type of oversight may induce fears of privacy violation and human rights lawsuits, Rhonda Shirreff of Canadian law firm Heenan Blaikie, said the risk of not implementing a sleep apnea program is far greater than doing so – especially when awareness of the condition has increased so significantly. She said there is nothing within human rights or privacy laws – or collective bargaining agreements – that can be used to derail the implementation of a sleep apnea program involving mandatory treatment.

“There are no legal barriers under human rights, privacy legislation or labour law in Canada that would prohibit you from taking a proactive approach before an accident occurs,” she said. “It’s probably the only time a lawyer will tell you ‘Yes, you can do that.’”

Not only can, but should. Shirreff said if a driver with sleep apnea causes an accident, the trucking company owner and directors can be held civilly and criminally responsible.

“Given the increase in awareness within your industry, it is entirely plausible that an employer who fails to take reasonable steps to address these safety hazards may be subject to criminal charges,” she said. “You do not want to be the poster child.”

So, where does a fleet begin to implement a sleep apnea program? That’s about to get a whole lot easier in Canada, as the Ontario Trucking Association has partnered with PPD to develop a program that mirrors those developed with Schneider National and other American fleets. There will be differences, of course. In Ontario, for instance, OHIP covers the cost of the sleep study and most of the cost of the CPAP machine and ongoing maintenance. However, PPD will help administer the program and provide compliance monitoring to ensure diagnosed drivers are carrying through with their treatment.

A PPD official speaking at the convention said the entire program will be made available for a fixed monthly fee per driver. □

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ONTARIO

Rebuilding an industry

With the economy on steadier ground, motor carriers are shifting their focus from survival to improving profitability

By James Menzies

TORONTO, Ont. – The mood at this year’s Ontario Trucking Association convention was refreshingly optimistic, as some of the most influential fleet executives and suppliers from across Canada came together to share ideas and lick their wounds following one of the most challenging periods of the industry’s history. While news reports remain a source of ominous forecasts and troubling prognostications, fleet managers are reporting improved profitability where the rubber meets the road.

“The reality is, business ain’t bad,” said Steve Russell, chairman and CEO of Celadon Trucking Services. “Pricing is based on supply and demand and the supply is going away.”

Rick Gaetz, president and CEO of Vitran Corp. agreed, adding “I think the fall (season) has been okay, both in the US and in Canada. It hasn’t been terrible.”

And Greg Rumble, president and COO of Contrans Group, said while current conditions are not as favourable as in 2008, they represent the new reality for the foreseeable future – so, you better get used to it.

“We are kind of walking along the bottom of the economy,” Rumble said. “There will be ups and downs but I don’t think we’ll see any signifi-

cant increases over the next few years and we just have to deal with that.”

Speaking as part of a panel moderated by CBC business correspondent Amanda Lang, the trio of trucking tycoons expressed optimism that declining capacity was compensating for sluggish freight growth, allowing carriers to focus on improving their margins.

“So much capacity has gone away or is going away,” Celadon’s Russell said, noting in the US, the 25 largest truckload fleets control about 8% of the industry’s capacity and the remaining 92% is “collapsing.” This theory was supported by John Larkin, managing director of Stifel, Nicolaus, who said at the OTA convention that the truckload industry has shed 20% of its capacity through the recession, three-quarters of that as a result of fleets downsizing.

While a shortage of qualified drivers and the strict CSA enforcement regime are oft-cited sources of the capacity crunch, Russell highlighted another contributor.

“In 2006, it cost \$95,000 (for a new tractor). In 2011, a new tractor costs \$125,000-\$130,000,” Russell said. “If you look back to 2006, you could trade a three-year-old tractor worth \$50,000 for a new one that cost \$95,000 and you needed a \$45,000 mortgage; it was easy to get. Now, if you trade in a six- or seven-

year-old truck, it’s worth \$15,000-\$20,000 and to buy a \$125,000 truck – you can’t get the mortgages. So, you trade in three or four (trucks) to get one; so a 100-truck fleet is now a 60-truck fleet.”

The high cost of new trucks coupled with the escalating prices of components like tires (up as much as \$200 per tire in the last six months, according to Gaetz), are keeping fleets from adding capacity and raising the barriers of entry for new players. It is also creating ideal conditions for further consolidation, carrier executives agreed.

“It’s a great time to be looking for acquisitions,” said Contrans’ Rumble. “You get a chance to see what the company was able to do through the toughest economic times in 25 years. If the company has done reasonably well in the 2008-2010 period, I’m willing to pay for that.”

Added Gaetz: “We will never buy off your next 12 months, we will always buy off your last 12 months.”

With fleets struggling to find qualified drivers, Russell said Celadon recently completed an acquisition primarily to secure a pool of experienced drivers. Celadon bought the dry van division of Dallas, Texas-based Frozen Food Express for close to \$15 million and while it took over the company’s assets and customer base, it was most eager to secure its driving force. Of the 290 drivers employed by Frozen Food, 140 were offered jobs with Celadon and about 120 accepted. It may seem a high price to pay for qualified drivers, but the panelists agreed the driver shortage is not going away. They

also agreed, for the most part, that driver wages must improve.

“There’s no question driver wages have to and will continue to go up if this industry is going to attract the right number of professional qualified drivers,” said Gaetz. “Wages are going up, but there will be a lull here. It’s going to take some time.”

Contrans’ Rumble said the method of pay is also likely to change – eventually. “How many industries out there are still paying piecework?” he asked. “That’s in effect what we do; all our work is piecework and there are not many industries left that pay that way.”

With razor thin profit margins at even the best run trucking companies, it’s obvious any widespread increase in driver wages will have to be generated through higher rates. Will shippers be willing to accept cost increases as capacity tightens? Celadon’s Russell has worked out the typical profit his customers earn on a truckload of goods and figures a modest rate increase should not be difficult to absorb. He said the average truckload hauled by Celadon contains \$75,000 worth of product and the shipper typically makes \$15,000 profit on those goods. With a rate of \$1.50 per mile and a 900-mile average length of haul, Russell calculated a 5% rate increase would cost a shipper just \$60 a load, which would hardly eat into its \$15,000 profit.

Gaetz said it’s incumbent on carriers to educate their shippers on why rate increases are necessary and he advised them to “draw a picture” they can leave with traffic

Continued on page 24

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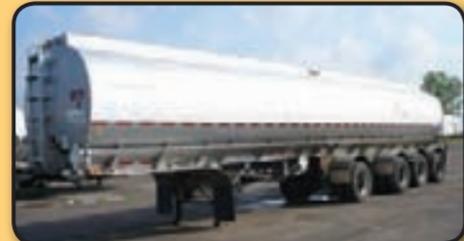
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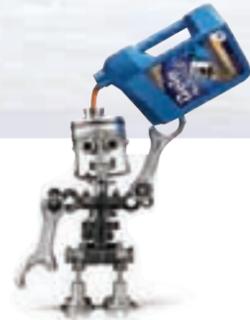


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ONTARIO

Trucking rates on the rise

Continued from page 22

managers, who will then have something tangible to show actual decision makers higher up the chain of command.

"If you leave nothing, you will get

nothing," Gaetz said.

Celadon's rates have gone up 4.5% over the past year, and Russell said "I think as an industry, if our rates don't achieve increases in the 4-5% per year range, profits are

going to get pretty tough to make."

Given the wage and cost pressures facing the industry, Vitran's Gaetz figured companies will need rate increases more to the tune of 6-7% to remain profitable.

Carriers may also have to consider applying additional accessorial charges for things like traffic and

weather delays.

"The industry is going to have to keep finding ways to recover costs that have become embedded in the way we do business," said Gaetz, noting some US truckload carriers are now levying 'city surcharges' when delivering into gridlocked urban centres. □



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ONTARIO

Safe driving, heroism and leadership celebrated at OTA convention

TORONTO, Ont. – Leading executives from the Ontario trucking industry gathered at the Ontario Trucking Association (OTA) convention here Nov. 17-18, but it was the actions of a couple of drivers that drew some of the biggest applause.

Driver of the Year

Robert Hulme was honoured as both the Ontario and Canadian Driver of the Year, having racked up more than three million accident-free kilometres over his 37-year career.

The SLH driver was on-hand with wife Christine and children Kevin, Lori and Trevor, yet unaware that he was receiving the national award. Brent Weary, regional vice-president, sales and marketing with Volvo Trucks Canada, presented the award.

Hulme hauls Sears merchandise between Sudbury, Sault Ste. Marie and Manitoulin Island and many of his three-million kilometres have been run on city streets.

In addition to his years of safe driving, Hulme was awarded for possibly saving several lives when his co-driver suffered a medical emergency near Elliot Lake last year. Hulme noticed the driver was in distress, pulled the spike and steered the truck away from oncoming traffic before driving his partner to the hospital.

Hulme, 60, also has earned a reputation for happily offloading his own freight, whether it be sofa pillows or refrigerators.

“Just like the mailman, Bob is an SLH-man who delivers his merchandise through rain, snow, sleet, and freezing rain,” said Don Gray, SLH’s safety coordinator and driver trainer. “As long as the roads aren’t closed you’ll find Bob making sure customers’ orders are delivered.”

Sylvain Moffatt, SLH regional manager, added: “Bob is certainly one of the most skilled and safest drivers to drive for SLH – no small feat considering the often harsh driving conditions in Northern Ontario. Bob takes great pride in the work he does and he’s a true ambassador for SLH and the trucking industry.”

Canadian Truck Hero

Another driver honoured at the OTA convention was Darryn Belanger of Kriska Transport, who was awarded for his heroics on three separate occasions. Most notably, Belanger was recognized for coming to the rescue of another Kriska driver, who flipped his rig avoiding a collision with another motorist who had lost control of his car.

The accident last July on Hwy. 401 saw Kriska driver James Monaghan trapped in his cab with diesel fuel leaking onto the pavement and catching fire. Belanger helped free Monaghan from the wreckage, while extinguishing some of the flames. Belanger then stayed with Monaghan until help arrived while also keeping other motorists safe as they arrived on the scene.

“The adrenaline was pumping and I just focused on the task at hand – getting James out of the truck no matter what,” Belanger recalled.

On another occasion, Belanger helped a pair of women whose car had spun into a ditch during a snowstorm in Woodstock, Ont. He even

pulled their vehicle out of the ditch with a set of chains he was carrying.

And another time, Belanger witnessed an accident and pulled over his truck to ensure everyone was alright.

“Darryn is a model professional as evidenced by his selfless acts of bravery and kindness,” said Mark Seymour, president of Kriska Transportation. “We’re proud to have Darryn as part of our organization. He quietly goes about his business and is now a hero amongst his peers.”

Belanger received the award from Leighton Watkins, regional manager for Eastern Canada with Bridgestone.

Service to Industry Award

Of course, it wasn’t only drivers being recognized at the OTA convention.

Continued on page 26

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ONTARIO

OTA honours long-serving members

Continued from page 25
 Paul Leader, senior vice-president of Atlas Canada received the prestigious Service to Industry Award, sponsored by Shaw Tracking.

The aptly-named Leader has been in the industry for 40 years and has always been involved with the OTA. The association said he used to hitchhike on weekends from London to attend OTA courses in Toronto.

In 1994, Leader chaired the association and he would go on to head the OTA Image Enhancement Committee. Leader also formed the first ever OTA Road Knights team.

Leader was chair of the OTA when the trucking industry suffered its high-profile wheel-off crisis. The OTA said it was Leader who helped formulate a plan to improve the industry's safety performance and reduce wheel-off incidences. Leader is still an OTA board member today.

Pioneer, Half-Century Club Members

The OTA also took the opportunity to honour some of its longest serving members. Vernon Erb was inducted into the Half-Century Club, recognizing 50 years of involvement in the trucking industry. Erb launched his trucking career in 1956 and still drives today, while also serving as chair of Erb Group.

Pioneer Club members are honoured after 25 years of service. This year's inductees included: Wendell Erb, Erb Group; Scott Tilley, Tandet Group; Doug Coleman, Doug Coleman Trucking; Chris Banks, Tandet NationalLease; Brad Thiessen, Freightliner Canada; John Thompson, Huron Services Group; and Corey Cox, Tandet Logistics. □

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Scholarship named after Bud Barr

TORONTO, Ont. – The OTA Education Foundation has announced a new scholarship, the Bud Barr Award, which will honour the memory of Ontario trucking industry mainstay William 'Bud' Barr.

Barr, who passed away in 2009 at the age of 88, was a decades-long member of the Ontario Trucking Association and served as executive director of the OTA Education Foundation from 1992 until 2005, when his failing health forced him to step down.

"The Education Foundation's board is honoured to be able to pay tribute to Bud by naming a scholarship after him," said Scott Smith, Foundation chairman and president of J. D. Smith and Sons, at the OTA convention. "It is extremely fitting that Bud's memory will live on through this scholarship."

The scholarship will be awarded to a student each year who is entering university from high school. The scholarship will be awarded for the first time in 2012. □

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ONTARIO

Grooming the next generation of trucking professionals

Continued from page 1

whether it is a classroom situation, a computer lab set-up, an experiential hands-on situation, or going out on the job in co-op and learning and emulating what they see.”

The new program, working in tandem with the school’s existing Specialist High Skills Major program in transportation, is designed to prepare students to make a smooth transition from secondary school to apprenticeship training, college, university and/or the workplace.

“The advantage of this program is that it applies to students of all

spring, will boast 6,500 sq.-ft., two drive-through tractor-trailer bays (or four truck bays), two computer-equipped classroom labs, and an open lab work area.

“The fact that we can advertise a Truck and Coach program, which is unique in itself – it is standalone and not married to an automotive or car mechanics programs – and has a brand new, very expensive facility that is solely dedicated to this program... my understanding is that there is nothing else in the country like this,” Gibson says.

The program also offers a clear-

‘My understanding is that there is nothing else in the country like this,’

Peter Gibson, vice-principal

pathways and it offers them the chance to do academic theory and book work, because they will be using brand new textbooks for this, they will have a computer lab, an open area work lab where there will be demonstrations, and they will get the opportunity to work on various types of technologies from various truck manufacturers,” says Gibson, a former trucking company owner himself. “We are trying to give them the whole gamut and appeal to as many students with as many different learning styles as possible because it will give them an opportunity to excel in their particular area of expertise even if they have not discovered it yet. And that is what this is – discovery.”

And part of that discovery for students will be deciding which area of the industry they want to focus on – something the program seeks to simplify by offering an overview of the entire transportation industry.

“We are already taking them out into the workplaces of some of our community partners to show them not just technician shops, but also technology and research development, parts depots, distribution logistics centres, and data analysis set-ups,” Gibson says.

“I want to get them out into some of our partners’ business corporate headquarters, for example, so that they can see accounting departments, transportation logistics, and human resources and personnel. I want them to have an overview, when they are finished the program, of all of the components of the transportation business – the industry itself – so that possibly some of them someday may run departments or run an entire transportation system.”

