

TRUCK NEWS

August 2012 Volume 32, Issue 8

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

About time

At long last, an agreement is reached for a new bridge

WINDSOR, Ont. – An agreement has finally been reached to build the new, second bridge linking Windsor, Ont. and Detroit, Mich. The announcement received a “huge thumbs up” from the Canadian Trucking Alliance (CTA).

“It’s been a long road to get to this day, with even more stops and starts than on Huron Church Rd.,” said CTA president David Bradley, referring to the years of political wrangling that has delayed progress on what many say is Canada’s most important and most needed infrastructure investment and the fact that trucks have to negotiate 16 stop lights on the Windsor road leading to the current bridge crossing. “So we are thrilled the new crossing will become a reality.”

“When it’s constructed, the new bridge will improve trade flows across the single busiest gateway for trade in North America,” Bradley, who attended the June announcement in Windsor, added. “It will provide freeway-to-freeway access to the border on both sides, provide redundancy in the event of an emergency shut-down at any of the Windsor-Detroit crossings, and enhance the efficiency and predictability of the North American supply chain which in turn will attract future direct investment and stimulate

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THE CLASSICS COME TO CLIFFORD

No judging. No awards. No egos.

DIAMOND IN THE ROUGH: This 1974 Diamond Reo Royale was on display at the Great Lakes Truck Club show'n'shine in Clifford. The truck looked great, even with more than a million miles on the odometer. *Photo by James Menzies*

By James Menzies

CLIFFORD, Ont. – The small town of Clifford, Ont. played host to one of the largest collections of antique trucks in the country June 29-30.

The show, put on by the Great Lakes Truck Club, saw an eclectic assortment of 170 classic trucks put on display for the enjoyment of a massive crowd that easily doubled last year's turnout, according to club president Chris Hall.

This year's show featured the “Bulldog Corral,” a tribute to classic Mack trucks dating back to the 1920s. The popularity of this special section exceeded expectations and the area set aside to house the bulldogs wasn't nearly large enough.

“We ran out of room,” Hall said. “That turned out to be almost a show in itself.”

The Mack collection was supported by Mack Trucks Canada, which contributed prizes and sent a brand new Mack Pinnacle Rawhide Edition to contrast the Mack trucks of yesteryear. But corporate sponsorship is something organizers of the show are cautious to keep to a minimum, as they want the focus of their grassroots show to remain on the trucks themselves.

“Our sponsors are mostly members and trucking companies,” Hall said. “It's not a money making process. As long as we have a bit of money left to cover our printing costs, that's all we need.”

The Great Lakes Truck Show is truly all about the trucks. There are no awards. No judging. No trophies. No Best in Show. No egos to placate. It costs just \$20 to enter a truck and only \$5 to visit.

The laid back atmosphere is based on the antique truck show formula that has proven popular south of the border. It also encourages owners to bring trucks that are a long way from

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Understanding remanufacturing

Don't confuse remanufacturing with refurbishing, experts warn.



Pages 44-45

Inside This Issue...

- **Refreshing the fleet:** New trucks have never been more expensive. And the great divide between those who can afford them and those who cannot, seems to be widening. Page 22
- **Navistar changes gears:** Navistar has announced it is combining SCR with its in-cylinder emissions technology. The new approach has been dubbed ICT+. Page 50
- **Purebred bulldog:** We drive a Mack Pinnacle with the new Super Econodyne powertrain package. Page 66
- **Human traffic on the road:** Mark Dalton can't help but get involved when he notices something is amiss. Page 68

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TRUCK NEWS



Golf for



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Each year, the Truck News/Chevron charity golf event tops the previous year and this year was no exception. The weather was great, everyone had fun and, thanks to all of our generous sponsors, participants and prize donors, we raised \$23,230.00 for Trucking for Wishes. That puts us at a total of \$106,710.00 raised for children's charities during the past seven years. A huge thank-you goes out to everyone who participated and donated. It couldn't have happened without you!!

The money raised will go to Make-A-Wish to grant the wishes of several children with life-threatening illnesses. Our wish child this year was 7-year-old Shaneia. She has Sickle Cell Disease and told us that her wish was "to go to Disney World to meet Rapunzel, Jasmine and Princess Tiana." Thanks to the generosity of the trucking industry, she will soon be on her way!

So thank you again to everyone who helped make the day such an amazing success!



CLASSE8

TRUCK SALES TRENDS

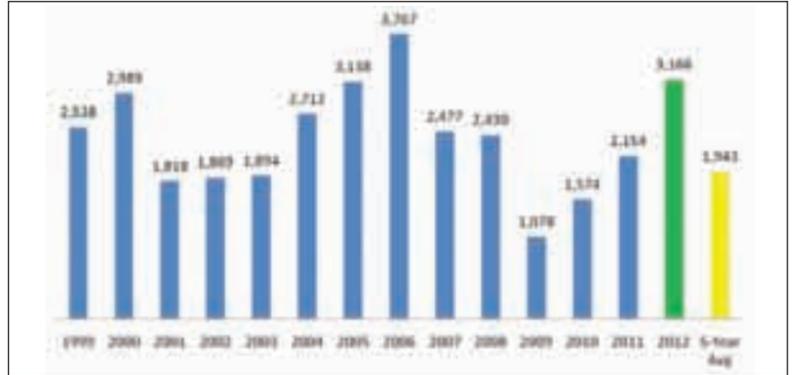
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Monthly Class 8 Sales – May 12

Class 8 truck manufacturers enjoyed an incredibly strong month in May. In fact, this May proved to be the second strongest in our recorded period, trailing only behind the record-setting year of 2006. This was the first time monthly sales surpassed the 3,000 mark in years. The monthly total was more than 1,100 units above the five-year average. Every manufacturer, with the exception of troubled Navistar, surpassed its monthly sales totals from the previous year by a healthy margin.

OEM	This Month	Last Year
Freightliner	717	468
International	432	444
Kenworth	740	448
Mack	249	174
Peterbilt	422	257
Volvo	360	186
Western Star	246	177
TOTALS	3166	2154

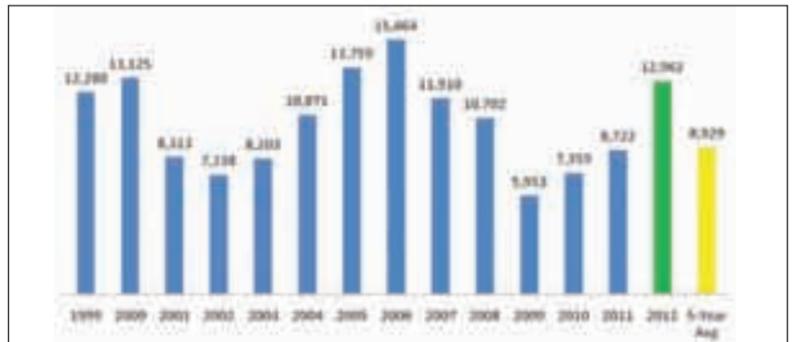
Historical Comparison – May 12 Sales



Class 8 Sales (YTD May 12) by Province and OEM

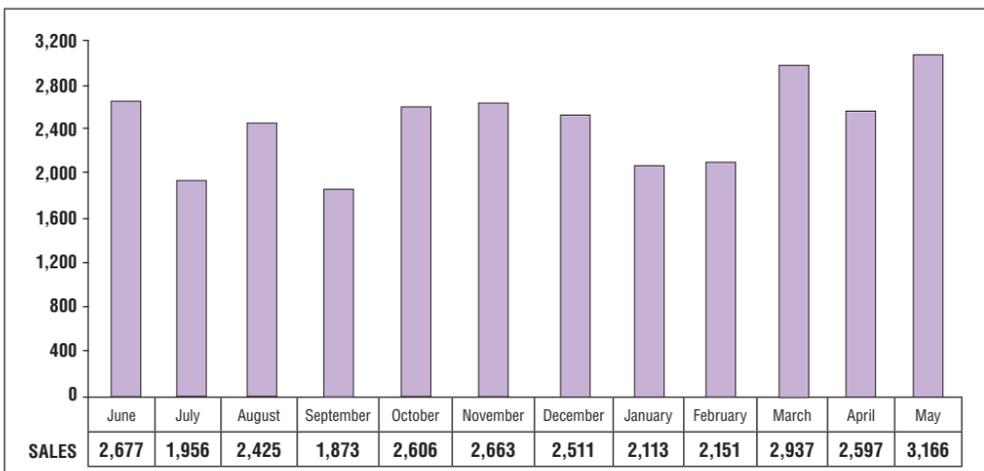
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	213	298	96	275	1,588	576	136	74	13	6	3,275
Kenworth	289	1,161	164	108	466	505	67	0	0	0	2,760
Mack	39	166	89	55	357	163	28	15	0	6	918
International	76	284	42	132	840	423	86	40	9	31	1,963
Peterbilt	170	563	119	299	276	239	60	9	0	0	1,735
Volvo	99	127	48	122	671	261	54	14	0	2	1,398
Western Star	162	319	47	21	125	155	24	60	0	0	913
TOTALS	1,048	2,918	605	1,012	4,323	2,322	455	212	22	45	12,962