While the program’s experiential learning will have students out in the community via co-op, job twinning, job shadowing, field trips, and excursions, much of the hands-on learning will happen on school property, inside the school’s currently-under-construction \$2-million facility. The state-of-the-art facility, slated for completion in the

ly defined pathway for students as early as Grade 9, outlining the courses necessary to receive their “specialist” seal upon completion of their diploma. The challenge, according to school principal Nancy Chew, will be convincing parents of students that the transportation pathway is the right one.

“We have been talking about, for at least the last 10 years now... that it is okay to go to college or to do an apprenticeship, and that university is not for every student. There is a lot of data now that supports that students that go to community colleges or apprenticeships can be very successful in enjoyment of their job, but also can be financially successful. I hear recently that people in the trades can start off with a higher base salary than people that have a university education,” Chew says.

“I find it interesting that in Ontario we are hearing our politicians say that we have to do more to attract people to the skilled trades. We should be producing those people here in the province, and this program is one step in that direction.”

The program’s timing is excellent for the trucking industry, which, according to many analysts, will be facing a critical shortage of qualified workers in the years ahead. In fact, the program’s key partner, Centennial College, approached the Peel District School Board about setting up such a program in the first place because of dwindling numbers for its School of Transportation.

“A number of schools were interested, but we were selected to take it for a number of reasons including our excellent demographics and location because we are in the middle of the transportation hub for Ontario,” Gibson says.

“I would hope that, when we make this run, that other school boards in the province and in the country will strongly consider this because it doesn’t meet just an economic sector need; it’s much more than that. It is something that can be very fulfilling for students to prove themselves successful. That is what we are after – their success.” □

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WEST

Fuel shortage nearly cripples Western Canadian trucking industry

Suncor refinery back online, Consumers' Co-op won't return to normal until May

By Jim Bray

EDMONTON, Alta. – Trucking is considered by many to be the true “engine” of the economy – the driving force, so to speak – so if there isn't enough juice to power the engine of the economy's engines, it could be a big problem for everyone. It's a situation that came very close to shutting down a major part of western Canadian trade in November, thanks to a nearly month-long shortage of diesel fuel. If it had gone on much longer – not that it's completely over yet – many trucks could have been idled and goods undelivered.

The irony is that a major part of the problem was a lack of the most common element in the

known universe: hydrogen. That's because Suncor's refinery operation near Edmonton was forced into a “go slow” mode with its diesel production after the company that supplies it with hydrogen for its distillate production couldn't deliver the stuff.

The hydrogen shortage came on the heels of a fire and explosion that hit the Consumers' Co-operative Refineries operation in Regina in October, making a bad situation worse. The refinery accident affected the co-operative's bulk plant and cardlock locations across the west, forcing the company to limit purchases to 300 litres per visit per card, cut back sales to some commercial ac-

counts and prioritize delivery of diesel products.

The impact of this “imperfect storm” was felt all across the western provinces.

“There've been some issues,” admitted Bob Dolyniuk, executive director of the Manitoba Trucking Association. “What we've experienced in Manitoba is some locations out of fuel completely a day or two at a time. Other facilities operated on reduced hours and that spread from Manitoba right through B.C.” He said the diesel shortage was more pronounced in Saskatchewan and Alberta, though all four western provinces were affected.

It got to be such a sticky situation that trucking companies were forced to look into alternative sources from the ones they were accustomed to using. Carl Rosenau of Edmonton's Rosenau

Transport, said they were going outside their normal routes, trying to find places that still had fuel.

“In the Red Deer area UFA and Shell were out, so we were going out to places like Stettler and Sylvan Lake – communities off the beaten path – to fuel our trucks,” he said. “I'd also tell my guys that if they pulled into a 7-11, Domo, or the Turbo or wherever they stop and they had diesel fuel, to throw a couple of hundred dollars in, hand in their receipt at the end of the day and we had a cheque for them the following day.” It worked, though Rosenau admitted it meant they had to pay more for their diesel than usual that way.

And according to a *Canadian Press* report, a Whitecourt hauler ended up relying on radio and satellite communications to find out if fuel was being delivered to stations and, if it was, they'd try to get their trucks there as quickly as possible, hoping to be first in line to get filled up. It was a rather hit and miss solution, but it helped.

The shortage also led to some creative thought on the part of diesel dealers. “One of the dealers up in Fort St. John put a note up – if your account isn't current you've been cut off,” Rosenau said. “It's one way to collect your bills!”

Some trucking companies coped with the added costs of sniffing out the stuff by whatever means possible by putting a fuel surcharge onto their services. One of the large carriers, for example, sent out a notice that it was tacking on a temporary “Fuel Recovery Surcharge” of 1.24% to its “existing surcharge.”

Suncor's hydrogen deliveries got back to normal on Nov. 18, though Suncor Energy's Sneh Seetal noted that “It will take at least a few days to move product through the system to customers in Western Canada.”

Seetal said they had prepared for the supply to resume, so they could effectively hit the ground running. “During our third-party hydrogen supply disruption we kept the refinery in safe operating mode so that when hydrogen was restored we would be able to efficiently and safely return the plant to normal operations,” he said, adding that “immediately upon receiving hydrogen, we brought our idled units back into operation.”

Things aren't improving as quickly at the Co-op refinery in Regina, however. According to Vic Huard, vice-president, corporate affairs for Federated Co-operatives Limited, “Repairs have not yet begun as the independent investigation into cause is still underway on-site. Work to get the affected units back online will not begin until that in situ investigation is concluded.”

Huard said they anticipate that full “pre-incident production” won't be restored until May, 2012. “We continue to work to source diesel from third-party suppliers to make the shortfall,” he said. “We are confident in our ability to source all the diesel required to make up the 20% shortfall in our own production beginning in December 2011.” □

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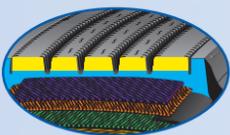
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Season's Greetings

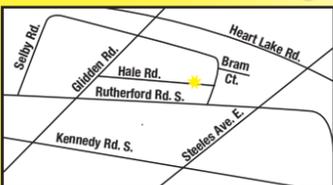


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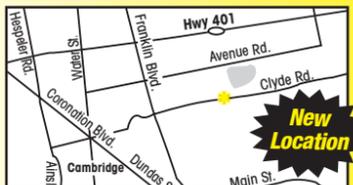


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HEALTH

Dealing with the hiccups

One of the most annoying ailments we face

I think that it is safe to say that all of us have experienced hiccups at some point during our lives. In most cases, hiccups are more of an annoyance rather than a serious medical condition.

Hiccups are due to involuntary contractions of the diaphragm, which is the muscle that separates your chest and abdominal cavities.

The diaphragm plays a significant role in breathing.

The characteristic "hiccup" sound is caused by the sudden closure of your vocal cords, which follows each contraction of the diaphragm. The most common causes of hiccups are overeating and drinking carbonated or alcoholic beverages.

Back behind the wheel

DR. CHRIS SINGH



Sudden changes in temperature and emotional stress have also been linked to hiccups.

Generally, a bout of hiccups only lasts a few minutes, however, in rare cases, hiccups can last months.

It is important to consult your physician if your hiccups last more than 48 hours.

Nerve damage or irritation is the most common cause of chronic hiccups.

The two nerves that serve the diaphragm muscle are the vagus and phrenic nerves.

Conditions such as laryngitis or acid reflux may cause irritation of these nerves.

In rare cases, a tumor, cyst or goiter in your neck may put pressure on the nerves.

If chronic hiccups are left untreated it can lead to speech, eating and sleeping problems. During the physical examination, your doctor will most likely perform a neurological exam, which includes checking your reflexes, muscle tone, muscle strength, balance and coordination.

In addition, if your doctor suspects a more serious underlying condition he or she may recommend more sophisticated lab testing.

In this case, you may need to give blood and urine samples. Your doctor may also suggest other imaging tests such as CT scans and MRIs to better visualize anatomical abnormalities.

As stated earlier, most hiccups subside without medical treatment.

In the case of an underlying condition, your doctor will focus on treating the condition that is causing your hiccups.

In some cases, your doctor will prescribe medications to help treat chronic hiccups.

If conservative treatments fail to be successful, your doctor may recommend a nerve block injection.

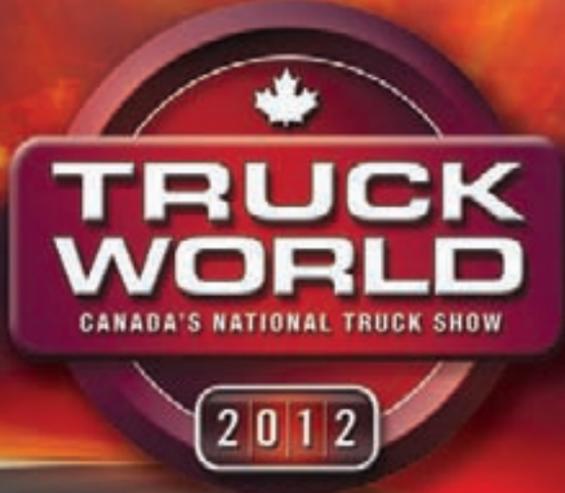
This involves injecting an anesthetic to block your phrenic nerve to stop the hiccups.

Before you call your doctor's office there are a few home remedies that you can try to relieve your hiccups.

Holding your breath, breathing into a paper bag and sipping cold water may help to relieve your symptoms.

Other alternative therapies such as hypnosis and acupuncture have also shown to be helpful in some cases. 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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Have a healthy holiday

The Christmas season is often a time of excess, but there are healthy alternatives

'Tis the season to be jolly, falalala...Christmas is coming and this holiday season brings with it certain issues that could affect your health. Certainly, your usual patterns of eating and sleeping get disrupted. Squeezing Christmas shopping, visiting, Christmas parties and family get-togethers into your already tight schedule takes a toll on your well-being.

It's no wonder many people get run down during this time of year. Did you know that most heart attacks occur on Christmas Day or New Year's Day?

Interestingly, that's why a leading heart journal has even coined these terms: "Merry Christmas Coronary" and "Happy New Year Heart Attack." So, taking care of yourself may be one of the best presents you can give yourself and others this year.

Keep feeling your best and avoid health issues by reducing stress, eating right, exercising, and getting enough sleep. Doing this is easily said, but not so easily done. So, here are some tips to make it happen:

First, keep stress at a manageable level by knowing your limit and staying within it. Whether referring to budget, available time, or diet, monitor the present, so you won't have to pay in the future. Leaving all your preparations to the last minute can create stress; so, organize, create an agenda, write lists, and buy presents ahead of time to allow yourself flexibility when a monkey-wrench gets thrown in your plans at the last minute.

Relax. Give yourself time to unwind. Take time to connect and share a good laugh with an old friend.

Second, watch your diet without feeling deprived. Start out with a solid breakfast, even if you know you're having a Christmas lunch or dinner later.

This will jumpstart your metabolism and give you the energy you need to prepare for a busy day. If you're in a rush, pop some fruit, low-fat milk or yogurt, and perhaps some protein powder into the blender and enjoy a smoothie on your way out the door.

At this time of year, most counters are decorated with tempting bowls of candies, nuts, chips and other tasty snacks.

Before reaching for high-calorie/high-fat chips or squares, satisfy your urge to crunch with veggies and low-fat dip.

Enjoy some fresh fruit finger food, like grapes or apple slices. After that, a few salty chips or a small sweet treat will be enough to feel satisfied.

Happily, some sweets are good for you. Don't completely fight your urge for chocolate. Dark chocolate does have anti-oxidants and can be a mood-booster. So, indulge a little.

At mealtime, when pulling your



Preventive Maintenance

KAREN BOWEN

chair up to the Christmas dinner table, start off with juice, salad and other vegetables. They taste good, fill you up, and provide the nutrition that your jellied salads and dessert won't. For sure, Christmas only happens once a year; so, enjoy all your favourites – in moderation.

Fortunately, typical Christmas fare is really quite nutritious. Turkey and ham is high in protein. Potatoes, cranberries, peas, salad, squash, and salad all provide a variety of vitamins, minerals and fiber.

On the other hand, the dressing, gravy, and desserts aren't quite so healthy, but they do add flavour to round out the meal. So, moderation is key.

Moving on to beverages – you may enjoy many different types of drinks over the holidays.

That's fine, but definitely don't forget your water. Drinking water will help keep your diet on track by helping you feel full. It also keeps your tissues hydrated, which gives you more energy and flushes toxins from your tissues more easily.

Third, get some exercise. Be creative. Why not approach Christmas shopping as a walking exercise (as long as you're not shopping online) and burn some calories as you load up with bags of gifts? Join the many people who use malls as an indoor track. Or, take a walk through the neighbourhood and enjoy the lights your neighbours have put up. Call a friend; take out the Wii or other game system you got for Christmas a previous year and work up a sweat as you compete in a virtual game of tennis, baseball or another sport.

Fourth, make sure you get good quality sleep. Aim for seven to eight hours. During sleep, your body and mind recharge and repair. A lack of sleep can lead to catching cold or flu. So, getting enough sleep is vital.

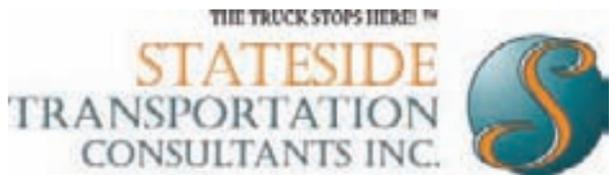
Exercising in the day will make your body tired enough to want rest. Staying away from caffeine after supper and giving yourself a chance to unwind before jumping into bed will help your mind get ready to drop off.

Keeping your bedtime routines consistent will help as well.

So, while you're making your list and checking it twice, check out if you're naughty or nice to your own health this season.

Merry Christmas! ☐

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



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TAX TALK

Tales from tax court

There are lessons to be learned from others' mistakes

You want to learn from your mistakes, but it's way more fun (and far less painful) to learn from the mistakes of others.

That's why it's instructive to read Canada Revenue Agency's police blotter of tax-fraud convictions, which the agency posts on its Web site.

Mind you, these people didn't make mistakes as much as they cheated and got caught. But there are lessons to be learned from their transgressions, especially as we head into a new tax year and toward that April deadline for filing your 2011 personal return.

Two books, big problem

In an age-old scam, Miles Derco of Winnipeg and his repair shop, M.J. Dominion Transmission, kept



Tax Talk

SCOTT TAYLOR

two sets of books: one each for cash and non-cash transactions. An audit showed that for cash transactions, Derco used a receipt that had the same receipt number as an unrelated non-cash sale but he never reported those cash sales as business income. GST was also under-reported by omitting those cash sales.

Derco and the business pleaded guilty to three charges of tax evasion and were fined a total of \$140,000.

What can you learn from this scam artist?

First, CRA requires you to keep

accurate and complete income and expense records. That means recording income when it's earned and expenses when they're incurred (the accrual method is what you should be using, not the cash method). Not sure? Ask!

Second, working for cash will bite you in the end. The combination of low income and a rich lifestyle is a huge red flag for an auditor, who will dig into your personal and business bank accounts, credit card transactions, and other financial records to see how you're able to pull that off.

Not your personal cookie jar

Two recent convictions are reminders to keep business and personal transactions separate.

Auditors determined that Transport Rolland Menard of Laval, Que., failed to report \$735,342 in business income after they found most of this money in a bank account with no record of it on the business's balance sheet.

They also discovered that the company's administrator, Guy Menard, kept business income of \$763,993 as his own and failed to declare it on his personal income tax returns. Menard may not have reported these deposits, but you can bet that his bank did.

The company and Menard pleaded guilty to tax evasion and were fined \$139,313. Menard was also sentenced to three years probation.

At Brothers & Wright Electrical Services Inc., CRA auditors found that the company claimed \$379,705 in construction expenses to build personal cottages owned by the corporation's directors. The company pleaded guilty to one count of evading GST and one count of federal income tax evasion. It was fined \$165,822 – twice the total amount of tax evaded – plus \$24,007 of input tax credits for GST related to these expenses.

Whether it's mileage for a service vehicle or office supplies that end up in the kids' school backpacks, a tax auditor wants to see that the expenses you claim were incurred to earn business income.

It's your return

Auguste Christiane Frederich von Pfahlenburg-Marienburg ran a tax-preparation company in Vancouver. Besides having a name long enough to need both sides of a business card, Pfahlenburg had such an uncanny ability to lower his clients' tax bills that a suspicious competitor complained to the CRA.

The agency determined that between 2003 and 2007, Pfahlenburg overstated or invented business expenses on the income tax returns of 18 clients. He was sentenced to three months in jail and fined \$41,484 after pleading guilty to one count of income tax evasion.

Clearly, Pfahlenburg is the bad guy here. But 18 clients had fraudulent returns filed (they all said they were unaware of Pfahlenburg's actions). Presumably, those clients also had their returns adjusted and had to pay the tax they owed plus interest and penalties.

You are responsible for the accuracy of your tax return no matter who prepares it. Leave time to check the paperwork once it's returned to you. If it doesn't look right, ask questions. "I forgot" or "I didn't know" won't fly in court.

Do it right

After years of working with clients in the trucking industry, I can tell you that the owner/operators who do things the right way always have something to show for their efforts.

Start the year by making sure your invoices, income slips, bank statements, and receipts are in hand. With a clear income picture, a good accountant who knows your business can point out all the credits, deductions, and exemptions you're entitled to take while minimizing the risk of an audit. Or worse, a trip to tax court. □

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

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HEAVY-HAUL



Making the BIG move

NO LOAD TOO LARGE: Equipment Express specializes in the transport of oversized wind turbine equipment.

AYR, Ont. – Super heavy hauling is like no other kind of trucking. It includes anything that's tall, wide, heavy or long. And the equipment required to move everything from construction machinery, to drilling or mining equipment, to those giant windmill blades and towers, is equally as specialized.

"These are not generic trailers," says Jason Dutton, equipment accounts manager at Glasvan Trailers, the Ontario distributor for Etnyre heavy-duty trailers. "The guys that buy this equipment have it specifically engineered for what they're hauling. I had one customer who needed to get a 90-tonne rock from Wiarton to Kitchener."

At the low end of the scale are float trailers spec'd to haul construction equipment 35 tonnes and upward (a series 385 excavator tops out at 85 tonnes). The units operate on a yearly permit and are usually dedicated to moving excavators or bulldozers between construction sites.

These are gooseneck trailers that can be detached mechanically or hydraulically so the equipment can roll on and off the float. Some have rear hydraulics so equipment can be loaded from either end. The hydraulic controls can be operated from the tractor's PTO or by a hydraulic power pack installed directly on the gooseneck. Thirteen to 27-hp Honda hydraulic packs are popular for this kind of application. BWS trailers of New Brunswick offers a detachable option that operates pneumatically instead of hydraulically, using the tractor's air line.

Super heavy hauling also includes weights up to, and sometimes exceeding, 100 tonnes. Most heavy haulers have yearly permits that allow them to pull 65,000 kgs. Anything beyond that requires a special permit, which can involve a good deal of route planning and pilot cars. Special permits have to be okayed by the Ministry of Transport and restrictions might be placed on the times during which a load can move. Extendable trailers with 200 feet of wind turbine paddles might be problematic during rush hour in a major city.

Heavy-duty tractors with at least 500 horses and three drive axles are the norm in this kind of heavy trucking. Going up a steep grade in the

On-Road Editor

HARRY RUDOLFS



mountains, you might see a three-axle tractor pulling a load while a tandem tractor snugs in behind to help push.

The load-bearing units are modular in nature, often with interchangeable, detachable and extendable sections. "You make the weight by adding axles, something like a Meccano set," says Dutton. "For one thing you don't want to come back on a permit, so you have to fold up various components and put them on the back of the float when you're finished the job."

The platforms are usually low-profile, double-drop decks, as height is a major consideration: low bridges, hydro wires and overhead signs must be taken into consideration.

Axle configurations can vary up to 19 axles. The configurations usually include a "jeep" and a "booster." The jeep is a multi-axle dolly which connects between the tractor and the load, while the booster does the same job at the tail end.

Depending on the length of the load, the rear axles can be steered by way of a hydraulic turntable which can be operated automatically, remotely from the pilot car, or by a handheld control. The old style of having a pilot sitting at the back on top of the load doing the rear end steering is largely passe these days.

The burgeoning wind turbine industry has posed some interesting challenges for the industry. The blades

themselves are not heavy but they are extremely long, up to 165 feet. The solution to this is an extendable trailer which can stretch that far and accommodate two blades at a time.

But the towers of the windmills pose another problem. These are heavy cylinders of large girth. The solution is the "Schnaubel" trailer, a European invention where front and rear trailer sections function as bookends to which the tower is directly bolted, so the tower itself becomes part of the trailer.

Equipment Express or Ayr, Ont. has been moving wind farm products for over 10 years and the company did pioneering work in bringing the Schnaubel design to Canada.

"We looked at what the Europeans were doing and then worked with engineers and trailer manufacturers to develop a product for our own needs," says wind manager Jack Wilkinson. Today, several manufacturers are making Schnaubel-type units, including Trail King and Temisko.

The towers sit over 15 feet high so part of the challenge is finding the most direct route which does not go under any bridges.

"The biggest tower we ever moved was 100 metres long divided into four pieces. The bottom base section was the heaviest, weighing 127,000 lbs," says Wilkinson. "Nowadays they usually cut them into four pieces instead of three, so it makes our job a little easier."

Bob Fedderly of Fedderly Transportation in Fort St. John, B.C. also thinks that smaller is better. "We've had gas plants here (northeastern B.C.) for over 50 years. They used

to ship in smaller pieces and there's something to be said for that. In some cases it might be easier to do the welding and assembly at the site. I encourage all my customers to ship regulation-sized loads if possible. Once you get into the oversize stuff it adds exponentially to the cost."

Another consideration for Fedderly is purchasing equipment that will be compliant across several jurisdictions.

"I buy equipment that will work in the west, from Saskatchewan westward," he says. "The super haul business in B.C. is up and down. You have to have enough equipment to service customers. If someone calls and has 40 loads to deliver, you're going to get all of the business or none of it."

Equipment haulage is difficult to get into because of the speciality equipment required. It's a capital-intensive business that requires a major investment. To this end, many haulers share equipment and rent it from each other. The equipment is so specialized that it might be constructed for a particular product but have limited applications afterwards. For instance, a carrier that invests heavily in extended trailers and Schnaubels to haul windmills might be left stranded should a contract dry up or get cancelled.

As can be imagined, the materials going into the manufacture of heavy equipment must meet extremely high tolerances. High tensile steel is used in the fabrication, and top quality manufacturers like Etnyre uses robot welding at its Oregon, Ill. plant. Heavy equipment manufacturers in Canada and the US are proud of the robustness of their products. Some Canadian firms ship their products as far away as Australia.

But getting the equipment may be a problem in itself. The manufacturers currently have long waiting times – up to 10 months – for delivery of equipment. The sector drew back during the last recession and is having difficulty meeting the increasing demand. The plants are in the process of ramping up, but at the same time certain industries, like forestry, are beginning to get busy.

"Loads seem to be getting bigger and bigger," says Bryan Watson, sales representative for Transit Trailer in Kitchener, Ont. "Guys are spec'ing up to 20 axles. But the big problem right now is the long lead times." □



HIGH HP: Heavy-haulers rely on rigorous trucks, usually with more than 500 hp.

INDUSTRY

It's anniversary time

Everyone enjoys an anniversary fete and here at the Private Motor Truck Council of Canada we are about to celebrate 35 years of serving the private trucking community in Canada. The original articles of PMTC's incorporation were filed in December 1976 and officially recorded in April of 1977, the date we acknowledge as the beginnings of the PMTC.

It's interesting and instructive to look through those official records and the reports of the day. The six applicants for the original charter of the PMTC were K.W. Dunn of Sarnia, David R. Gillelan of Toronto, A. E. (Ted) Peck of Georgetown, W.A. Tett of Toronto, Larry F. Leonard of Wil- lowdale, and J. E. Devai of Oakville.

They were the pioneers who saw the need for private fleets to be represented when trucking legislation was being developed. In those days there were severe limits placed on the operations of private carriers, and prior to the formation of PMTC they didn't have a voice.

Here's some of what the *Toronto Star's* Lee Belland wrote about the newly created PMTC on Jan. 25, 1977:

"When you are out taking the air in your jalopy, you should be aware that three out of every four trucks that somehow get in front of you are those belonging to private carriers.

"The word 'private' is used - properly - to distinguish this class of vehicles from the word 'common.' The common carrier is a truck out for hire by anyone who comes along



with enough money. "Now, for the first time in Canadian truck history, the representatives of a number of major operators of private fleets have formed a non-profit organization.

"The first chairman...is Larry Leonard who was never a truck driver but is director of distribution for the tractor-trailer fleet of Union Carbide."

In his inaugural address to the group, Leonard expressed outrage at the use of the phrase 'illegal private truck operators,' which had been used to describe the activities of unlicensed truckers on Ontario roads. "By combining the title of private truck operators with the word illegal," Leonard said, "a pernicious, emotional relationship has been established which lingers unclear - but persistent - in people's subconscious minds."

At the time several provinces, including Ontario, were proposing new legislation to regulate illegal for-hire truckers, and Leonard was alarmed that legitimate private carriers were being involved in the new legislation.

The *Financial Post* also reported on the creation of the PMTC. In an article dated Feb. 26, 1977 it quoted Leonard as charging that the freedom to operate private fleets was under

attack. He said that leading the crusade are government-created trucking monopolies represented by the federal and provincial trucking associations. Leonard's view was that "We should be governed by the laws of the highway - but the right to the highway shouldn't be legislated."

Those were obviously heady and combative times.

In a lengthy article written in March 1977, *Motor Truck* magazine covered the first general meeting of the PMTC in Toronto. That article included photos of PMTC's first Board of Directors, its chair Larry Leonard, vice-chair Al Roden, and president Russ Neal. The article reported that there had been a good deal of open discussion from the floor - some apparently felt that private carriers had sufficient representation from other associations, others expressed the view that these fleets needed an association that would put their interests first. The tone of the article indicated that the discussion was fairly heated from both sides.

Transportation & Distribution Management magazine covered the formation of the newly created PMTC in its December 1976 edition. PMTC, as the newest industry association, attracted a lot of press and interest in its start-up phase because it really was a first. Other contemporary associations in the industry had committees to deal with private carrier concerns, but these were seen as fragmented and largely ineffective. The lack of a central body, or a unified source to voice the private carrier viewpoint was a challenge.

T&DM followed that piece with

another article in its August 1977 issue that explained the reasons why companies turn to operating their own private truck fleet. For that article, Eileen Morris interviewed PMTC's first chairman, Union Carbide's Leonard. He discussed the economic benefits that can accrue to a company with its own fleet, and the opportunity such fleets can provide to improve service.

As for the economics of private fleet operations, Leonard spoke about the co-existence of private fleets and for-hire fleets. He pointed out that many companies operating private fleets supplement their transportation needs with for-hire services, particularly when the choice of for-hire is more economical on a particular route.

I spoke with Leonard just a few months ago as he was preparing for a move from his home in Carolina to Georgia. Larry is 80 years of age now, but remembered clearly the early days of PMTC. He was also able to provide many of the magazine and newspaper articles to which I've made reference.

Without a doubt, the formative years of PMTC required foresight and determination. The private trucking community has a lot for which to thank the original six, their successors who have served as directors, and of course all the members who have supported the PMTC over its first 35 years. □

- *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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Side guards not the answer

Recently, a call to mandate side guards on all trucks resurfaced by way of a private member's bill introduced by federal NDP transport critic, Olivia Chow. Side guards (also referred to as "lateral protective" or "side under-run protection" devices) are required on some vehicles in some parts of Europe and Japan and are intended to provide protection to pedestrians, cyclists, and motorcyclists against the risk of falling under the sides of a truck and being caught under the wheels.

This was the third time Ms. Chow has introduced such proposed legislation, which she said was in honour of a Toronto bicyclist who died tragically after a collision with a straight truck while both were attempting to make a right-hand turn at an intersection. The truck driver was not charged.

Any loss of life is a tragedy and we fully understand the emotional motivation for solutions, but the Canadian Trucking Alliance cannot support Ms. Chow's bill for the simple reason there is scant evidence that the mandatory installation of side guards would actually prevent cyclist and pedestrian deaths or injuries. This is not a cost issue for CTA, as Ms. Chow intimated. The alliance has a clear track record in advocating for the mandatory installation of technologies and devices that are proven to improve highway safety, such as speed limiters on all trucks, electronic on-board recorders to monitor compliance with truck driver hours-of-service rules and roll stability systems.

A 2010 study conducted by the National Research Council for Transport Canada concluded "it is not clear if side guards will reduce deaths and serious injury or if the guards will simply alter the mode of death and serious injury."

For example, people may "strike the guards and then be ejected or diverted into another lane of traffic to suffer a serious injury as part of a secondary event with another vehicle or with the road/sidewalk surface."

Furthermore, the study pointed out that city buses have lower built-in skirt-



Industry Issues

DAVID BRADLEY

ing than trailers equipped with side guards, yet there are incidents of passengers being killed as they slip and fall under the wheels of moving city buses. "Side guards alone will not eliminate serious injuries," concluded the study. Moreover, the trucks operating in inner-city areas – and therefore the trucks most likely to encounter cyclists – tend to be from the smaller classes (ie., straight trucks, delivery vehicles, dump trucks, garbage trucks, etc.)