Historical Comparison – YTD May 12

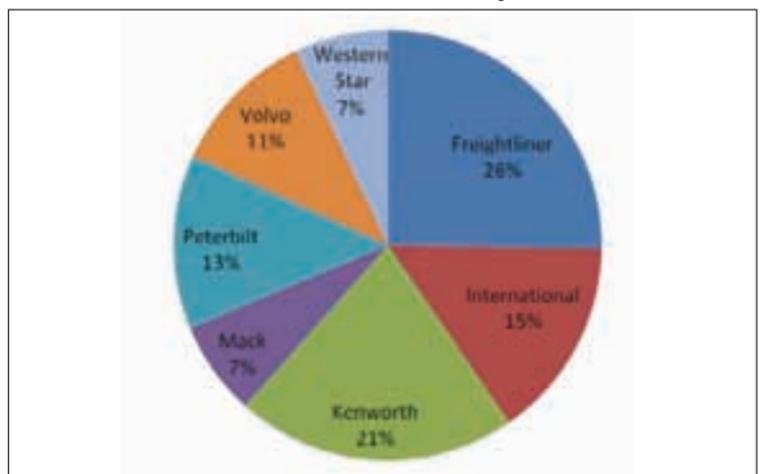


Class 8 truck sales may be slowing south of the border but so far the pace continues to be strong for sales in Canada. The 12,962 trucks sold after the first five months in the Canadian market in the midst of a slowing North American economy and economic uncertainty indicates the importance of not paying too much attention to the daily fears of the stock market. The YTD totals are more than 4,000 better than the five-year average and last year's totals. To date, 2012 is shaping up as the 4th best year since 1999.

12 – Month Sales Trend



Market Share Class 8 – May 12 YTD



For the eighth straight month sales climbed above the 2,000 mark, reminiscent of the industry's capacity boom years of 2005 to 2007. This was also the first month that sales climbed above the 3,000 mark. Our Transportation Buying Trends Survey found that 46% of Canadian carriers expect to purchase new Class 8 trucks in 2012. Question is if most carriers are looking to simply replace older equipment rather than add capacity, how long will the buying spree continue?

After five months of sales, Freightliner, last year's Canadian market leader, retains a commanding 26% share of Class 8 sales so far this year. Navistar International is now down to 15% of the market while hard charging Kenworth retains a 21% market share. Peterbilt and Volvo both enjoy more than 10% market share.

Source: Canadian Motor Vehicle Manufacturers Association

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August 2012, Volume 32, Issue 8
 ISSN 0712-2683 (Print)
 ISSN 1923-3523 (Online)
 Truck News, USPS 016-248 is published monthly by BIG Magazines LP., a div. of Glacier BIG Holdings Company Ltd. U.S. office of publication: 2424 Niagara Falls Blvd, Niagara Falls, NY 14304-5709. Periodicals Postage Paid at Niagara Falls, NY, U.S. Postmaster send address corrections to: Truck News, P.O. Box 1118, Niagara Falls, NY 14304. Truck News is published 12 times a year by BIG Magazines LP, a leading Canadian information company with interests in daily and community newspapers and business-to-business information services.
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PUBLICATIONS MAIL AGREEMENT NO. 40069240



We acknowledge the financial support of the Government of Canada through the Canada Periodical Fund (CPF) for our publishing activities.

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2002 GREAT DANE 53' HIGH CUBE REEFERS
 53', Tandem Air Ride, 11 R 22.5 Tires, Steel Wheels, Aluminum Exterior, Swing Rear Doors, Aluminum Duct Floor, High Cube Interior, High Powered Carrier Ultima 53 Reefer units with under 10,000 hours. Certified.



(2) 2007 STOUGHTON 53' DRY VANS
 53', Tandem Axle Air Ride, 11 R 22.5 Tires, White Aluminum Sides, Swing Rear Doors, Aluminum Roof, HDPE Plastic Interior Lining with Logistic Posts on 24" Centres, 110" Inside Height, 101" Inside Width, Certified.



2010 TROUT RIVER TRI-AXLE LIVE BOTTOM
 39", SPIF Tri-Axle (Tandem Air Ride with Steer Axle), 11 R 22.5 Tires, Steel Wheels, 39" Wide Belt, Electric Tarp, Bin Liner, Flip Up Hi-Lift Door, Reversing Belt, Spray Tank. Certified.



2006 TRALKING QUAD AXLE LIVE BOTTOM
 SPIF Quad Axle Air Ride, 11 R 22.5 Tires On Aluminum Wheels, Tridem With Lift/Steer Ahead, Black With Smooth Aluminum Sides, Electric Mesh Tarp, Combo Asphalt/Gravel Belt. Certified In June, 2012.



2001 FREUHAUF 53' DRY VAN
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A truck show that's all about the trucks

I've observed with some frustration in recent years, the demise of the traditional truck show. There are those that are now defunct and others that are barely recognizable as truck shows. There are those that resemble flea markets and others that have become primarily rock festivals with truck parking. As a result, trucker attendance at many of these shows has waned. But is declining attendance indicative of a lack of interest in classic iron? I'm not so sure about that.

In many cases, admission costs have climbed out of reach for a trucking family. It should not cost a hundred bucks for a trucking family of five to go to the truck show. Parking your truck at these shows shouldn't cost more than a night in the Four Seasons.

I'm alarmed by the number of requests I've received here at *Truck News* for passes to these shows. Many drivers would like to attend, to bring their kids, but the cost has gotten out of control. With all that said, I'm con-



vinced interest in classic trucks remains strong. Maybe even stronger than ever, as online photo collections of classic trucks seem to be driving a renewed interest among the younger crowd. Evidence of this was apparent when I made my first visit to the Clifford Truck Show, hosted by the Great Lakes Truck Club. You can read about it starting on this month's cover.

This is a truck show that's all about the trucks. And isn't that a noble concept? Showing a truck costs \$20. Attending as a spectator will set you back \$5. It's a grassroots truck show if ever there was one.

What I found so enriching about the Great Lakes Truck Club show was that it attracted enthusiasts from all walks

of life. Teenagers and kids were taking a genuine interest in the equipment and the owners were more than happy to talk to them about the trucks and the industry's rich history. I had to wonder, has there ever been so much knowledge of old trucks and equipment gathered in one place?

Organizers are cautious to avoid becoming too commercial. Only a small handful of sponsors are involved (enough to cover printing and promotional costs) and the club has resisted the urge to hire a band. They feel most of the attendees are more interested in retiring to their campsites after dinner and visiting with friends.

The Great Lakes Truck Club and its show has got it right. I hope they don't ever change. To learn more about the club, visit them at www.greatlakestruckclub.com. Better yet, get out and meet them in person when they

make their yearly pilgrimage to Clifford. It's worth the drive.

Especially if, like me, you worried that the traditional truck show was facing extinction. □

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The educational event of the year

While I've been enjoying the sunny summer weather at my home in the beautiful Kawarthas, I must admit to thinking ahead to the fall and the 2012 Surface Transportation Summit. Why? To put it simply, because this is the most ambitious conference we have ever put together for transportation professionals and we can't wait to share it with you this Oct. 17 at the Capitol Banquet Centre in Mississauga. As with past years, we have joined forces with Dan Goodwill and Associates and our sister publications *Fleet Executive* and *Canadian Transportation & Logistics* to pull the event together. What's different this year is that we will be bringing both sides of the transportation equation together under the same roof.

Transportation and logistics practices are becoming increasingly complex and an effective supply chain is becoming recognized as a competitive differentiator. At the same time there are lingering questions about capacity, pricing and service standards. By bringing shippers and carriers together in an educational setting we are look-



ing to foster productive dialogue and networking.