The vast majority of tractor-trailer units which are prevalent on the highways, will very seldom, if ever, operate in the downtowns of our major urban centres. According to Transport Can-

ada, there are about 221,000 registered commercial highway tractor-trailer units in Canada. Given that most trucking companies have at least a 2:1 trailer-tractor ratio that would mean that at least 442,000 trailers would need to have side guards installed on them. This is unreasonable considering the overwhelming majority of that equipment is dedicated to highways and seldom comes into contact with cyclists and pedestrians in urban areas.

There also appears to be confusion between side guards and the side fairings, which are increasingly being installed on tractor-trailer combinations to provide improved fuel efficiency by reducing aerodynamic drag. Although similar in appearance, a distinction needs to be made between the two devices. They are designed for two completely different things. As the NRC study states, the addition of rail style side guards "would be detrimental to the drag coefficient of highway vehicles travelling at higher speeds" and possibly "counterproductive to other global initiatives that are current-

ly aimed at reducing greenhouse gas emissions and fuel consumption."

It also remains unclear if the addition of side guards will alleviate, or exacerbate the issue of snow, ice and mud collection on the underside of heavy vehicles. And, there may also be technical challenges to fitting continuous flush mount side guards to certain non-articulated trucks, commodity vehicles and trailers equipped with self-steer axles. CTA and some cycling advocates believe a better solution is increased awareness and education on how to safely share the road with different types of vehicles and better planning to incorporate bike lanes on city streets in order to separate cyclists from other traffic. CTA is open to discussing such initiatives with legislators, safety advocates and the cyclist community. But, we cannot support a mandatory requirement for side guards. □

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



Another notch in our growing Award Belt

Trucknews.com's WebTV show **Transportation Matters** has won a silver award in the Best Video or Multimedia Feature category at the third annual Canadian Online Publishing Awards. The awards recognize excellence in online editorial and innovation by Canadian magazine, newspaper, broadcast and Web site publishers.

The silver-winning episode was "Big Beer Run," which originally aired last winter and chronicled Challenger Motor Freight's 10-day trek across the GTA hauling six massive beer tanks for Molson-Coors.



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OPINION

Oversized loads, undersized rules

If Heather Murray's fluorescent safety vest and flashing traffic wand didn't catch your attention when she walked to the podium, it would have been hard to nod off during her presentation, which included some astonishing video footage and snippets of truckin' tunes.

Heather, who operates Saskatoon-based Sparrow Piloting Service, and heads up the newly formed Saskatchewan Pilot Vehicle Association, is one of the regulars at meetings of the Task Force on Vehicle Weights and Dimensions, and a longtime advocate for standards, training, and harmonization of regulations affecting the people and vehicles who escort oversized loads.

Oversize and overweight loads on our roadways have become a fact of life in trucking, and with these loads comes the potential for some frightening consequences if they're



Voice of the O/O

JOANNE RITCHIE

not moved properly.

Each Canadian jurisdiction has rules for signage, lighting, and other equipment requirements for escort vehicles, and these are generally found, along with permit information, wherever each province or territory hides its information on commercial vehicle weights and dimensions. (Sidebar note to regulators: simplify those bewildering Web sites and fix the broken links!)

Which brings me back to the Task Force on Vehicle Weights and Dimensions mentioned above. This national committee, made up of officials from the federal, provincial and territorial

transportation departments, has the daunting task of trying to bring uniformity to the policies, regulations and enforcement practices for truck size and weight limits within Canada.

The group has been around since the late 1980s, when transportation ministries across the country signed on to a Memorandum of Understanding (MoU) that set national standards for weight and dimension limits of heavy trucks used in interprovincial transportation.

The MoU has been expanded and amended over the years, and it's not the only game in town: there are a number of side deals, ie., an agreement among the Atlantic provinces, others between New Brunswick and Quebec, Quebec and Ontario. And most recently, the provinces of British Columbia, Alberta, and Saskatchewan agreed to agree under the New West Partnership signed in 2010.

Navigating the minefield of confusing, inconsistent, and sometimes conflicting weights and dimensions regulations just to get a truck across the country makes you want to scream. Make it an oversize load, throw in a few bridges, and, well, you get the picture.

And pictures are what Heather used to draw attention to some of the issues faced by pilot car drivers. The variety of mistaken, and sometimes creative, interpretation of the rules for vehicle signage and lighting makes you wonder: 'where's the DoT when you need them?' Indeed, for many pilot car drivers I've spoken to, lack of enforcement of existing regulations is a very big issue.

But inappropriate or inadequate escorting is only part of the problem. Heather's images of some of the biggest, ugliest, and scariest loads goin' down the road with no escort at all are astounding. It gives a whole new meaning to the song 'Give me 40 acres (to turn this rig around).' Yet incomprehensibly, penalties for infractions of this type are low, or in some cases, non-existent. For example, the fine in Saskatchewan for "not having a pilot or escort when required" is eighty bucks. I mean, really.

And then there are Self-Propelled Implements of Husbandry - SPIH in government-ese - farm equipment to the rest of us. In some provinces, SPIH don't require an escort at all, or are subject to minimal requirements

for escorts and permits; in other jurisdictions, there are no requirements for pilot vehicles to accompany any type of farm equipment that is being towed or hauled by a commercial vehicle. But as Heather pointed out, "18 feet is still 18 feet, even if it's farm equipment, and it makes you just as dead when you hit it." I believe she's got a point.

Another priority for the Saskatchewan Pilot Vehicle Association and other more informal networks of pilot car drivers is training and certification.

Clearly, pilot cars are an integral component of oversized vehicle movements; they hold the responsibility for warning road users of the oversize load, while keeping the public, the load, and the truck driver safe.

Yet unbelievably, there are no training, certification, or special licensing requirements for the drivers of escort vehicles in any Canadian jurisdiction. Some 'best practices' handbooks suggest they take a defensive driving course, and there are a handful of obligatory industry-driven certificates, mostly related to workplace safety and first aid, but as far as the regulators are concerned, you're good to go with a regular driver's licence.

A dozen or so US states have pilot car certification programs, and anyone operating an escort vehicle in those states needs to be certified. But mostly, the top-notch pilot car drivers, like good truck drivers, get their education from years of experience and millions of miles of real-world trucking with safety always top of mind.

With increasing pressure being put on governments to modify truck size and weight regulations to keep pace with the demand to move longer, wider, higher, and heavier loads, the call by drivers for better and harmonized rules for loads requiring an escort, or more enforcement of existing regs, is often met with surprise. But clearly, when loads that take up two or more lanes are wandering free with no escort and inadequate warning devices, common sense just isn't enough.

Apart from fluorescent vests, flashing wands, and frightening images, what's a girl gotta do to make sure regulators find some common ground between the sublime and the ridiculous? □

- Joanne Ritchie is executive director of OBAC. Are we getting ridiculously supersized? E-mail her at jritchie@obac.ca or call toll-free 888-794-9990.





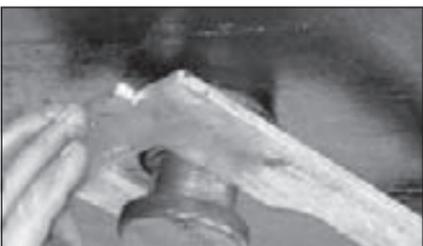

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Lessons learned from across the pond

As I've mentioned in previous columns, trucking is fundamentally the same the world over, but we all do things a little differently. Not just in the specification of our vehicles, but also in the way we do things.

I now earn my crust in Canada and in doing so I have learned some new things and as a result have expanded my horizons beyond my own little bubble. There's a lesson to be learned from that.

I can without hesitation name 10 things that we do over here that would benefit the British trucking industry and vice-versa.

As I'm writing this in a Canadian magazine there's no point going over the things that we do better over here, so I'll share some of the things I learned across the pond.

The one thing that I noticed before my first cup of Timmies had gone cold was the different way we drive truck, most noticeably in the way we shift.

I had spent 20 years on the road, some of it as a road tester and I had never heard of 'progressive' shifting.

Over there we've had extremely high fuel costs for a long time, so fuel economy is very important. The trucks there are all vertically integrated, so a Volvo truck will have a Volvo engine, a Volvo transmission and Volvo axles. With modern electronics each component can 'talk' to another and the truck can perform to its optimum level.

One such thing that electronics perform better than almost any driver is shifting gears. To stay with Volvo, its I-Shift will change up and down through the gears to keep the engine singing; the biggest difference from the electronic interference is that it will block change.

A transmission may have 12 (or more) gears, but that doesn't mean that every gear has to be used every time; the extra ratios are there so that for any given road speed there is a gear that can keep the engine close to the sweet spot.

On level ground a fully loaded truck with the I-Shift will pull off in 1hi then go to 3lo, 4lo, 5lo, 5hi, 6lo, 6hi. That's seven ratios; just over half of what are available.

Of course over there, before I-Shift and its competitors, we had 'girly' synchromesh transmissions, so block shifting was much easier than it is with a constant mesh transmission.

Yet a good driver can make any transmission sing, so I just don't understand progressive shifting at all. It's supposed to save fuel and be easier on the driveline, but a block shift should not put too much stress on the driveline if it's done correctly.

So maybe it's done to save fuel, but then if that's the case, why does the truck that's been progressive shifting its way through town then waste every drop of fuel it has saved by sitting on high idle



for 15 minutes while the driver gets a double-double and a Boston cream?

From what I can work out, it's about driver training, or a complete lack of driver training.

Progressive shifting is the easy way out. Within a couple of days any rookie will be able to progressive shift without grinding gears. As established professionals, surely we have raised our game by now? If progressive shifting was the best way to get down the road, why have Volvo (among others) designed a transmission not to do it?

Shifting is just the tip of the iceberg. Once the driving test has been passed, the next training a driver gets is an orientation.

In most cases this will cover specific policies at a company; idle-time and maximum speed may be covered in the interest of saving fuel, but not one minute is dedicated to training a driver on getting the absolute best from a couple of hundred thousands dollars of equipment.

A long time ago a very wise trucking man replied to my question of how much his company spent on driver training by telling me that it wasn't how much it cost to train the drivers, it was how much it would cost *not* to train the drivers.

Which brings me to seatbelts. I was recently listening to a radio show that had a truck driver call in, and state that not only did he always wear a seatbelt, he also made sure he was secured in the bunk while he was training a new driver. Can you see what was wrong with that statement?

I have been through training programs with most of the truck manufacturers in the world; as a result my driving has improved considerably, even though I was pretty good at it already.

Manufacturers were confident enough in my driving ability that I could test their products and record performance and economy figures that were compared to their competitors.

As well as my own natural ability, the training I received helped me achieve the best results and during all the training programs I attended, not once was the 'trainer' asleep in the bunk. And we wonder why driving truck is seen as unskilled labour? □

— A fourth generation trucker and trucking journalist, Mark Lee uses his 25 years of transcontinental trucking in Europe, Asia, North Africa and now North America to provide an alternative view of life on the road. You can read his blog at www.brandtruck.com/blog.

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OVER THE ROAD

Coping with reporting technologies

When I switched to electronic logs a couple of years ago, I was very keen about the potential going electronic had for making my life easier. The fact I don't have to spend any time filling out log pages and performing manual recaps is reason enough for me to never turn back.

But my belief that an electronic system would make managing my time easier and less stressful has proven to be somewhat of a pipe dream. In many regards, an electronic log is an unrelenting taskmaster that does not allow you any flexibility. You have to complete your daily tasks within a given time frame regardless of the curves that are routinely thrown your way over the course of any given day. As drivers, we see lots of junk thrown our way. Weather, dock delays, equipment failure, border crossings, unforeseen traffic problems, etc.

So rather than relieving stress as I had originally believed it would, electronic logs have added a considerable amount of stress to my day and have become a means of measuring my performance. In fact, the trend seems to be towards measuring driver performance through critical incidence reporting via a truck's on-board software.

Reports are generated automatically and e-mailed to a driver's safety manager. And it doesn't stop there. Programs have also been developed and rolled out to notify a



Over the Road

AL GOODHALL

driver's manager when a driver is showing signs of fatigue so that preventive action can be taken.

I'm not even going to attempt to dispute the fact that all of this information can be beneficial for a carrier in a number of ways. It can reduce costs, ensure compliance with legislation, reduce accidents, create learning opportunities for drivers, improve overall safety and so on. But if these programs are so wonderful, why am I left feeling stressed and tired at the end of the day? Shouldn't all of this stuff be helping to make my experience on the road happier, healthier, and give me more time for myself and my family? Where is the efficiency in this system?

The fact is that all of these software solutions designed to provide greater economic efficiencies and a higher degree of safety are often not designed with the driver in mind. At least that's my assumption as an end user of this technology.

I think that drivers want the same thing as the carriers and enforcement agencies when it comes to safety and efficiency, but the parties are miles apart when it comes

to methodology and implementation of these tools. Why? Because drivers often view these in-cab systems that monitor their performance as big brother watching over them. The nature of the system reporting is a form of constant negative re-enforcement to a driver. It only tells you when you are doing something wrong, no matter the gravity, circumstance, or context of the situation at hand. That's irritating, frustrating and demoralizing. At least that's my personal feeling. There is no accounting for the hundreds, perhaps thousands, of things I do right in the course of my day.

What if an incident reporting system was developed that turned the whole thing around? What if reports were to be generated for all the positive actions that occur in the course of a professional driver's day? There would be so many e-mails generated to our respective safety departments that we may very well crash the company server. Man, it would be great to get immediate positive feedback in recognition of a job well done.

How about a resolution for 2012 that only allows satellite messages sent to the truck to be positive in nature? In addition to that, for every critical incident report generated by on-board performance monitoring software that is brought to the driver's attention by a carrier's safety department, they have to also

discuss two positive incidents generated by the driver on the same day. I think that would go a long way to relieving driver stress, improve driver morale and improve overall driver health in 2012. Imagine the effects on productivity!

There is no doubt in my mind that you can't go back to the way things were in this life. Life is impermanent in nature and changes continuously. That means that the situation at hand in the present moment is bound to change tomorrow or the next day or the day after that. I also believe we can influence that change. We have monitoring systems that feed drivers with a stream of data highlighting their shortcomings and expect improvement. But if that information isn't framed within a compassionate intention to benefit the driver, it will erode performance, not enhance it.

I know safety managers have an especially tough job these days. If they want to build trust with their drivers I believe they need to find creative ways to soften this reporting technology, embody it with a little humanity and frequently reassure their drivers that as long as they are sitting in the wheelhouse, the driver's decision is final. Cheers, and Happy New Year to all. □

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

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OPINION

Four New Year's resolutions

The silly season is once again upon us. As the years go flying past, I find the 'silly' in silly season has been toned down a tad.

Oh, I still can soar with the eagles, but those occasions are getting fewer and farther between. On those special occasions when I do manage to greet midnight with a glass in-hand, I find the next morning, afternoon, night and the following day a painful, drawn-out body ache. I just don't bounce back like I used to. Sorry, I regress...back to my planned subject matter for this month's column.

So we're about to welcome 2012 and with it comes the annual ritual of making resolutions. Ninety nine per cent of mine have been broken before I flip my *Truck News* calendar to the month of February.

But that doesn't stop me from making them, so here's my list for 2012. I like to make more than one in the hopes that by some fluke, one of them will actually stick (unlikely, as history has proven).

They're in no particular order of importance:

Resolution #1: Eat healthier. A healthy meal doesn't consist of dough, tomato sauce, double cheese and pepperoni. I'm going to limit my pizza consumption to once a week. I'm asking Santa for a pizza oven for Christmas so maybe this one won't kick in until after Super Bowl. Nothing like tucking into a slice or two while watching football.

Resolution #2: Reducing my wine consumption. Since I often whine (no pun intended) about the morning after, I'm going to switch to a smaller glass. If nothing else, I'll be pouring more often which translates to a good workout, in my books.

Resolution #3: Running. Now that I've been given a clean bill of health, I'm going to start running again. Wait a minute, I never ran before. I better start with a nightly walk with my dog. No use rushing into these things.

Resolution #4: Don't give up on the Leafs. They will make the play-offs (click your heels three times and say it: "They will make the play-offs, they will make the play-offs...") It worked for Dorothy, so anything is possible.

So there you have it, four resolutions with a lot of wiggle room. If they don't happen, I wouldn't be surprised. They may not be life changing, but in my world that's the way I prefer it. Happy holidays everyone! □

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



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NEW PRODUCTS



Hankook Tire Canada has introduced **three new tires** to its truck and bus line: the DH06, the AH15 and the AH24. The trio were designed with Hankook's e3 technology (energy, economy, and environment) and are intended for medium haul applications. The DH06 features zig-zag grooves and an open shoulder for improved performance and traction. The AH24 is designed for high-scrub applications. And the AH15 is a multi-purpose tire for mixed service. The DH06 and AH24 are available in six sizes, including 11R22.5 and 11R24.5 in both 14 and 16 ply-ratings. The AH15 is available in 385/65R22.5 in 18 ply-rating.



Shell has announced its popular **2012 SuperRigs calendar** is now available. The calendar features 12 of the finest working trucks on the road. Trucks featured in this year's calendar were selected at the Shell Rotella SuperRigs show at the Kenly 95 Petro in Kenly, N.C. As of Dec. 1, the calendar is available for order at www.Rotella.com at a cost of US\$10 plus shipping and handling. Pictured is the cover of the calendar, featuring a Peterbilt belonging to Jade Transport.

Freightliner Trucks has made its **limited edition 2012 calendar** available through dealers. The calendar showcases Freightliner trucks in on-highway and vocational trim. Customers can visit a Freightliner dealer to obtain the new calendar. For a list of dealer locations, visit www.FreightlinerTrucks.com.

The Ontario Trucking Association (OTA) has announced it has expanded its **online training library** and is offering a free two-week trial for members. The OTA partnered with CarriersEdge to provide a comprehensive list of online training courses as part of its 'Learning Solutions' program. The courses are OTA-branded and available on a subscription basis as well as an individual product basis. Subjects include: defensive driving; HoS and logbooks; transportation of dangerous goods; cargo securement; vehicle inspection; and CSA. For more info, e-mail joanne.benac@ontruck.org.

The Sarjeant Co. has introduced Micro 50 **eco-friendly degreaser** which the company says quickly and naturally digests oil, grease, fuel and

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Valvoline is now offering **heavy-duty engine oil** formulated from 50% recycled product to commercial customers. Its NextGen motor oils are available as NextGen Premium Blue SAE 15W-40 and NextGen All Fleet Plus SAE 15W-40 offerings, in bulk and drum sizes, beginning in November. While the new formulas are made from 50% recycled oil, Valvoline claims they deliver 100% protection, exceeding industry specifications. For more info, visit www.valvolinehd.com or www.nextgenmotoroil.com.



Grote Industries has announced it has used its **LightForm flexible LED lighting** film technology to develop a new dome lamp. The company says it now offers the lowest profile LED dome lamp in the industry. The lamps don't project into the cabin at all, eliminating the risk of hang-up. The lamps are affixed using the peel-and-stick adhesive backing. The LightForm dome lamps will be available for shipment in the first quarter of 2012, Grote announced. For more, e-mail steve.green@grote.com or visit www.Grote.com.

Truck-Lite has introduced what it claims to be the first ever **LED perimeter lamp**, providing improved exterior visibility to either side or rear door lift gate areas of the trailer where a conventional dome lamp won't reach. The company says the new LED provides crisp, white light

to illuminate loading and unloading areas and improving operator safety. It claims to offer as much as 20 square feet of illumination to areas that do not receive direct lighting. The new lamp is part number 81335C.



Red Dot Corp. has announced it is now offering the Sleeping Well Arctic 2000 Plus **battery-powered air conditioning system**. The Arctic Plus improves on the previous Sleeping Well system by reducing power consumption by 26% to 55 amp/hr, the company announced. It is available as a complete after-market installation kit that fits almost any sleeper. It also comes with a shorepower option that uses 120-volt AC power to provide cooling without idling or using the on-board batteries. The Sleeping Well Arctic

200 Plus provides up to 6,150 BTU/hr of cooling, maintaining cab temperatures for 10-12 hours in typical use. For more info, you can visit www.reddotcorp.com.

Betts Spring says it has come out with the "most innovative spring-loaded **mud flap hangers** available to the heavy truck industry in more than two decades." The Smart A17 mud flap hangers are lightweight, corrosion-resistant and provide longer service life, according to the company. The new design incorporates an open wound coil spring providing improved rate recovery and yield performance, the company claims. The weight has been reduced by 5% over previous designs. The new design will replace Betts Springs' existing line of straight arm, tapered arm and angle down spring-loaded mud flap hangers. For more, go to www.bettspring.com.

Detroit Diesel has launched the first of a new four-part **driver**

training video series, available at www.DetroitDiesel.com. The videos were developed to help drivers enhance the performance of their engine. Topics include: driving for optimal fuel economy and power; diesel exhaust fluid; and updates on DDEC, Detroit Diesel's proprietary electronic engine monitoring system. The videos also provide step-by-step guidance on how to use Detroit Diesel products and tips on driving newer engine models compared to older models.

Kenworth is now offering the **Cummins ISX11.9 engine with rear engine power take-off** for selected vocational applications. The company says the ISX11.9 with REPTO can help eliminate the need for a front-mounted or transmission-mounted PTO. The option is available on the T800 and W900S models and intended for applications including concrete ready mix, construction, crane and cherry picker, mining, oil field, refuse and wrecker. For more info, visit a dealer. □

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FLEET NEWS

Erb rewarded for healthy workplace

NEW HAMBURG, Ont. – Erb Group has received a Gold Award from the Waterloo Region's Healthy Workplace Program.

The program recognizes workplaces in the Waterloo region that demonstrate a "strong commitment to improving the health of their employees." Companies are evaluated using a points system based on wellness activities and programs at the workplace, Erb announced.

The company received a Silver award last year under the same program. "This is a great accomplishment for Erb," said David Dietrich, vice-president of human resources. "The health of our employees is very important and always top of mind, especially being in the trucking industry where health issues are a rising concern."

Erb earned the award in part because of its Highway to Health Wellness Program, which consists of presentations on health topics including cholesterol, physical activity and smoking. Employees can review the programs online and they also receive hard copy resources.

This June, Erb launched its Soles in Motion Fitness Challenge, a 12-week program that encouraged employees to use pedometers to track their steps and physical activity using a Web-based program. Employees were able to track their progress online as they made a "virtual journey" from Erb's Montreal terminal to its Winnipeg terminal. Teams were created to promote some friendly competition, Erb officials said. The most improved challenge participants were then rewarded with prizes.

Erb Group is now working on a Winter Fitness Challenge as well as healthy eating initiatives and will have access to an employee cookbook featuring healthy meals. □



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**Clarke acquires
Select Transport**

HALIFAX, N.S. – Clarke Road Transport has acquired the assets of refrigerated trucker Select Transport out of Windsor, N.S. Select specializes in the haulage of produce and other refrigerated freight.

"This strategic acquisition expands our service offering into the area of refrigerated transport," said Dean Cull, president of Clarke Road and COO of freight transportation with Clarke Inc. "It will allow us to better service our existing customers and build out our client base. Further, it will allow us to improve our efficiency by maximizing our equipment utilization. The Clarke team is extremely excited by the opportunity this acquisition provides."

Added Rob Normandeau, president and CEO of Clarke: "This transaction will add scale and breadth to Clarke Road, one of our established core investments. We will look to continue to support Dean and his team as they build and develop our freight investments. These businesses have held up well in a relatively tough operating environment and we are optimistic about their future performance." □

**TransForce buys
I.E. Miller Services**

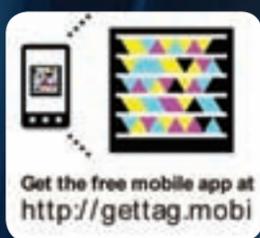
MONTREAL, Que. – TransForce has reached an agreement to acquire all the shares of I.E. Miller Services, a provider of rig relocation services, including disassembly, transportation and reassembly of oil and gas drilling rigs. I.E. Miller is a subsidiary of Complete Production Services. It operates eight terminals in Texas, Louisiana, Oklahoma, Colorado, and North Dakota.

With about 400 employees, I.E. Miller specializes in mostly high-end, high horsepower rig movements. It also services a base of oil and gas producers as well as drilling companies. The transaction will add annual revenues of approximately US\$138 million. The transaction is expected to close in the fourth quarter. □

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FLEET NEWS

Contrans/CP partnership focuses on multimodal flatdeck containers

By Adam Ledlow

VAUGHAN, Ont. – Canadian Pacific is set to become the exclusive Canadian rail transportation provider for Contrans Group, using Raildecks multimodal flat rack containers.

Canadian Pacific has been testing Raildecks' 53-ft, collapsible, multimodal carriers over the summer at its Toronto Intermodal Facility in Vaughan, Ont. Officials say the testing proved the concept, as pipe and other industrial products moved seamlessly on CP's long-haul intermodal trains.

"The Raildecks solution provides a viable option to convert some of the industrial freight that is moving over the road to be transported on intermodal rail," said Rick Jocson, CEO of Raildecks.

"We are excited to be able to provide shippers with a brand new service offering," added Stan Dunford, Contrans' chairman and CEO. "This will revolutionize the long-haul flatbed market and will result in substantial efficiencies and savings for shippers."

CP hosted an event at its Vaughan terminal to showcase Raildecks to a group of shippers and other industry stakeholders this fall.

John McBoyle, vice-president of marketing and sales, intermodal, at Canadian Pacific says the Raildeck technology is actually quite simple.

"It's like a container without sides, and it essentially fits into the 53-ft well car like a normal 53-ft container would, and the sides open up and you



can load the pipe onto the deck, close the top of the container and put it in the well car," he says. "It essentially is a container moving across the property like a normal container, but it has no sides, and all the integrity and structure of a normal container."

While the product has been in use in the US for a few years, Raildecks is new to Canada. While it has the potential to move truck freight to rail, Contrans saw advantages to getting involved.

Steven Brookshaw, vice-president of flatbed operations with Contrans, says the carrier's decision to try the Raildecks was borne out of the changing driver demographic, ie. drivers that want to be home with their families at night rather than running loads from coast-to-coast.

"We think that it's not a trucking solution: it's another solution that adds on to our trucking side. It is going to be a new business and we are treating it as 100% organic growth," Brookshaw said. "We're excited...we believe that this will do the same thing to long haul flatbed as what the container has done to the long-haul van world." □



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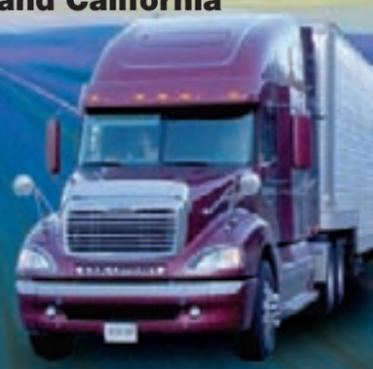
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SAFETY

Here comes winter, there goes traction

Guest Column

MARK RICHARDSON



As a safety consultant, I am often asked by my clients to put on driver seminars this time of year. From late October till Christmas, I find myself speaking at safety meetings all over the province.

The normal topics covered include: regulations, logbooks and of course winter driving tips and getting your truck and personal equipment ready for the cold weather, which is just around the corner. Sure, drivers carry extra gloves and warm clothes...like this is something new!

However, being a part-time driver for many years with SLH Transport and now working with drivers in a consulting role, I notice one major topic is missed. As a driver, are we really ready for winter?

This time of year presents new risks and a different reality of what it's like to drive an 18-wheeler in the snow and ice.

My baptism by fire came one night many years ago when I was asked to do a Sudbury switch in a Mack truck. While driving through blinding snow squalls on Hwy. 69, I soon realized that in the winter, the rules of driving have changed.

Ask any old-timer who has spent his nights around the Great Lakes and they will tell you that it doesn't just snow; it seems to come down by the foot at times. I remember the whiteouts where you couldn't see the bull dog on the end of the engine hood.

In the summer months we get used to driving a certain way, braking at certain times and going around corners at given speeds. In the winter, we as drivers have to re-evaluate how fast we drive and not ask the truck to do more than it has the traction to do.

Many accidents that result in a unit skidding off the highway or that dreaded word 'jack knife' are a result of the driver not slowing down, not adjusting his or her speed for conditions.

In the winter you must drive for conditions, drive at your level of comfort. Don't be goaded into a speed where you are not comfortable, regardless of what buddy on the CB is telling you.

Perform all driving actions smoothly and drive way ahead of yourself. Do not travel in packs, try to stay alone. If someone in front of you loses control, you could be involved if there is not enough distance between you and the other driver.

Hard-packed snow and crosswinds create their own hazards.

Continued on page 48

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SAFETY

Always drive for the conditions

Continued from page 47
Strong side winds can blow you into another lane or into the ditch. Hard-packed snow can bounce the truck to the point you can lose control.

When you encounter snow drifting across the highway, beware if your steer tire gets caught up in the drift. It can pull the tractor into the ditch. If you are wondering if there are icy conditions forming on the highway, open up your window and feel the back of your mirror for ice. If you can't see wheel spray coming off the vehicles that pass you or you see lots of their lights reflecting off the pavement at night, chances are you are on black ice.

For new drivers, turn off your Jake brake in the winter conditions. The Jake is so strong it can lock up your drive wheels when you let your foot off the accelerator, resulting in an unexpected skid. Bridges do not retain heat, so you can have black ice on a bridge long before you encounter it on the roads.

When crossing a bridge, I learned a little secret from an older driver: Just let up 100 rpm on the bridge and glide across.

Let the unit settle down, don't let off too much or the trailer can push you.

If you're in the north and the traction is lousy and you can't find the lane markers, try moving to the right just a little and you will find the rumble strip or the stone shoulder which will give you the traction to slow down. Remember a skidding tire has less traction than a rolling one; the skidding tire will always lead your unit. If you find yourself on ice, get off the brake. If you are hard on the brake, it will take you into the ditch most times.