Carlos Gomes, senior economist at Scotiabank, will again kick off the conference with his insights on where the economy in general and transportation in particular are headed. We will also be exclusively unveiling the results from our latest national annual *Transportation Buying Trends* and *Equipment Buying Trends* research at the event. Great speakers make for a great conference and I believe this is the strongest lineup of speakers we have ever put together.

This year's Summit will feature a new track that will provide CEO perspectives on some of the major modes of surface transportation. Douglas J. Harrison, CEO, Day & Ross General Freight, will address the LTL freight market; Greg Hewitt, president, DHL

(Canada) will focus on where the courier business is going and Mark Seymour, CEO, Kriska, will provide his perspective on the truckload market.

This will be followed by a panel discussion on perhaps the most crucial issue for shippers and carriers – freight rate negotiations.

Representatives from two of Canada's largest shippers, Brian Springer, vice-president, transportation, Loblaw Companies and Michael Tan, divisional vice-president, supply chain and transportation, Hudson's Bay Company will engage in a dialogue with representatives of two of Canada's largest motor carriers, Dan Einwechter, CEO, Challenger Motor Freight and Wes Armour, president and CEO, Armour Transportation Systems.

The afternoon will feature parallel tracks focused on shipper and carrier issues. One track address how major corporate transformations have been driven by changes in transportation strategy.

Business Intelligence in Transportation has become a new "buzz word" over the past couple of years. Steve Morandi, analytics solutions leader, Deloitte Managed Services and Rick Tucker, senior vice presi-

dent, Global Technologies, Lean Logistics will speak to how business Intelligence in transportation is helping improve the performance of transportation operations.

Human Resources are one of the key assets of any organization. Ron Mosey, principal, RM2 Associates and Marvin J. Huberman, certified civil litigator, barrister, mediator and arbitrator will lead a discussion on a broad range of important HR issues.

Earlier in the day, Lee Palmer, president, Palmer Marketing and Dan Goodwill will also discuss social media and its effective use for brand building, customer retention and recruiting.

The final afternoon session focuses on safety. To find out more, to see a full list of speakers and to register, go to www.surfacetransportation-summit.com. And also check the #Tsptnsummit hashtag on Twitter for important updates. □

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

Did you know?

What shippers value most from their carriers

Price remains a considerable concern for shippers purchasing trucking transportation services. Just how important competitive pricing remains for trucking is evident in our annual research, which asks close to 2,000 shippers across Canada to rate the importance of eight key performance indicators when it comes to selecting one carrier over another. The chart shows the value shippers place on each of the eight KPIs on a scale of one to five and provides a comparison for all modes. On-time performance still remains the top priority when it comes to selecting both LTL and TL carriers. However, competitive pricing is the second highest con-

	On-time performance	Quality of equipment & operations	Information technology	Competitive pricing	Customer service	Leadership in problem solving	Ability to provide value-added services	Sustainable transportation practices
LTL	4.762	4.246	3.995	4.688	4.678	4.360	3.513	4.041
TL	4.837	4.448	4.091	4.708	4.643	4.375	3.803	4.167
Courier	4.872	4.324	4.548	4.730	4.674	4.366	3.769	4.134
Rail	4.448	4.308	4.188	4.683	4.494	4.222	3.693	4.067
Ocean	4.585	4.397	4.254	4.754	4.608	4.386	3.952	4.155
Air	4.902	4.461	4.536	4.634	4.702	4.490	3.965	4.155

sideration when shippers select a TL carrier, ahead of both customer service and quality of equipment and operations. When it comes to selecting an LTL carrier, shippers also value competitive pricing above customer service and quality of equipment and operations. Even when it comes to selecting a

courier, competitive pricing is the second highest consideration, again ahead of customer service. This has been true for a couple of years now.

Our research also delves into the value shippers place on sustainable practices when it comes to selecting their carriers. It's interesting to note that sustainable practices

were once again ranked ahead of the ability to provide value-added services and information technology when it came to selecting both LTL and TL carriers. □



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ROAD TEST: Driving Mack's new Super Econodyne package.

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IN BRIEF

Truck News launches free app

TORONTO, Ont. – *Truck News* now offers a free app for Apple devices including the iPhone, iPad and iPod Touch.

The app provides headline news, videos, industry blogs, career opportunities, feature articles and other material produced by the *Truck News* editorial team and other contributors.

It also provides weather updates based on your current location.

“The new *Truck News* app is the best way to keep in touch with industry news while on the road,” said Rob Wilkins, senior publisher of *Truck News*. “It has never been easier for our readers to stay informed.”

You can download the app free at the iTunes Store. □

Heavy Duty Distributor Council of Canada under new management

OTTAWA, Ont. – The Heavy Duty Distributor Council of Canada (HDDC) has announced it will now be managed by the Automotive Industries Association of Canada (AIA).

The new agreement took effect July 1.

The organization says it shares many synergies with AIA Canada, and engages in common initiatives such as government relations, industry outreach, market research, membership development and the hosting of networking events.

Under the new arrangement, the HDDC board says members will be managed by a group with experience in building a strong voice with government.

The group also said it will be

building a new business plan around adding member value.

“With HDDC’s potential for growth we are looking forward to working with AIA to fulfill our members’ needs and drive the Council into the next phase of our evolution,” announced Ian Johnston, president of HDDC.

“AIA will be entering into this relationship with a strong understanding of the non-profit sector and an understanding of our industry but will allow the HDDC to retain our own Heavy Duty independent identity while utilizing all the synergies the AIA has to offer.”

More information on the groups is available on their Web sites at www.hddc.ca or www.aiacanada.com. □

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US passes 'historic' highway bill

Contains provision mandating EOBRs

WASHINGTON, D.C. – The Americans have a new Highway Bill, which has been officially signed, sealed and delivered by US president Barack Obama.

The highway funding bill was greeted warmly by the American Trucking Associations (ATA).

“It has been 30 months since we have had a true, long-term highway funding bill, so today’s bill signing is a good thing for trucking and for our national economy,” said ATA president and CEO Bill Graves.

The ATA was particularly pleased with a provision within the bill that will require all carriers to use electronic on-board recorders (EOBRs) to monitor hours-of-service compliance.

“Despite misinformation from a vocal minority, the conferees have set our industry on the path to even greater improvements in safety by requiring the Department of Transportation to mandate that truck drivers use electronic devices to record their compliance with the hours-of-service requirements,” Graves said. “This is a tremendous leap forward for trucking, which will bring our compliance systems into the 21st Century, levelling the playing field for our industry and lead to even fewer crashes on our nation’s

highways.”

But even before Obama’s signature graced the new highway bill, an attempt was made to thwart the EOBR mandate.

The US House of Representatives passed an amendment – backed by the Owner-Operator Independent Drivers Association and brought forward by Representatives Jeff Landry, R-LA and Nick Rahall, D-WV – which would essentially prevent the DoT from funding the EOBR requirement. This could potentially prevent the rule from being implemented, though it’s not completely clear whether the mandate would require any funding from the DoT.

OOIDA, predictably, lauded the amendment.

“We’d like to thank the co-sponsors for their bipartisan opposition to the mandate,” said Todd Spencer, OOIDA executive vice-president. “We also thank those who worked against the EOBR mandate in the highway bill, including Leonard Boswell, D-IA and James Lankford, R-OK. We commend them all for recognizing the negative consequences of mandating EOBRs and for their hard work in stepping up to correct the situation.”

The ATA’s Graves responded with some palpable frustration:

“Though opponents of honest, fair and efficient enforcement of important safety rules have used this back door to thwart the will of Congress, we fully expect that the language of the conference report – agreed to by House and Senate leaders of both parties – will be the final word on the use of electronic logs and that DoT will quickly move to require this important safety technology on all trucks.”

In addition to the on-again, potentially off-again, EOBR mandate, the highway bill also granted ATA’s wish for a national drug and alcohol test clearinghouse which will allow carriers to determine which applicants have previously flunked drug tests.

The bill could also bring forth tougher requirements for new truck drivers and companies and will see a study conducted on truck crashworthiness.

While mostly happy with the bill, the ATA expressed some disappointment in the lack of infrastructure-related details.

“If America is to maintain its place as the world’s preeminent economy, then we must do more to maintain and improve our nation’s system of roads and bridges to ensure that goods can move freely and efficiently from factories to ports and from farms to markets,” Graves said. “While this bill takes steps in that direction, much more must be done in the future.” □

ATA to host summit on natural gas in trucking

ARLINGTON, Va. – The unrelenting buzz about natural gas as a viable fuel for the trucking industry has prompted the American Trucking Associations (ATA) to announce a “historic” summit on natural gas in trucking.

“There has been a great deal of discussion about natural gas, but until now, no one has brought together all the pieces of the puzzle to show the whole picture. This summit will accomplish exactly that,” said ATA president and CEO Bill Graves.

The event will be held Nov. 28-30 in Arlington, Va. It will cover all the facts of natural gas use in trucking, including recent fleet experiences, current and future technology from OEMs, vehicle maintenance and repair shop considerations and the importance of developing a more comprehensive fueling infrastructure.

“We live in an age of great uncertainty regarding the supply and cost of traditional fuels like gasoline and diesel. A fact, that when coupled with the enormous pressure our industry faces to reduce our environmental impact and reduce costs, makes natural gas a very intriguing and frankly very promising avenue for trucking,” Graves said. For more info on the summit, call 703-838-1935 or e-mail natgas@trucking.org. □

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BORDER

Canada to fund Michigan's share of bridge, recover investment through tolls

Continued from page 1

economic growth in the region.”

He also expects the new bridge will reduce the environmental impacts of long queues at the border.

Bradley commended both the Prime Minister and the Governor for their leadership and commitment to the project.

Canada will pay Michigan's \$550-million share of the bridge – an advance that would later be repaid from toll revenue. Michigan governor Rick Snyder, previously stymied in obtaining approval for the project in the Michigan leg-

islature – even some of the legislators from his own party withheld their support after intense lobbying from the owners of the Ambassador Bridge, which currently enjoys a monopoly – took the bold step of using his executive authority to reach an accord with Canada.

The political agreement to build the bridge and the connecting highways between the federal government, the government of Ontario (which has responsibility for constructing the highway link-

ages that are already underway) and the city of Windsor was attained some time ago. The green light from Michigan remained the missing piece of the puzzle.

Bradley acknowledged that opponents who have been battling bridge planners on both sides of the border, such as the owners of the private Ambassador Bridge, are unlikely to give up their fight and could challenge the accord.

“Regardless,” says Bradley, “the hard part of this long, drawn-out episode has been resolved. The need for a new bridge – in terms of both the economic viability and long-term security of both nations – is pretty self-evident. The myriad of problems that truck drivers have experienced in recent years with congestion, delays, and added costs associated with having a single, aging piece of infrastructure at one of the world's most im-

portant trade gateways has led to their solid support of new public-private crossing.”

It's still unknown exactly when shovels will be ready to hit the ground, but environmental approval to build the bridge across the Detroit River in the Brighton Beach-Delray industrial corridor has already been granted under the lengthy bi-national study process.

According to the Public Border Operators Association (PBOA), the current 83-year-old Ambassador Bridge saw 2.6 million truck crossings last year. About 25% of the goods (valued at about \$1.5 billion per day) traded between Canada and the US crosses over the Windsor-Detroit border. Truck traffic is projected to increase 128% over the next 30 years, surpassing current capacity by 2033. □

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Why waiting for a sleep apnea rule is a bad idea

By James Menzies

PORTLAND, Ore. – A much-anticipated regulation that will require carriers operating in the US to screen commercial drivers for sleep apnea could still be a year away.

Waiting for the law to be passed, however, is increasingly risky for motor carriers based on a number of recent court judgments. That was the assertion of Angela Cash, partner with US law firm Scopelitis, Garvin, Light, Hanson & Feary, when speaking during a recent Webinar on legal issues facing motor carriers, hosted by HR and compliance software provider Compli.

“We don't have a regulation yet, but the case law that's developing out there is already putting the liability on motor carriers even without a regulation from the FMCSA that would require companies to screen for obstructive sleep apnea,” Cash said.

Recent court cases involving commercial vehicle accidents that may have been related to fatigue have relied heavily on expert testimony, Cash pointed out. In one case a truck driver who was involved in an accident and then died of his injuries two weeks later was determined to have sleep apnea without ever having been diagnosed, based solely on the opinion of an expert who came to his conclusion based largely on the driver's physical attributes.

Cash suggested there's enough information currently available about sleep apnea and its risks that carriers are taking a chance by ignoring the issue.

“I think the tide is turning,” she said. “It's not a situation where you can say ‘We don't have a program,’ and those without a program are getting a free pass. There's enough out there in terms of studies, data, expert testimony regarding the trucking industry and sleep apnea that a pretty persuasive case can be made to show your driver was a risk – a time bomb, if you will – behind the wheel.”

Launching a screening program for drivers is a good start, Cash suggested, but follow-through is equally important.

“Plaintiff councils love for motor carriers to put policies in place and then not follow them,” she warned. “If you have a program, make sure you cover the whole thing and that you're not just identifying the drivers who might be at risk at the outset. But also, what are you doing to get them help, what are you requiring them to do in terms of treatment and what are you doing in terms of monitoring that treatment?”

Carriers also should be following up on minor crashes and driver complaints of fatigue to ensure they're not indicative of an underlying medical issue such as obstructive sleep apnea.

One of the risks for carriers without a sleep apnea program is that many drivers who suffer from the condition are fairly easy to identify. It's been well publicized that obesity, a thick neck, smoking and alcohol consumption are often prevalent among sleep apnea sufferers, meaning an expert witness or jury could draw their own conclusions based on a driver's appearance.

“If you start looking at the picture of that driver it becomes very clear there's an increased risk of sleep apnea,” Cash pointed out. “If that driver is involved in an accident where it appears sleep behind the wheel may have been an issue, all those factors are going to come out. The plaintiff council will say ‘I can see it, why couldn't you see it motor carrier? You were there all along’.”

Only 18% of the fleets represented on the Webinar indicated in a poll that they currently screen drivers for sleep apnea. A US notice of proposed rulemaking could be forthcoming later this year, but Cash warned “There's lots of information out there that motor carriers need to be looking at and asking themselves what they can do even before the regulations come into place.” □

THIS MONTH'S CROSSWORD PUZZLE

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Across

- Belligerent driving behavior (4,4)
- Gross combined weight rating (1,1,1,1)
- “Give me 40 ____ and I'll turn this rig around”
- Stacks smoke
- Truck-plant automatons
- Famous '50s Ford failure
- Registration-document names
- Ontario GM-plant city
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- Truck-aerodynamics focus (3,4)
- Tire-construction layers
- Hwy. 401 division
- Fire-trucks' water sources

Down

- Beatles' long, winding route
- Warning device atop cab (3,4)
- Hazzard Co. smokey Coltrane
- Fifth-wheel plate lube
- Truck collectors' associations
- Shell HD engine oil (7,1)
- Alcoa and Budd products
- Not local, trip-wise (4,4)
- Used-truck transaction
- Highest-bidder truck sale
- Traffic flow, typically (3,3)
- Ohio's Rubber City
- Airtronic bunk-heater brand
- Fixer-upper truck-ad words (2,2)

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Dial L for lawsuit

How a ban on handheld cell phones in the US has raised the stakes for motor carriers who operate there.

By James Menzies

PORTLAND, Ore. – A ban on the use of handheld cell phones by commercial drivers in the US, passed earlier this year, exposes motor carriers to even greater liability should their drivers ignore the law and be involved in a crash.

The federal law, passed Jan. 3., prohibits commercial truck drivers from using handheld cell phones while driving. The law still allows hands-free devices to be used, provided drivers wear a headset and can answer a call or dial a number with the push of a single button.

Drivers caught violating the law are subject to fines of US\$2,700 while carriers can be fined US\$11,000 for each violation.

Now that the law is on the books, motor carriers involved in an accident while their driver uses a handheld cell phone are unlikely to find sympathy from judge or jury, and the judgments could be staggering, warned Angela Cash, partner with US law firm Scopelitis, Garvin, Light, Hanson & Feary, when speaking during a recent Webinar on legal issues facing motor carriers, hosted by HR and compliance software provider Compli.

Cash said that in the past, cell phone usage among drivers was so prevalent, that defense attorneys could argue that talking while driving was a reasonable thing to do. The new law changes all that.

“Now, the plaintiff attorneys will simply point to the regulation and they will have that as a sword to use and to put into the jury’s hands,” she explained. “It takes away an argument we had before (that talking on the phone while driving was reasonable), which oftentimes resonated with a jury.”