If you find yourself in a situation where you can't see or maintain a speed of 50 km/h, get off the road. You are far better being late or waiting out the storm than having to phone dispatch and explain why you're in the rhubarb. Professional drivers don't get good at pulling a truck out of a skid; professional drivers get good at avoiding skids. We all need to come home safely; other motorists and our families are counting on it. Remember that all trucks are equipped with the most advanced anti-skid device known; it's called the "professional driver." Have a safe winter. □

— Mark Richardson is president of Canadian Safety Compliance Consulting, specializing in safety issues in the transportation industry. His services include risk analysis for insurance companies, court representation and educational seminars for both drivers and the insurance industry. Mark has provided expert advice to the trucking industry since 1987. He can be reached at mg.richardson@sympatico.ca.



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SAFETY

The War of 1812 is behind us, but the border battles continue

It has been two centuries since US President James Madison and the US Congress declared war on Great Britain, starting what became known as the War of 1812. Enemies have become allies, foes have become trading partners and we now share the longest undefended border in the world.

But as far as we have come, those who haul freight into the US continue to fight ongoing battles of their own.

There is no question that cross-border security tightened in the aftermath of the terrorist attacks of 9/11. An astounding 45 separate agencies now gather data when a truck crosses the border. The US Immigration and Naturalization Service needs information on the driver, the Department of Agriculture wants details about the produce in every reefer, and even the US Secret Service gathers information on selected loads.

Today's restrictions could become



even tighter in the midst of a struggling US economy. Protectionist interests in the US are bound to play a role in programs that affect the flow of goods back and forth across the border. Some influential American lawmakers even continue to make comments that suggest that 9/11 hijackers entered the US through Canada.

As challenging as the situation is, there are still some signs of hope. Discussions about a common "perimeter security" strategy promise to tackle some of the regulatory barriers, and administrations on both sides of the border recognize the value of trade. The Government of Canada recent-

ly released two reports on the consultations around a shared vision for perimeter security. South of the 49th Parallel, US President Barack Obama has also ordered a massive review of federal regulations with the goal of eliminating red tape.

In the meantime, fleets that regularly cross the border have also embraced the requirements of initiatives such as the Customs-Trade Partnership Against Terrorism (C-TPAT), and the voluntary Free and Secure Trade (FAST) cards to identify drivers, carriers and importers who have completed risk assessments.

The tools are hardly perfect. The trucking industry is obviously being asked to shoulder a disproportionate share of the regulatory burden. And fleets may not learn that a driver's FAST card has been revoked until they try to make their next trip across the border, leading to costly delays.

But experienced fleets are also building on these initiatives with steps that can further expedite individual crossings.

Recognizing that every border point includes a different layout, and that some rules are still open to interpretations, a fleet's driver training programs can carefully detail every step needed to process common freight, and clearly identify the physical layout of the most popular crossings. Ongoing discussions with customers, meanwhile, can help everyone to be aware of restrictions on different goods and the importance of accurate paperwork when trying to process the loads as quickly as possible.

Any work with Canada's trucking associations plays an important role of its own. These voices of the trucking industry are actively lobbying governments on both sides of the border to help improve procedures. When armed with information about specific challenges that emerge, they can set strategies that will make a real-world difference for the industry as a whole.

Of course, cross-border fleets also need to remain aware of the ever-changing rules which govern the American roads themselves. Hours-of-Service regulations offer a perfect example, and even features like 11-hour driving limits are likely to come to an end in the future.

Recently introduced CSA safety ratings, meanwhile, are tracking activities on US highways more closely than ever before.

As challenging as the CSA program may be, there are benefits to its enhanced safety ratings. We are already seeing drivers take a growing interest in the maintenance of equipment now that they know violations will be attached to their personal records. The new ratings have also led to valuable investments as carriers respond with a growing list of equipment ranging from electronic logbooks to electronic on-board recorders, speed limiters and even tire monitors.

It's important to remember that safe driving involves more than these technologies. Those who drive trucks equipped with tools such as collision warning systems or rollover stability controls can actually become complacent. But fleets that take the time to monitor the data generated by this equipment will have the chance to identify drivers who are triggering the safety systems more often than they should, and introduce the remedial training that will keep everyone safe.

Consider that to be a victory which has emerged in the midst of the ongoing border battles. □

- This month's expert is Rick Geller. Rick is vice-president of risk services for Northbridge Insurance, and has more than 30 years' experience in property, casualty and fleet insurance. To our loyal Ask the Expert readers: You'll notice a slight change. Markel Insurance, Canada's leading trucking insurer for 60 years, is now part of a larger family: Northbridge Insurance. Going forward, Northbridge Insurance will continue to provide superior service and innovative solutions to the Canadian trucking industry. For more information, check out our new Web site at www.nbjc.com.

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Blogs

- Palmer Marketing's Lee Palmer dishes on rates, the driver shortage and lessons learned from the recession in his latest blog.
- On-road editor Harry Rudolfs discusses the many issues faced by new drivers – often newcomers, to boot – trying to break into the industry.
- Want to run nice trucks? Treat your people right and the nice trucks will follow, says contributing editor James Menzies.
- ATBS's CEO Ray Haight offers his thoughts on the continuing financial headaches in the US and what the implications will be for those trying to run freight in the Great White North.



Web TV: Transportation Matters

- **COST CONUNDRUM:** Carrier executives from all modes have been forecasting tightening capacity and, as a result, upward pressure on rates. Are they right?
- **SHIFTING ALLIANCES:** Outsourcing is a growing trend. What do 3PLs add to the shipper-carrier relationship and how do carriers feel about dealing with a new partner?
- **FOCUSED ON FUEL:** Freightliner's Mark Lampert discusses the economy, parts shortages and how ECM data doesn't always tell the full story on fuel consumption.
- **TRUCKS FOR CHANGE:** President and founder of the Trucks For Change Network Pete Dalmazzi dishes how the trucking industry and various charities are working together to make a difference in their communities.



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"What a backwards, old, slow, fuddy-duddy highway system this is in Ontario, Canada, as compared to many parts of the world (both developed and developing). Go and visit some other countries in the world and you'll find out just how backwards transportation is overall in Canada. Did I say Pakistan is faster than Ontario? It's really quite embarrassing to see first hand. We don't have high-speed highways or super highways or much else resembling highways in Ontario. Just how long do you want to take to get to your destination using the highways? A lifetime? A person may as well file and paint their nails while driving at these slow speed limits in Ontario because there's nothing else to keep their attention."

- Onterrible responding to Harry Rudolfs' blog: *Comparing apples to speed limiters.*



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OEM/DEALER NEWS

Save now, pay us later: FCCC, Enova offer creative financing on electric vehicles

GAFFNEY, S.C. – Fleets looking to deploy environmentally-friendly electric delivery vehicles in their fleet can now do so without the substantial up-front cost, thanks to a new program from Freightliner Custom Chassis Corp. (FCCC) and Enova.

The recently announced Green for Free program allows fleets in the US and Canada to purchase electric vehicles for the same price as similar diesel-powered vehicles. The fleet can then use the fuel and maintenance savings achieved over time to cover the incremental expense for the technology, the companies announced.

The program covers FCCC's all-electric walk-in van chassis powered by Enova's electric drive system. The companies say delivery fleets with set routes will be ideal candidates for the program, since they have predictable drive routes and return home each night for charging.

FCCC says it's ready to provide immediate volume, which will help drive down the costs of components such as batteries. The delivery vehicles will be deployed into "disciplined duty cycles" where they will utilize 80% of the battery daily, FCCC says. The chassis has a GVWR of 14,000-19,500 lbs.

"FCCC and Enova recognize that the Green For Free program is necessary in order to make all-electric vehicles more affordable, and therefore more accessible, to fleets," said Bob Harbin, FCCC president. "We want to help those fleets interested in reducing their energy consumption and environmental impact by enabling them to purchase more alternative-fuel vehicles at one time because of the reduced up-front costs."

The companies are touting the Green for Free program as the first that will eliminate the incremental costs associated with buying and operating all-electric vehicles, aside from those funded by government.

The companies plan to deploy 3,000 alternative fueled vehicles within a two-year period beginning no later than the third quarter of 2012 as part of the program.

"This business model has the potential to stimulate tremendous and rapid growth, helping achieve economies of scale through cost reduction, resulting in an excellent value proposition for the commercial fleet operator," said Mike Staran, Enova president and CEO. "Enova has been delivering proven electric drive systems to a diverse set of domestic and international customers and has the distinction of seeing more of its green drive systems on the road than any of its competitors. The company continues to build on more than 20 years of innovation and traces its roots back to General Motors' EV1 electric car." □



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A NEW FAIRING: Onfreight Logistics is outfitting its entire trailer fleet with new side fairings from Aerofficient.

Aerofficient sets up Canadian office

WINDSOR, Ont. – New trailer side skirt manufacturer Aerofficient has announced it is opening a Canadian subsidiary in Windsor. The company has also landed a major Canadian customer.

“The decision was made to open this new subsidiary so that we could better serve the high demand we’ve received from Canadian trucking companies. The demand was such that we determined that a local business versus a cross-border business was needed,” said Jim Reiman, CEO of Aerofficient.

“Although trailer fairings are increasing in popularity in the US, Canadian fleets have been using them for quite a while now. Canadians’ greater experience with fairings has made them especially appreciative of the unique features and unmatched durability of Aerofficient’s products. To meet their needs and to assure that we can deliver to our Canadian customers the same superior service that we provide our American customers, creating a domestic Canadian company was necessary.”

Aerofficient’s fairings are made from an injection molded automotive-grade thermoplastic polyolefin material, known for its ability to withstand thermal expansion and contraction caused by extreme temperatures. It features a hinged, three-panel design providing extra strength and durability and making it ideal for dropdown docks, snow banks and road and yard hazards, the company says.

“We made our product to withstand the rigors of trucking, and our Canadian customers really put us to the test,” said Reiman. “Our sales in Canada prove that we’ve passed this test and that we are here to stay.”

Meanwhile, Onfreight Logistics has announced it will be equipping its entire fleet of trailers with Aerofficient’s side fairings.

“We have followed a progressive growth plan that has always included the use of technology to help us not only maintain our high level of service but to also help maintain our overall costs,” said Steve Ondejko, president of Onfreight.

“We take our purchasing decisions very seriously. Once we made the decision that trailer fairings truly met the efficiencies and fuel savings the manufacturers were touting, we carefully researched the qualities and capabilities of the various offerings in the market to determine the best product. After identifying the Aerofficient product as the leader both in terms of aerody-

amic performance and durability, we purchased one and rigorously tested it. Its performance exceeded our expectations.” □

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OEM/DEALER NEWS

Arrow promotes Gupta to branch manager

TORONTO, Ont. – Vikas Gupta, top salesman for Arrow Truck Sales in the US and Canada for three years running, has been named branch manager of Arrow's Toronto location.

"Our decision to promote Vikas to branch manager was based on a number of reasons," stated Steve Clough, president of Arrow Truck Sales. "His professionalism and extremely strong work ethic were definite factors. But combine that with his complete dedication to the Canadian trucking industry, and the personal interest he takes in his customers, we believe that there is no one more capable to manage the branch successfully."

Gupta is a member of Arrow's President's Club and has received a Diamond Level award from the company seven times in the past eight years. The company says about 80% of Gupta's sales come from repeat customers and/or referrals.

"Vikas is a one-of-a-kind person," said Scott Taylor, Arrow's eastern regional manager. "I've never met anyone more professionally driven than Vikas. He has a strong desire for continuous learning in today's business environment and he is 100% dedicated to helping customers satisfy their transportation equipment needs." □

Glasvan ends Capacity relationship; will sell Autocar shunt trucks

MISSISSAUGA, Ont. – Glasvan Great Dane has ended its dealer relationship with Capacity of Texas and instead will be offering Autocar shunt tractors as its exclusive Ontario distributor. Glasvan officials say the new partnership will offer "industry leading shunt trucks that offer exceptional durability and maximum productivity."

And Autocar itself was equally enthusiastic about the deal.

"Autocar is thrilled to become business partners with such a knowledgeable and professional organization as Glasvan," said Eric Schwartz, director of sales with Autocar. "Our ability to design and build quality shunt trucks with the most desirable features and specifications, along with Glasvan's ability to support and service customers, makes our partnership one of the strongest in OEM distribution."

The companies say Autocar shunt trucks will be offered in DoT and off-road configurations

with fuel consumption-reducing spec's as standard.

The cab features an e-coat process, enabling it to withstand Canadian winters. The Autocar shunt trucks will be powered by Cummins engines with Allison transmissions.

Autocar says its shunt trucks have the industry's fastest system for charging trailer brakes and come with a wider track steering system providing excellent maneuverability in tight spaces.

"Autocar and Glasvan can look forward to many years together, jointly fine-tuning features and custom options to ensure best total value in Canada," Schwartz added.

Meanwhile, George Cobham Jr., vice-president of sales with Glasvan Great Dane added "Glasvan will continue to fully support the new and used Capacity equipment we have provided to our sales, lease and rental customers."

For more on the Autocar shunt truck, visit www.autocartruck.com. □



OPEN FOR BUSINESS: There's a new Kenworth dealer in Ottawa.

New Kenworth dealership opens in Ottawa

OTTAWA, Ont. – A new Kenworth dealer has opened in Ottawa, offering expanded hours for parts and service and easy access to Hwy. 417, Mercier Group has announced.

Kenworth of Ottawa is located at 3220 Hawthorne Road in Ottawa's industrial area. The facility is newly-renovated and seated on 3.5 acres of land, one mile southwest of the Walkley Road exit from Hwy. 417.

An adjacent 1.5-acre lot provides trailer parking for customers.

The dealership features eight service bays, one dedicated to Kenworth PremierCare ExpressLube services, the company announced. There's an 800 sq.-ft. parts retail display area and a 4,300 sq.-ft. parts warehouse. The dealership also offers a driver lounge.

"With easy access to the main provincial route that connects Western Ontario, Quebec, and Montreal,

as well as Ontario Hwys. 7 and 416, Kenworth of Ottawa is a convenient location to get parts and service support and to buy new trucks," said Guy Mercier, dealer principal and president of the Mercier Group. Besides the Ottawa dealership, Mercier Group operates three other locations, all in Ontario: Kenworth of Kingston, Kenworth of Longlac and Kenworth of Thunder Bay.

"We're pleased to open our fourth location. It will allow us to provide our customers in Ottawa immediate access to TRP Aftermarket Parts and seven factory-trained service technicians."

The dealership is open 7 a.m. till midnight Monday through Friday. The phone number is 613-736-9292 (toll-free 855-617-9292). New truck sales manager is Robin Caron and the service manager is Gerald Guy. Jake Teichroeb is parts manager. □

Raydan Manufacturing to be purchased by Link

EDMONTON, Alta. – Link Suspensions of Canada has reached a deal to acquire Raydan Manufacturing, which produces the Air Link suspension among other products.

The deal is worth about \$4.4 million in addition to the assumption of about \$1.67 million in debt.

When the deal closes (expected to be in January), Raydan will delist from the TSX Venture Exchange, the company announced.

As part of the deal, CEO Ray English as well as Dan and Chris English, will stay on with the company for a period of three years.

Shareholders will be invited to vote on the acquisition during a special meeting Jan. 10, 2012. Ray, Dan and Chris English hold about 35% of the shares in the company and are urging remaining shareholders to approve the deal. □

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OEM/DEALER NEWS

Alliance Truck Parts driving growth 'momentum' with NASCAR partnership

By Adam Ledlow
MIAMI, Fla. – It's been a banner year for Alliance Truck Parts, the all-makes, private label parts brand of Daimler Trucks North America, and one that has seen it literally off to the races.

Coming into 2011 with a full product line, but with customers unsure of who the company was or what it stood for, Alliance opted to kick off a campaign to create some attention, said John O'Leary, senior vice-president of parts and service at Daimler Trucks North America, at a press event in Miami on Nov. 19.

The goal of the Momentum campaign was threefold: to fill in product line gaps with an "assault" of new product launches, to offer dealer support like never before, and to create visibility with its target demographic.

In order to zero in on that demographic, Alliance conducted an owner/operator survey to find a common thread. The result? Alliance found a huge segment of its customer base – some 70% – counted themselves among the 75 million NASCAR fans across Canada and the US.

Armed with this information,

and knowing NASCAR junkies to be among the most brand-loyal fans in all of sports (three times as likely to purchase sponsor products as casual sports fans, according to O'Leary), Alliance decided it was time it sponsored a stock car on the circuit with the help of Penske Racing. Given Daimler's existing relationship with Penske Truck Leasing, DTNA's largest customer, teaming up with Penske Racing was "hard to turn down," O'Leary said.

The new partnership got underway in April, with Sam Hornish, Jr. manning the #12 ATP Dodge at a race in Dallas. Since then, Hornish Jr., a former Indy racing star and winner of the 2006 Indianapolis 500, has turned out solid performances for Alliance this year, including a seventh place finish during the press event in Miami and a first place finish in Phoenix the week before.

In addition to the sponsored car, Alliance also lent its name to the ATP 250 at the Michigan International Speedway this summer, reaching some 70,000 fans at the event and 2.2 million watching from home.

Other NASCAR-themed features of the Momentum campaign, with the apt slogan "A pit crew in every part," include its Victory Lane Sweepstakes, ATP gift cards, mobile marketing (via Alliance's Trucker Net

app and YouTube video) and increased visibility via trade shows and trade advertising.

The end result of Alliance's endeavours has seen revenues surge 19% over the past year.

"2011 has been a success. Our Web sites have garnered a 500% increase in traffic and we have four times the number of press mentions as in any previous year," O'Leary said. "We have generated millions of dollars in media exposure from our NASCAR publicity. We have seen great redemption activity on our ATP gift cards. We have entertained tens of thousands with our mobile marketing; entertained hundreds with our trackside activities; built our product line significantly; seen revenues of ATP grow almost 20%; and helped to lift Daimler Trucks North America's share of the HD parts aftermarket by 2%."

So where do they go from here? O'Leary says that "2012 promises to be the Year of Alliance," with further product launches, even more racing, new Web sites and tools, and further dealer engagement, in order to "keep our competition guessing and customers happier than they have ever been."

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

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PORTLAND, Ore. – Freightliner is tapping into the minds of college students across North America to help design a futuristic owner/operator truck.

The Design the Future of Pride & Profit contest, invites students to submit a truck design that encompasses the future requirements of owner/operators. They'll be judged on overall product appearance, originality, power of emotion and illustration quality.

Three finalists will win an all-expenses paid trip to the Mid-America Trucking Show, where the designs will be on display. The grand prize winner will receive a \$20,000 scholarship and an option for a paid internship at Freightliner.

Freightliner officials say the competition will help generate out-of-the-box ideas for what O/Os will look for in their future trucks.

"Freightliner Trucks is the undisputed leader in cutting-edge truck design, innovation and engineering," said T.J. Reed, director of product marketing for Freightliner Trucks. "The truck design contest will provide us with the opportunity to uncover not only some of the newest and brightest designers, but will also keep us on the leading edge as we create the next generation owner/operators' dream truck."

To enter, visit www.FreightlinerTrucks.com/TruckDesignContest. □

TIRES

Giving tires some TLC

Truck tires cost more than ever. Whatcha gonna do about it?

By James Menzies

WINDSOR, Ont. – When fuel prices began skyrocketing in the mid-2000s, it forced truck fleets to re-evaluate every aspect of how they consume the precious resource. Surcharges were put in place, drivers were trained on efficient driving and fuel-saving devices like auxiliary power units and trailer side fairings suddenly became mainstream. Now with tire prices charting a similar course as the result of rising raw materials costs, many fleets would do well simply to convince drivers to check inflation pressures with a tire gauge. Yet tires continue to be one of the more overlooked components when performing routine maintenance on a tractor-trailer unit.

One way to manage tire expenses is to reduce the costs of on-road failures – and that begins with trying to prevent them in the first place.

Pressure points

Even today, many drivers judge the health of their tires and attempt to determine their inflation pressures with nothing more than a thump of a hammer. The ‘thump method’ is even taught at many driving schools. Yet, any tire expert will tell you that the only way to accurately measure inflation pressures is to use a tire gauge.

“Inflation is always the number one important factor in tire maintenance,” said Brian Rennie, director of sales engineering, Bridgestone Canada. “It’s been that way forever and I’m sure it’ll be that way going forward. Thumping the tire with a club doesn’t do the job. You need to measure the actual inflation pressure.”

To prove this point, Goodyear once assembled a collection of over-, under- and properly-inflated tires at a trade show and invited truckers to identify them based on the age-old thump method.

“The results weren’t too sterling,” recalled Mark Pillow, director of business solutions with Goodyear Commercial Tire Systems. Thumping tires to determine their inflation pressures may be the most archaic practice in widespread use today, yet few fleets have found a way to impress upon their drivers the importance of measuring

inflation pressures using a tire gauge.

“I don’t know how we as an industry overcome that,” Pillow said. “Some things die hard.”

Even Morrice Transportation, which runs a very effective tire program, struggles to get its drivers to use tire gauges.

“We try,” said Jeff Reaume, manager of maintenance and properties with the Windsor, Ont.-based fleet. “Most of them are pretty well still whacking tires unfortunately. Our highway drivers are much more diligent than our city drivers are.”

Bridgestone’s Rennie said at minimum, inflation pressures should be measured with a tire gauge every two weeks. At Morrice Transportation, whenever a mechanic has a few minutes to spare, he checks the tire pressures on any equipment that’s parked in the yard. Long-haul drivers should at least be accurately measuring inflation pressures before setting out on a long-distance trip.

“If you did nothing but keep the air at the proper inflation on a consistent basis, it would decrease your over-the-road tire failures dramatically,” Pillow said.

Match them up

When tire failures do occur on the road, it’s important to match both tires on a dual assembly as closely as possible. This is becoming easier as tire suppliers offer more advanced emergency roadside service programs that can quickly examine the inventories of nearby tire dealers and dispatch the provider that has the ideal tire in stock.

In a perfect world, fleets should replace a failed tire with the same make and design as the tire that it will be paired with.

“The recommendation would be to match them as closely as possible at the beginning and if it’s not perfectly matched, then make the switch when you get back to the shop,” advised Bridgestone’s Rennie.

Large fleets often stock a variety of used tires at various stages of wear, so they can match up tires with similar tread depths. Tire manufacturers recommend two tires on a set of duals have no more than a quarter-inch



TIP: The best way to reduce roadside service costs is to avoid them.

difference in diameter, or 1/8th of an inch (4/32nds) variance in tread wear. Otherwise, the larger diameter tire will carry more of the load, possibly shortening its life while the smaller diameter tire is subject to irregular wear.

If a failure occurs on the side of the road and the surviving tire on a set of duals is worn, it’s best to replace both tires at the same time, Pillow suggested. Otherwise, be sure to notify the maintenance manager when the truck returns to the shop, so the tires can be matched up then.

Rennie said many fleets will choose to purchase a standard tire when they suffer an on-road failure (say, a premium drive tire) and then remove it when the truck returns to the shop, place it in their inventory and replace it with a used tire with a tread depth within 1/8th of an inch of its mate. It’s a constant juggling act that can add life to your tires.

Collateral damage

Another concern when experiencing an on-road tire failure is the potential impact a blowout could have on the mate tire. In some cases, the rubber remnants from a blown tire will cause damage to the sidewalls of the adjacent tire on a set of duals or even to the trailer itself.

In the worst-case situation, this could weaken the sidewall of the surviving tire, causing a “zipper failure” in the shop. The sudden release of highly pressurized air as the tire zippers has been known to kill technicians who were tending to the tire.

Zippering can also be a byproduct of overloading a tire for any length of time. John Overing, business unit director, commercial products with Yokohama Tire Canada, suggested drivers resist the urge to “limp” back to the shop when they experience a tire failure.

“If there was a complete failure on one tire and the driver continued (to

drive on it), it’s possible the second tire has run overloaded,” Overing said. Whenever a truck has been driven on a flat tire, Overing recommended having the mate inspected by a tire expert.

“The best practice is to remove the other tire from the wheel assembly and to inspect it to see if there is any indication of overloading,” he said. “If you don’t do that and you simply replace the tire that failed, there’s a possibility of failure on the other tire fairly soon after.”

Tire professionals will examine the inside of the tire for signs of “blueing” caused by excess heat and other indications of damage. Rennie said in many cases, the tire that suffered the initial damage could be repaired while the mate suffers irreparable harm from being overloaded while “limping” to a shop.

Ditching the spare

This time of year, many of us have made a New Year’s Resolution to lose the spare tire around our midsections. Many fleets have already shed the extra weight associated with carrying a spare tire underneath their trailer. The cradles are still there, but they’re now frequently vacant.

Improved reliability of both new tires and retreads coupled with better roadside service availability has enabled this trend. There are several benefits in leaving the spare tire in the shop. If you are running at full legal weights, the extra payload will be welcomed and even if you aren’t, pulling an extra tire and wheel assembly can cause increased fuel consumption.

Doing away with a spare tire could save nearly 200 lbs, which can at least partially offset the additional weight of all the emissions-busting equipment that’s been added to tractor chassis in recent years. And then there’s the cost of buying all those extra tires.

“We don’t carry them at all,” said

Continued on page 58

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TIRES

Are retreads reliable?

Continued from page 57

Morrice Transportation's Reaume. "At one time, we used to run them on a lot of our trailers. But I run 300 trailers. That's 300x\$400 that's sitting there doing nothing. That's a lot of overhead that's been absorbed by no longer having to carry spares with us."

When Morrice does suffer a tire failure on the road, it calls Goodyear's fleetHQ program, which has a history of getting the equipment back up and running in short order, even when failures occur in rural areas.

Yokohama's Overing also pointed out that theft can be an issue when carrying a spare tire. This may become a growing concern as tire prices increase. Anecdotally, you hear a lot more about fuel theft when diesel prices are high.

"You don't want to be driving around with a brand new tire on a wheel with a \$600-\$700 value that's

really being held on by a chain that any bolt cutter could cut through," Overing said.

In retreads we trust

Retreaded tires get a bad rap, especially from folks outside the industry who mistakenly believe every piece of scrap rubber on the side of the road is the result of a failed recap.

Even fleets that do use retreads often limit them to trailer positions on local equipment. However, using retreaded tires is one of the most obvious ways to drive down tire costs and it won't necessarily increase roadside service calls. Manufacturers insist retreading procedures have vastly improved in recent years, with the use of high-tech imaging equipment, and retreaded tires are every bit as reliable as their brand new counterparts.

"The quality of retreads is very high," said Frederic Ollendorff, segment product manager, Michelin Canada. "We can say that the failure rate on a retread should not be any higher than on a brand new tire, if properly maintained."

Sadly, retreads rarely receive the same attention as new tires when it comes to routine maintenance. So while they may be every bit as well-built as new tires, their relative neglect means they are more likely to fail, which adds to the perception they're less reliable than new tires, Bridgestone's Rennie explained.

"The comparison is not fair," he pointed out. "The retreads that fail are probably, on average, less maintained than a new tire. Retreads are more likely to be placed on the trailer and if you look at the maintenance of the vehicle, the trailer probably receives the least attention. So the retread has an unfair disadvantage of failure."

Pity the poor retread. All things being equal, there's no need to question the reliability of a well cared for retreaded tire. Perhaps most telling, Yokohama's Overing said: "I think you're as safe running retreaded tires as you are running a new tire and this comes from a company that doesn't have its own retreading process." □

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Propane powered vehicles.....	<input type="checkbox"/> YES	<input type="checkbox"/> NO

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

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

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b) <input type="checkbox"/> Lease/Rental
c) <input type="checkbox"/> Food Production / Distribution / Beverages
d) <input type="checkbox"/> Farming
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PEOPLE

Erb Group's director of safety and compliance **Tom Boehler** has won the 2011 Transportation Safety Professional of the Year Award from the Central Chapter of the Fleet Safety Council.

Boehler started at Erb Transport in 1997 as a driver trainer. After a period as coordinator of safety and compliance with another transportation company, he returned to Erb as corporate driver trainer and compliance manager.

In January 2008, he was appointed director of safety and compliance. Boehler is also involved in various committees at Erb, including the Health and Safety and the Employees' Representatives to Management committees.

Boehler serves on the district of Kitchener's Safe Driver Award Banquet Team and is a co-chair of the Markel Best Practice Council. He also volunteers annually at the Central Ontario Regional Truck Driving Championships and is involved

in the NASCAR 22 Canadian Tire Series Racing Team.

TruckPro has appointed **Pierre Mouton** to the position of national manager for its heavy vehicle parts division (HVPD).

Mouton will replace Daniel Montmarquette who is set to retire in January. He will report directly to Alain Masse, executive vice-president of HVPD.

Mouton will be responsible for the management and the development of the TruckPro banner.

Mouton has more than 20 years of experience in the industry, including stints at Bureau en Gros/Staples and Bauer/Nike Canada.

"We are convinced that Mr. Mouton will represent a precious asset to our organization," said Robert Hattem, president and chief operating officer of parent company, UAP Inc.

Mack Trucks has named **John Walsh** its vice-president of mar-

keting. Walsh was previously director of media and public relations with Mack and has been with the company since 2002.

In his new role, Walsh will head the development and implementation of strategies aimed at driving sales, safeguarding and enhancing the Mack brand and growing merchandising and branding efforts, the company announced.

Walsh replaces Michael Reardon, who was previously appointed vice-president of sales with Mack. Walsh will continue working out of Mack's Greensboro, N.C. headquarters.