Tim Wiseman, managing partner at the same law firm, said while it’s not required by the DoT, motor carriers should implement some form of written cell phone policy for drivers – and other staff, as well. It should also advise against pulling to the side of the road to use mobile phones.

“A lot of states don’t allow standing on the sides of the Interstates. We see a lot of litigation with commercial motor vehicles parked at the side of the road where a passing motorist runs into the back end of him and ultimately, we’re on the hook because we violated state law that restricts parking of a motor vehicle on the shoulder,” Wiseman explained. “When implementing a policy, make sure you address whether they can or should pull over to the side of the Interstate to make a phone call because that sometimes creates even greater liability than using the cell phone in the first place.”

Wiseman also said managers, dispatchers and other support staff should be included in the policy and discouraged from contacting driv-

ers when they’re behind the wheel.

“They need to be taught to avoid calling the driver when he’s on the road as much as they can,” he said. “Presumably (using GPS), the dispatcher knows when the truck is in movement, so the dispatcher should

‘I think all companies out there are at risk of these types of completely ridiculous and unreasonable jury verdicts,’

Tim Wiseman, lawyer

avoid calling or texting or communicating with the driver whenever they know that truck is in operation.”

Cash suggested carriers write into their policy a requirement for dispatchers to immediately determine when calling drivers whether or not the driver is parked in a safe spot or using a hands-free device.

“If the answer from the driver is no, have the dispatcher say they need to get the headset on and call back,” Cash suggested.

Having a written cell phone policy offers fleets some protection when facing scrutiny from a judge, jury or enforcement agency. Cash said some carriers even offer headsets to their drivers, which increases the likelihood of them adhering to the policy.

Still, despite the precautions, carriers with non-compliant drivers face a heightened risk of being sued now that the law has been passed. Cash and Wiseman pointed to a recent \$24-million judgment against Coca-Cola, which didn’t involve a commercial vehicle but nonetheless highlights some of the risks.

A salesperson for Coca-Cola was actually in compliance with the fed-

eral law and using a headset, but allegedly was distracted when she was involved in a collision in Corpus Christi, Texas. The victim survived the crash but required lower back surgery that amounted to just over \$100,000.

“The plaintiff attorney argued Coke doesn’t enforce its cell phone policy and encouraged the jury to send a message with a verdict,” Cash explained.

The message came in the form of a \$10-million judgment for punitive damages and another \$14 million for compensatory damages. Given the medical expenses were just over \$100,000, Cash said she nobody would have “predicted the

kind of result we saw.”

The judgment, even though it didn’t involve a heavy truck, should be an eye-opener for motor carriers, Cash said.

“If a verdict like this could be entered against a good company like

Coca-Cola, what are the risks out there for my company?” she implored trucking companies to ask. “And this did not involve a commercial motor vehicle. Juries have a predisposition against big trucks, so I think we have to look at these verdicts even if they do come out of an unfavourable jurisdiction. The tide is turning and people are less tolerant of companies that allow employees to engage in distracted driving in the form of cell phone usage.”

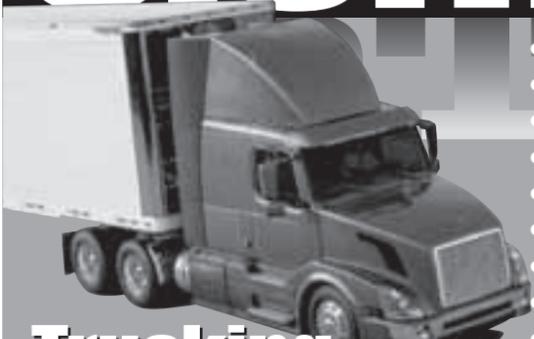
Added Wiseman: “I think all companies out there are at risk of these types of completely ridiculous and unreasonable jury verdicts.”

Carriers that implement a written cell phone policy should have drivers sign on in agreement and may even want them to accept responsibility for fines or damages resulting from violation of the agreement, Wiseman suggested. He said it’s a good idea to have separate policies for company drivers and lease-operators, to ensure there’s no clouding of a lease-op’s independent status.

Cash said some carriers are adopting a complete ban on cell phones while driving, including hands-free devices.

“With a few more verdicts like Coca-Cola, you’ll see more lean in that direction,” she predicted. □

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QUEBEC

Professional drivers' association looks to get results

By Carroll McCormick
MONTREAL, Que. – Winter road conditions on a lonely stretch of Hwy. 389 between Baie-Comeau and Fermont, Que., were often bad last winter. Truckers reported the problem to their Association des Routiers Professionnels du Quebec (ARPQ). (An unofficial English translation: Quebec Association of Professional Truck Drivers).

ARPQ forwarded the complaints to Transports Quebec. This spring, Transports Quebec called ARPQ with news that it had spoken to the road maintenance contractors and resolved the problem.

“We worked with the government and Transports Quebec,” says Charles Englehart, director general, ARPQ. This example, and the fact that this May Transports Quebec gave ARPQ a permanent

seat at a government-industry table on heavy vehicle safety (la Table de concertation gouvernement-industrie sur la securite des vehicules lourds) speaks to the value of an association dedicated to the interests of truckers.

“The Ministry of Transport believes that ARPQ (and with the information drawn from the practical experience of its members) can play a very effective role in highway safety... (and) is a very positive element for the Table de concertation,” says Quebec Transport Minister Pierre Moreau.

“ARPQ represents the person behind the wheel,” Englehart declares.

ARPQ publically announced its creation on June 13, 2010. Its purpose is to strengthen the trade of being a professional driver, promote driver training, rights and safety and to provide services at a lower cost

to its members.

“We are not a union and we will not interfere with how an employer manages its employees. Our mandate is just to protect our trade, so truckers can practice it safely and legally,” Englehart says.

ARPQ is a lean, revenue-neutral organization. The secretary holds the only full-time position. Englehart and Martin Boivin, ARPQ's president, work on unlimited time contracts. Englehart does the office work and negotiates with “partner” companies. Boivin is the public face of ARPQ; ie., he sits at the Table de Concertation.

Both have day jobs: A veteran trucker, Englehart now teaches driving full time. Boivin is a full-time owner/operator.

The sole requirement for membership is possession of a valid Class 1, 2 or 3 driver's licence. Member-

ship costs \$99 plus tax per year and anyone in Canada can join and access its benefits.

ARPQ has negotiated special rates with partner companies for its 1,000-plus members. This includes group medical insurance, truck insurance, legal, accounting and financing services.

To qualify for group medical insurance, ARPQ successfully applied to the Regie d'assurance maladie (provincial health insurance company) for status as a recognized trade group. This lets ARPQ offer group medical benefits and lets its members opt out of mandatory Quebec government insurance. “Now we can get the same benefits and coverage as any other trade,” Englehart says.

The medical plan includes disability insurance, 80% drug coverage, access to health specialists and \$5 million in travel insurance, worldwide. “If you go work for somebody with group benefits, we suspend your benefit fees. (Upon) leaving the employer your ARPQ benefits are reinstated,” Englehart notes.

The membership fee includes access to the law firm Heenan Blaikie, which made a deal with ARPQ for fighting tickets.

“A member can call them and the first 30 minutes of advice are free. If a member decides to retain Heenan Blaikie, filling out an application for an action is free. After that the cost is the standard professional rate. The cost for fighting a ticket is usually less than \$250,” Englehart explains.

ARPQ is also focused on improving the status of trucking as a trade, both in the eyes of the public and drivers. For example, ARPQ invites experienced members to apply for a DEP equivalent (a trade school certificate), which gives them official recognition as a professional driver. It passes on member requests to one of the two provincial driving schools: either the Centre de formation du transport routier Saint-Jerome, or the Centre de formation en transport de Charlesbourg.

A school instructor will spend about 10 hours with the driver and, if need be, even bring along a tractor-trailer.

“If you are at the same level as school graduates, you will get official recognition of your expertise. If you are not, you can take special courses,” Englehart explains. “A lot of members have taken advantage of this. This is important; for example, some employers will not hire a driver without a DEP. Getting a DEP equivalent gives the driver more pride in his work.”

ARPQ also arranges other training courses and negotiates prices. One course they put in place, for example, taught drivers how to become owner/operators.

“We are very active with our members. On the member section of our Web site we keep them up to date with every file we are working on. They can call and make suggestions. Most of the files we are working on come from ideas from our members. To become a member is to become interactive with ARPQ.” See <http://arpq.org> for details. □

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ONTARIO

Ontario allows longer tractor wheelbases

TORONTO, Ont. – Ontario has passed a regulatory amendment, which took effect July 1, to allow longer wheelbase tractors for single, tandem and tridem semi-trailer configurations. The change is designed to accommodate environmental devic-

es and add-ons, while meeting or exceeding MTO's turning performance standards and all other Highway Traffic Act dimensional criteria.

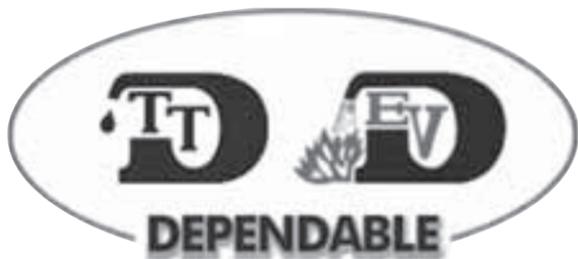
Under the change, the maximum allowable tractor wheelbase will increase from 6.2 m (244 in.) to 7.2 m

(282 in.) for vehicles classed as SPIF1 (Safe, Productive and Infrastructure Friendly) Designated Tractor-Trailer Combinations (ie., single, tandem and tridem tractor/fixed axle semi-trailer configurations).

To accommodate for the longer tractors, MTO is using a formula which reduces trailer wheelbase as tractor

wheelbase increases, allowing the configuration to negotiate turns the same as any other vehicle.

The change was welcomed by OTA. "The configurations MTO has moved forward on represent approximately 85% of the trailer fleet operating in Ontario," said OTA president David Bradley. □



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Going once, going twice...

Manheim refocuses on heavy truck auctions

By James Menzies

MILTON, Ont. – Automotive auction house Manheim Toronto is re-focusing on the heavy truck market, and opening its wholesale auctions to owner/operators.

The company held the first of its revamped heavy truck and equipment auctions June 7, and sold 78 of the 225 trucks consigned. Unlike most other auction houses, Manheim allows reserve bids, so sellers can put vehicles up for auction with no risk. If the truck doesn't fetch the reserve, the owner can take it home at no cost, Cheryl Munce, general manager of Manheim Toronto told *Truck News* during an interview at the auction.

Reserve bids are among the many changes the company implemented to better suit the needs of the heavy truck market, Munce explained. The company, known mostly for its wholesale car auctions, has been hosting heavy equipment auctions for about 12 years, but Munce said the focus was lacking. After taking over as general manager about a year ago, Munce decided it was time to breathe new life into the truck auctions.

"I noticed the truck sale, which runs the first Thursday of every month, was diminishing and had been diminishing over the last several years," Munce explained. "We didn't have a strong focus on growing that piece of the business."

Manheim hooked up with Transrep, a marketing firm run by industry veterans Ray Haight and Kim Richardson, and drew upon their contacts in the industry to find out how the auction could be improved to better meet the needs of the trucking industry.

"We didn't have those trucking relationships before," Munce said.

Taking Transrep's recommendations to heart, Manheim has strayed from its dealer-only approach and now invites owner/operators to take part in the auction experience. It also lowered commissions so that public buyers pay a 5% fee while sellers pay 4%. Munce said the industry norm is 11% for both buyers and sellers.

Owner/operators need not be intimidated by the auction experience, Munce noted. The company has assigned staff to help walk O/Os through the process.

"The biggest advantage for an owner/operator is selection and the other advantage is the fact they can get a much better deal on the vehicle," Munce explained. "Typically, they're buying it at wholesale (prices) here. They're not necessarily going to be front-line ready, but even when you contemplate some of the mechanical investments that might have to be put into that unit, they are still paying way less than you would by having a retail markup."

Trucks are sold as-is, so there is some risk involved, Munce admitted.

"It's not like buying off a retail lot, where we would call them front-line ready," she said. "The owner/operators need to know that, we're going to be selling these units as-is."

Prospective buyers are invited to inspect the trucks ahead of time and are welcome to bring along a mechanic. The June 7 auction featured industry guests ranging from insurance providers to an in-house finance company and even a fleet looking to recruit owner/operators. Theoretically, an O/O could buy a truck, finance it, insure it and find a job all in one place.

Munce said the new format also benefits equipment sellers. They receive payment the day of the sale (compared to the industry standard 21 days). Transrep's Richardson said he's hoping fleets will consider selling their used trucks at Manheim's auctions, since they can set a reserve and run the truck through the auction with no risk. Parking on-site is free of charge, he added. If the truck



NEW FOCUS: Manheim has refocused on its heavy equipment auctions and has opened the events up to owner/operators.

doesn't sell, they can take it back at no cost. By contrast, Richardson said auctions without reserve bids sometimes see owners buying back their trucks and then paying both the buyer and seller commissions rather than accepting a low offer.

Manheim Toronto is located at 8277 Lawson Road in Milton,

Ont. on 200 acres of land. The next heavy truck auction is scheduled for Aug. 2 at 10 a.m. and they will be held the first Thursday of every month. Munce said Manheim plans to gradually roll out its revamped truck auctions through its other Canadian operations in the months and years ahead. □

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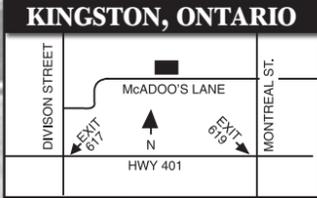
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ONTARIO

All show and a little shine

Continued from page 1

being "show ready" but are interesting to observe in their original form.

Some trucks were displayed complete with cracked windows and cobwebs intact, and those trucks were among the biggest attention-getters.

Saturday evening, organizers hosted a pork chop dinner, feeding 200 people. Some friendly truck trivia was held and then it was a subdued, but social evening by the campsites. Hall said the club has resisted hiring a live band, because most members prefer to visit with each other and talk trucks.

"All everybody wants to do (after dinner) is go back to their friends or their group and sit around and move from one truck to the next and talk," Hall said. "A lot of guys don't get to see each other because they're on the road."

Last year, a few participants were, as Hall said, "looking for an engine-revving, jake-braking good time," but the club moved swiftly to put an end to it.

The Great Lakes Truck Club has about 265 members who share a passion for antique trucks. Hall said he's noticing increased interest among the younger crowd, thanks largely to the Internet and ready access to old truck photos.

"You wouldn't believe all the younger kids that are now into these older trucks," Hall said.

He was heartened to see kids taking an interest in the trucks, looking beyond the front grille and asking questions of the owners.

"They were actually looking at the frames, in the cabs, they had a genuine interest in the individual trucks and the drivers were there for them to talk to," Hall noted.

The truck show will return to Rotary Park in Clifford next year. For more information on the club, visit www.greatlakestruckclub.com. □



EVERYONE'S WELCOME: The Clifford truck show included all-out show trucks comingled with true classics that were displayed pretty much 'as-is.' Photos by James Menzies

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CANADA

PIT partners with PMTC

By Julia Kuzeljevich

KING CITY, Ont. – Private fleets wanting to test new technologies can take advantage of the pooled resources and studies at PIT, thanks to a new partnership between the Private Motor Truck Council of Canada (PMTC) and Performance Innovation Transport (PIT). The PMTC has developed an agreement with PIT, announced at the annual PMTC conference this June, for members to access the various services offered at PIT, such as testing and implementation of energy-efficient technologies for heavy-duty vehicles.

PIT offers accurate, independent testing of fuel-saving technologies.

Andrew Hickman, senior technician, PIT, said that in 2007, two fleets, (Cascades and Robert Transport), were doing their own testing, and brought in FP Innovations, with its expertise in networking with R&D groups, to validate the protocols and

processes and to be a third-party intermediary.

“We created a test campaign called Energotest, testing 19 technologies in five days over 50 fleets who participated in the unveiling of the results several weeks later. This success led to the creation of a full program at the request of the industry in 2008; the program was called PIT,” said Hickman.

Eight campaigns later, essentially PIT acts as a hub for fleets, clients and governments who are interested in cost and emissions reductions, said Hickman. It’s a member-driven organization and projects are aimed at creating solutions.

“It takes the guesswork out of selecting the right technology for fleets,” Hickman said of PIT, allowing for a focus on the implementation of innovative technologies for maximum ROI.

PIT members comprise 30 Canadian and US fleets with more than 10,000 tractors and 30,000 trailers, federal and provincial government agencies, and municipalities.