Wakefield Canada has named **Randy Klein** its vice-president sales, commercial division.

In his new role, Klein will head Wakefield's commercial division, with a strategic focus on the diesel exhaust fluid (DEF) and commercial lubricants segments.

Wakefield announced in a release that the commercial sector continues

to be an important strategic focus area for the company.

Before joining Wakefield, Klein served as vice-president and general manager of The Elexco Group (supplier of land services to the North American energy industry).

Clayton Gording, recently retired president of YRC Reimer in Winnipeg, has been named vice-president of Reimer Associates.

Officials say Gording brings a wealth of senior management experience in transportation, with a career spanning nearly 45 years with Reimer Express Lines.

"I have known Clayton personally for 30 years and I am proud to have him join our team," said Ross Reimer, president of Reimer Associates.

"Clayton will continue to reside in Winnipeg and his presence there will increase our ability to service our western Canadian clients." □

TRUCK NEWS

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December 2011 Volume 31, Issue 12
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One year later
A year after the attack, the 'Good Samaritan' truck driver sneaks out

raise more than \$8

inside This Issue...

Mark Dalton: Owner/Operator

Man and Moose on the Loose

By Edo van Belkom

The road was desolate and cold, but what made it even more eerie in the early morning light was the fog that drifted and shifted over the pavement like restless ghosts. Mark was headed west toward Montreal with a trailer full of fresh herring, cod, turbot and whatever else they caught over Newfoundland's Grand Banks.

It was a good load, especially if he delivered it on time, but that was a task that was proving a lot easier said than done.

First of all, the load had been late getting off the dock and he'd drank three cups of coffee in the employee's lounge to pass the time while he waited for the shipper to sign off on it.

Of course, he'd fully intended to go to the bathroom before he left the fish processing plant, but by then the load was a few hours behind schedule and there was all sorts of pressure on him to, "Go! Go! Go!"

And so, like a fool caught up in all the rush and hoopla, he'd jumped into his truck and taken off down the road, racing at breakneck speed on less-than-ideal roads, all in the name of getting to his destination on time and making a few more almighty dollars. All of which had left him in a bind.

He was desperately trying to meet the next ferry leaving Port Aux Basques in less than an hour. If he missed it, he'd have to wait for the next one and that meant he'd be even further behind on his delivery time in Montreal. And late was a four-letter word to a driver like Mark Dalton.

But now the coffee was catching up to him, reminding his bladder and his body that – very much like beer – coffee was a beverage that was more rented than owned.

And oh, how it reminded him. There was an aching sort of pressure pushing down between his legs – sharp and constant.

Every time he went over a bump or made a turn the ache would spread out from his groin in spasms that forced him to lift

himself off his seat as he drove, just to ease the pain.

Normally he'd stop and relieve himself by the side of the road, but he had to relieve himself the other way as well and he'd run out of toilet paper on the trip east. Sure, he could always do one and not the other, but Mark was afraid that if he did number one, number two might come calling with a vengeance and it would all end up in a big, big mess.

Besides that, he'd heard reports on the radio that the Royal Newfoundland Constabulary were looking for a madman who had brutally killed an entire hunting party that had accidentally trespassed on his land.

That had happened up on the island's northwest shore, but the man had slipped through the roadblocks set up by police and the authorities figured he was making his way through the bush, heading inland to hide out, or toward the ferry to get off the island.

Either way, it wasn't exactly the right time to be outside of your truck, exposed and vulnerable.

There was another option, of course, but even that wasn't available to him.

He usually kept an empty juice or water bottle handy in the cab so he could do his business inside the truck without having to wait for a rest stop or quiet stretch of road.

That would work here, except that he didn't have a bottle handy, and even if he did, the fog on this part of the Rock was so thick, that he didn't dare take his eyes off the road, not even for a second.

He'd laughed at plenty of guys who'd crashed their rigs while trying to pee into a bottle and he didn't want to be one of them.

He'd also seen more than a few plastic bottles with yellow liquid in them lying on the side of the highway and he didn't want to contribute to that sort of littering either.

In fact, he often wondered how people who made their living driving the nation's highways could be so disrespectful to the very thing



that gave them their livelihood... but that was another story.

Right now Mark had to go to the bathroom and desperate times called for desperate measures.

Daring to take his eyes off the road, he searched the cab for some newspaper.

It wasn't toilet paper, but it would do in a pinch and he could always freshen up properly at the next truck stop if he had to.

He looked around the cab. There were copies of *Maclean's*, and the latest *Sports Illustrated* swimsuit edition lying on the passenger seat, but neither one would do. One was Canada's national news magazine and the other had pages of beautiful women in bathing suits in it. 'Can't very well wipe my rear with either of those,' he thought.

He glanced quickly back at the road, then searched around some more, turning this time to check the sleeper where there was a copy of yesterday's *National Post* lying around.

Finding the paper, he put it on the passenger seat and flipped through it looking for a section he wasn't all that interested in reading, like book reviews.

Mark looked over his left shoulder to make sure he was still headed straight down the road when he caught sight of something appear out of the corner of his eye. "Uh-oh."

He snapped back around in his

seat in time to see a large animal lumber onto the highway no more than 50 feet ahead.

Foot off the gas.

Engine brake engaged.

Right foot on the brakes.

The truck remained pointed straight, but the rig's wheels locked up, getting little bite in the fog-slicked surface of the road.

Mark held his breath.

Time stood still...the moment of impact seemed to take forever to arrive.

And then it happened.

Ten tonnes of semi-trailer collided with one tonne of moose.

He could feel the animal hit, but instead of bouncing off the truck the moose seemed as if it had been gobbled up by Mother Load and had become part of its front end.

Then Mark could feel another thing...

Something wet and warm running down the inside of his thigh.

"Ah, Geez!" □

– Mark Dalton will return next month in Part 2 of *Man and Moose on the Loose*.

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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	2007	2008	2009	2010	2011	% Change Y-O-Y	% Change M-O-M
Jan	173	214	140	171	222	30%	-2%
Feb	174	217	117	182	248	36%	12%
Mar	228	264	131	249	337	35%	36%
Apr	212	296	142	261	300	15%	-11%
May	280	316	164	283	307	8%	2%
Jun	288	307	185	294	315	7%	3%
Jul	219	264	156	238	245	3%	-22%
Aug	235	219	160	240	270	12%	10%
Sep	206	203	180	234	263	12%	-3%
Oct	238	186	168	211	251	19%	-5%
Nov	227	143	157	215			
Dec	214	139	168	225			

TransCore Canadian Spot Market Freight Index 2007-2011

TransCore's Canadian Freight Index starts fourth quarter up 19%

TORONTO, Ont. – TransCore's Canadian Freight Index, which monitors freight movement on the spot market, saw a 19% increase year-over-year in October, although the month-over-month comparison dropped 5%.

October recorded the highest same month freight volume since October 2005. While October levels were down from the previous month, volume exceeded nine of the 12 months of 2010 and was the seventh highest spot market freight volume this year.

Equipment postings in October were down slightly – 2% behind September volume. Capacity was 8% below recorded levels for October 2010.

The equipment-to-loads ratio remained largely unchanged.

TransCore's Canadian-based Loadlink freight matching database constitutes the largest Canadian network of carriers, owner/operators, freight

brokers and intermediaries and has been available to Canadian subscribers since its inception in 1990. More than 13 million full loads, less-than-truckload (LTL) shipments and trucks are posted to the Loadlink network annually. As a result of this high volume, TransCore's Canadian Freight Index is representative of the ups and downs in spot market freight movement and provides a historical account of the domestic and cross-border spot market freight movement.

The first five columns include monthly index values for years 2007 through 2011. The fourth column indicates the percentage change from 2010 to 2011. The last column indicates the percentage change from the previous month to the current month. For the purpose of establishing a baseline for the index, January 2002 (index value of 100) has been used. □

Class 8 orders decline in November

NASHVILLE, Ind. – Net orders of Class 8 trucks cooled in November, according to preliminary results from FTR Associates. The forecaster said November marked the first y-o-y decline in preliminary net orders, down 22% from November 2010 and 27% from October. Preliminary orders totaled 20,400 units, while order activity for the previous three months averaged 24,100 units, FTR reports.

“Class 8 orders were very disappointing for November and came in substantially below expectations,” said Eric Starks, president of FTR. “November is normally a very good order month as it lies during what is typically the strong order period of the year. What is most troubling about the November number is that it is back down to levels last seen during the summer when we normally see slow order activity. However, one month does not tell us much about the fundamentals in the market and this does not change our outlook for 2012.” □

US truck tonnage up slightly in October

ARLINGTON, Va. – US truck tonnage rose 0.5% in October after rising a revised 1.5% in September, according to the most recent figures from the American Trucking Associations. September's increase was slightly less than the 1.6% gain the ATA previously reported.

Compared with October 2010, seasonally-adjusted tonnage was up 5.7%. In September, the tonnage index was 5.8% above a year earlier. October's tonnage reading was just 4.4% below the index's all-time high in January 2005.

“Tonnage readings continue to show that economy is growing and not sliding back into recession,” said ATA chief economist Bob Costello said. “Over the last two months, tonnage is up nearly 2% and is just shy of the recent high in January of this year.”

Costello added that he expects freight and the economy to increase at a slower pace next year, but that truck tonnage can outpace GDP growth.

“Manufacturing output has been the primary reason why truck freight volumes are increasing more than GDP. The industrial sector should slow next year, but still grow more than GDP, which means truck tonnage can increase faster than GDP too,” he said. □

Canadian Manufacturing Purchasing Managers' Index shows slower but still solid growth in November

TORONTO, Ont. – Both output and new orders rose at slower, albeit still solid, rates in November, according to the RBC Canadian Manufacturing Purchasing Managers Index, which offers a comprehensive and early indicator of trends in the Canadian manufacturing sector.

The headline RBC PMI – a composite indicator designed to provide a single-figure snapshot of the health of the manufacturing sector – registered 53.3 in November, down from 53.7 in October, and indicated the weakest improvement in Canadian manufacturing business conditions in four months. Index readings above 50.0 signal expansion from the previous month; readings below 50.0 indicate contraction.

The RBC PMI found that Canadian manufacturing business conditions improved further in November. New orders and output both increased solidly, with firms generally linking growth to great-

er client demand. Nevertheless, the rates of increase eased since October to five- and four-month lows respectively. New export orders also fell for the second month running. Meanwhile, the rate of input price inflation slowed further from April's peak to the weakest in the 14-month survey history.

“The latest RBC PMI numbers show that global uncertainty is weighing on the Canadian Manufacturing sector,” said Craig Wright, senior vice-president and chief economist, RBC. “Although the Canadian numbers continue to point to an expansion in the sector compared to declines in other parts of the globe, the trend over the last couple of months has been one of slowing growth.”

The monthly survey is conducted in association with Markit, a leading global financial information services company, and the Purchasing Management Association of Canada (PMAC). □

Canadian base rates fall in September

TORONTO, Ont. – The cost of ground transportation for Canadian shippers in September remained the same month-over-month, according to the latest figures from the Canadian General Freight Index (CGFI).

However, the Base Rate Index, which excludes the impact of accessorial charges assessed by carriers, decreased by 0.1% for the same period. It was the first decrease in base rates since March. Offsetting the decrease in base rates were slight increases in both average fuel surcharges assessed by carriers and other accessorial charges. “The slight decrease in base rates was predominantly driven by reduced costs in the transborder truckload sector,” said Doug Payne, president and COO of Nulogx. □



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TSQ

MILTON, Ont. – A recent blog from executive editor James Menzies (*Want to run nice trucks? Treat your people right, the nice trucks will follow*) prompted a barrage of responses from both fleet owners and drivers.

Some owners claimed drivers are essentially pigs who refuse to keep company equipment looking presentable, while drivers cried “foul,” calling the claim an overgeneralization and noting that many company drivers take great pride in their pristine trucks. But where does the truth lie? *Truck News* went to the Fifth Wheel Truck Stop in Milton, Ont. to see if drivers think company truckers do enough to take care of their equipment.

Chris Wright, who plays a dual role of company driver and owner/operator, says any company truck he’s shared has always seemed to be fairly well maintained – including his current rig: “It’s like your living room inside it.”



Truck Stop Question

Do company drivers do enough to take care of their equipment?

ADAM LEDLOW

“I have worked on and off with (company trucks) for 25 years and I have never had a problem,” he told *Truck News*. “They don’t give me a pig pen and I don’t take it back looking like one either.”



Larry Hathaway

Larry Hathaway, a company driver with Donnelly Farms out of Hartland, N.B., says it makes no difference whether it’s a company driver or an owner/operator operating the equipment: either they take pride in their equipment or they don’t.

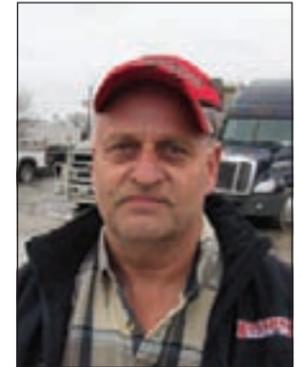
“I have seen a lot of drivers that come over from Europe and met four or five that didn’t care about the truck, but the rest of them take good care of their trucks,” he says.

Wade Peacock, a company driver with Scott Woods out of Maple, Ont., says it all depends on the individual and how they prefer to be seen – and whether they choose to have a professional attitude.



Wade Peacock

“I try to keep this truck clean, but there are others that don’t care whether they’re clean or not; it’s simply a means of work (for them),” he says.



Jim Marryatt

Jim Marryatt, a company driver with GTL Transportation out of Dartmouth, N.S., says his 13 years of experience as an owner/operator helped him learn how to maintain equipment and give him a sense of pride in his “workplace” – even if he doesn’t own it.

“I know a lot of guys that take good care of their equipment and I know a lot of guys that don’t. I have a brand new Peterbilt over there and I want to take care of it,” he says. “I get him cleaned up and I bathe him, and I like to keep everything nice and neat.”



Guy Caron

Guy Caron, an owner/operator with KNT Transport in New Brunswick, agrees with Menzies’ original blog sentiment: that if you treat your drivers right, nice equipment will follow.

“I was a company driver for years and I believe I took pretty good care of the equipment,” Caron said. “If you are treated right then you want to take care of the equipment and the company’s reputation.”

Caron says the look of the equipment has a lot to do with how customers perceive a company. “If you pull into the yard and have nice looking equipment in good shape, your load is going to get there safe and you are not going to have your stuff spread all over the road. If you have bad manners as far as keeping your stuff clean and up-to-date and well-maintained mechanically, I’m sure you are not going to take care of the stuff.” □

– Do you have a topic idea for the *Truck Stop Question*? Contact Adam Ledlow on Twitter at [Twitter.com/adamledlow](https://twitter.com/adamledlow) or by e-mail at adam@transportationmedia.ca and we may feature your question in an upcoming issue of *Truck News*.

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