“We can bring the cost of testing down by pooling our resources,” said Hickman. Test customers come from all over the world to access dedicated tests on the track, road, off-road, and in climatic chambers. Consulting, training and workshops are also available, as are tech guides covering such topics as biodiesel, tire pressure management systems, and IV-ITS Implementation (ie. on-board computers).

PIT has done studies on duty cycle test procedures, boat tails, and on ECM data.

“There are also some long-term operational observations going on in evaluating the service of hybrid delivery trucks, on the development of a hybrid truck best practices guide, and on disc brakes,” said Hickman.

In terms of testing on energy-efficient technologies, PIT is looking at aerodynamic drag reduction measures, rolling resistance measures, and technologies for improving powertrain efficiency. Under the Energotest model, “The main objective of testing on track is to conduct controlled test track studies to eliminate variables,” said Hickman.

Technology suppliers are referred to PIT by fleet members. PIT organizes Energotest campaigns by bringing together fleets and suppliers several weeks each year.

“We’re now doing some more developmental processes where fleets can rent the track for a time period and test various technologies at once,” said Hickman. Since 2007, eight campaigns and about \$1.5 million in testing has been paid for by suppliers, and some 150 technologies and best practices have been tested.

“To be honest you can’t do this as a single fleet. We try and take this pressure off the shoulders of the fleet – our engineers are already devoted to looking at new technologies,” he said.

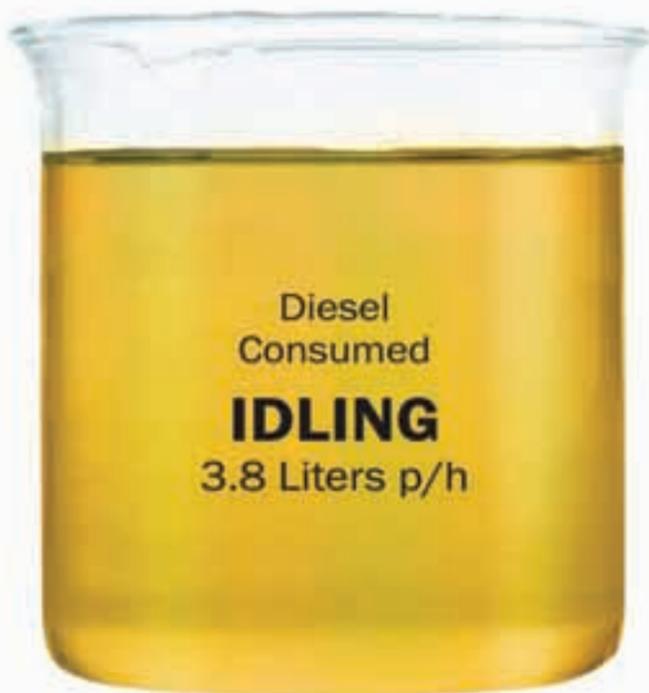
In 2012, two campaigns were scheduled for May 28-June 6 and Sept. 10-19. A big part of the testing is on emissions. Test results are quickly distributed to members and PIT staff supports members with implementation of the technologies.

“PMTC and PIT have entered into an agreement where PMTC members have access to the reports, guides, and services,” Hickman said. □

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CANADA

GHG regulations will lead to fuel savings, feds say

By Julia Kuzeljevich

KING CITY, Ont. – The federal government in Canada has put a new set of regulations on the table aiming to reduce total greenhouse gas (GHG) emissions from heavy trucks by 17% by the year 2020, setting 2005 levels as the baseline.

Stephane Couroux, acting chief, greenhouse gas regulatory development and marine analysis section, Environment Canada, presented details about the proposed regulations at the Private Motor Truck Council's annual conference this June.

The proposed GHG emission standards apply to new on-road heavy-duty vehicles and engines of 2014 and later model years, noted Couroux, and the regulations apply to anyone engaged in the business of manufacturing or importing new on-road heavy-duty vehicles or engines in Canada for the purpose of sale. Owners or operators of heavy-duty vehicles and engines won't have to comply with the regulations – the burden of compliance falls on the manufacturers and importers.

In May 2010, the governments of Canada and the US jointly announced their intent to develop GHG emission standards. In October 2010 and August 2011, Canada then released two consultation documents describing the key elements of the future Canadian regulations.

Environment Canada and Transport Canada also hosted three stakeholder consultation meetings. On April 14 2012, Canada published the proposed regulations in the *Canada Gazette, Part I*, initiating a formal 60-day comment period which ended on June 13, said Couroux.

On Aug. 9, 2011, the US had released a joint rulemaking, by the National Highway Traffic Safety Administration and the Environmental Protection Agency (EPA), prescribing fuel consumption and GHG emissions standards for on-road heavy-duty vehicles and engines for model years 2014 and later.

Canada's proposed regulations align with the GHG emission standards of the US EPA, noted Couroux.

In terms of lifetime GHG emission reductions on 2014-2018 model year vehicles, the proposed regulations total a reduction of 19 megatonnes. Compared to "business as usual," in 2020, these reductions would amount to taking three megatonnes of GHG, or some 650,000 personal vehicles off the roads.

A potential lifetime net benefit of \$4.2 billion could be reached mostly through fuel savings.

"Increased vehicle purchase prices are expected to be recouped by fuel savings in less than one year in most cases," said Couroux. Manufacturers of new heavy-duty vehicles will be able to build GHG-compliant vehicles by incorporating cost-effective and currently available "off-the-shelf" technologies.

The emission standards would also take into account the significant differences between three broad categories of heavy-duty vehicles and recognize the utility and work of the vehicles, said Couroux.

The categories include Classes 2b and 3 pick-up trucks and vans, Classes 7 and 8 combination tractors (ie., semi-trucks), and Classes 2b through

8 vocational vehicles.

The proposed regulations also include separate engine and vehicle emission standards for combination tractors and vocational vehicles.

"We've now received views from all interested parties and are compiling these for the final regulations. The intent is to align the regulations with those of the US, which were released in August 2011 and apply to 2014 model years and later," Couroux said.

Regulations will apply to vehicles from full-size pick-ups above 8,500 lbs, all the way to combination tractors, and vocational vehicles. Trailers will not be subject to the regulations, nor will off-road vehicles, construction vehicles, or agricultural equipment.

"The regulations are designed to recognize the function and ability of the vehicles to deliver the standards they need to deliver. A

CO₂ average standard would be proposed, measured in grams per tonne/mile and established based on the vehicle's work factor. As the payload capacity and towing capacity increases, the work factor would too. Every year the vehicles will have to meet more stringent factors approaching the 2018 target year," said Couroux.

"The highest reduction rate in emissions is 23% with high roof long-haul tractors. Natural gas vehicles are doing well on carbon dioxide but not on methane standards," he added.

Manufacturers would be required to demonstrate compliance using prescribed emissions testing procedures or simulation modelling procedures, aligned with the US EPA's.

Tractors and vocational vehicles can be tested using a US computer simulation model (GEM).

"The intent of the GEM model is to avoid costly testing – the model can

be freely downloaded from the EPA Web site," said Couroux.

The CO₂ emissions credit system would allow companies to manufacture or import vehicles and engines with emission levels worse or better than the standard, provided their average emission level does not exceed the standard. It would allow companies to generate, bank and trade emissions credits, which would be valid for five years, while deficits must be offset within three years. Credits and deficits are monitored through annual reporting.

The next steps include a review of the written comments submitted during the formal 60-day consultation period which ended in June. The government will adjust provisions of proposed regulations as needed, and final regulations are targeted for publication in the *Canada Gazette, Part II* later in 2012.

"The intent is to finish the regulations for this calendar year and to have them in place for the next calendar year," said Couroux. □

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Refreshing THE FLEET

By James Menzies

Motor carriers that extended trade cycles during the recession are awakening to a harsh reality as they begin to look at rejuvenating their aging fleets. The latest emissions-related technologies brought on by US Environmental Protection Agency (EPA) emissions standards have driven the cost of a new Class 8 tractor well north of \$100,000 and it has suddenly become much more difficult to finance new tractors for fleets that have little capital and only older trucks to trade in.

Steve Russell, chairman and CEO of Celadon Transport, paints a grim picture for cash-strapped fleets. When *Truck News* visited him at his Indianapolis office, Russell grabbed a pen and paper and scribbled out the new trade-in formula as such: In 2006, he pointed out, a new truck cost \$95,000 and a three-year-old truck was worth \$50,000, so a company looking to upgrade would require a loan of \$45,000, which was easy to obtain. Today, a new truck costs \$125,000 and a three-year-old truck is worth \$50,000, so the company requires a \$75,000 loan and very few financial institutions will write it.

Worse, many fleets extended their trade cycles during the downturn and are now running trucks that are seven years old, not three. Those seven-year-old trucks are worth maybe \$20,000 and a \$100,000 loan is required to trade up into a new tractor.

Meanwhile, the maintenance costs on a seven-year-old truck are 18 cents a mile compared to five cents a mile on a two-year-old truck that's covered under warranty, Russell added.

It's a vicious cycle that has required many small fleets to resort to doing two-for-one or three-for-one swaps, where they're exchanging several older tractors for one new one and downsizing their capacity in the process.

Very quickly a 180-truck fleet becomes a 100-truck fleet and Russell said this was true of several struggling trucking firms Celadon has acquired in recent months.

This is a reality that's not just true south of the border either. Rob Penner, executive vice-president and chief operating officer with Bison Transport, told *Truck News* he sees the same phenomenon playing out in Canada.

"We're absolutely seeing that," he said of desperate two-for-one trade-ins. "And I think anybody who is looking at the (proposed) deals coming across our desks is seeing that scenario. There are a lot of trucking companies that appear to be doing reasonably well that are totally undercapitalized and when they have to get through refreshing their fleet, they're looking into that strategy where it's three-for-two or two-for-one. They're looking for investors and partners and they're looking to sell their business or a portion of their business

New trucks have never been more expensive.

And the great divide between those who can afford them and those who cannot, seems to be widening.

for exactly those reasons."

On the other end of the spectrum, large, well financed companies are rejuvenating their fleets with abandon. Bison itself has spent \$95 million on new equipment over the past 18 months, replacing 515 EPA07 generation tractors with the newer EPA2010 technology. Penner said Bison will be buying another 100 or more tractors by the end of the year and it has also purchased 625 new trailers in recent months.

Challenger Motor Freight, another of Canada's largest carriers, will have replaced nearly a third of its fleet by the end of the year, taking delivery of more than 400 new tractors in the process. By the end of the year, Challenger's oldest highway tractor will be of an EPA2010 vintage, said president and CEO Dan Einwechter in a recent interview with *Truck News*. Challenger also has recently refreshed most of its trailer fleet, buying 1,000 new trailers to replace 1,400 aging units.

Asked how a carrier can afford to replenish its equipment in the new era of high purchase prices, Einwechter said simply: "You have got

six, became seven (years old)."

Einwechter said as the older trucks steadily depreciated in value, few carriers were setting funds aside to replace them when business picked back up.

"As the old trucks were depreciating, a lot of carriers weren't putting money away because they had no money to put away," he explained. And that's where many small fleets find themselves today, operating older equipment than ever before without access to the funds required to modernize.

Class 8 truck sales, year-to-date, have been significantly stronger than in 2011, but have come to a grinding halt over the past few months, partly due to this same set of circumstances.

Kenny Vieth, president and senior analyst with industry forecaster ACT Research, feels much of the slowdown in new truck order activity can be attributed to skittish small fleet owners who are unwilling or unable to finance new tractors at nearly \$100,000 a pop.

"Smaller truckers who have to borrow to buy are most likely driving older trucks with relatively low

values," Vieth asserted in ACT's most recent *State of the Industry* report. "Those truckers need to borrow \$90,000-\$100,000 to finance a new truck, but their confidence has been shaken by a number of events in early 2012, including economic concerns, a 9.5% jump in fuel prices through Q1, and inconsistent freight early in the year."

Bob Costello, chief economist with the American Trucking Associations (ATA), said via Twitter that the high cost of equipment is "the new diesel" and could drive fleets out of business.

There is also, among small fleets, a lingering distrust of the latest EPA-mandated emissions-related technologies such as exhaust gas recirculation (EGR), diesel particulate filters (DPFs) and selective catalytic reduction (SCR), even though the latter has improved fuel economy by about 5% and is a big part of what's moti-

vating the larger fleets to upgrade to newer equipment.

Earlier EPA mandates in 2002 and 2007 had the opposite effect, however, not only driving up purchase prices but also degrading performance and fuel efficiency.

Small fleet owners like Bill Cameron, owner of four-truck firm Parks Transportation, said he's not prepared to invest in the new equipment as long as he can refurbish older tractors and keep their maintenance costs in check.

"I avoid them like the plague," he said of the newer generation trucks. "My own truck is a 2001...

this truck has a rebuilt engine, transmission and front differential. It will continue to be rebuilt, one component at a time until it becomes impractical."

Cameron said owner/operators and small fleet managers he's spoken with share the same concerns and are looking for non-traditional options such as buying glider kits from the OEMs or having older tractors refurbished.

"A friend of mine has eight trucks hauling freight to the west and cattle back (to Ontario)," Cameron said. "His trucks range from 1999 to 2007. The older trucks are being rebuilt as needed, the 2006 and 2007 are for sale. We all seem to be of the opinion that extra maintenance on older, mechanic-friendly equipment is far preferable to payments on high-tech, unreliable new iron."

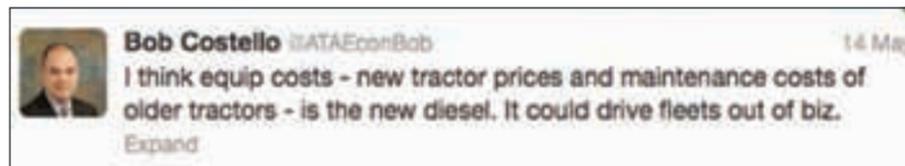
But not all small fleets share that outlook. With older tractors come higher repairs costs, increased downtime and an inability to recruit and retain drivers.

This is especially true among carriers that run into the US, where a driver's own CSA (Compliance Safety Accountability) score can be negatively impacted by running older or poorly maintained equipment. Trucking jobs are abundant and drivers are more likely to gravitate towards fleets that are operating newer equipment.

Apps Transport Group, a 50-truck city cartage fleet based in Brampton, Ont., is one small fleet that has undertaken an aggressive fleet renewal strategy. It replaced a third of its fleet with 17 new Peterbilt Model 386s, even though the premium tractors carried a higher purchase price than many other options. Interestingly, as part of its rejuvenation, Apps traded in some of its newest EPA07 tractors and held onto several of its older, more reliable units.

Still, Rob McDonald, president of Apps Transport, admitted financing new equipment is a struggle for smaller operations.

"There are several ways to finance new equipment," McDonald said. "The OEMs provide one source and I think they're going to have to look at being a little more flexible in light of the realities of the economy and the value of the



to be financially prudent enough that the financial institutions are willing to finance you. You have to have the right formula."

Challenger, like many fleets, began extending life cycles during the downturn but its size, reputation and access to capital has helped it get its trade cycles back to normal.

"So many of us wouldn't keep a truck more than four years," Einwechter said. "Why? There are varying reasons for that; some say it's very scientific and other say it's not scientific. The bottom line is, we just did it. We were doing it to attract drivers. Then the downturn hit and guess what happened? Trucks didn't have the miles on them you thought they would have after four years, people were reticent to go out and make capital decisions because nobody knew what the hell was going to happen. So the four-year-old truck became five, became

values," Vieth asserted in ACT's most recent *State of the Industry* report. "Those truckers need to borrow \$90,000-\$100,000 to finance a new truck, but their confidence has been shaken by a number of events in early 2012, including economic concerns, a 9.5% jump in fuel prices through Q1, and inconsistent freight early in the year."

Bob Costello, chief economist with the American Trucking Associations (ATA), said via Twitter that the high cost of equipment is "the new diesel" and could drive fleets out of business.

There is also, among small fleets, a lingering distrust of the latest EPA-mandated emissions-related technologies such as exhaust gas recirculation (EGR), diesel particulate filters (DPFs) and selective catalytic reduction (SCR), even though the latter has improved fuel economy by about 5% and is a big part of what's moti-

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CANADA

The new trade-in formula: Two-for-one?

Continued from page 22

trade-ins. It is going to be more of a burden on fleets but I think anybody whose balance sheet isn't in terrible shape shouldn't have issues financing through the OEMs as the economy shows more promise for the future. Every case is individual but for sure, we have

to be more creative and so do the people on the lending side."

Bison's Penner said financial institutions, particularly in Canada, seem less willing to lend to small

businesses, exacerbating the challenges related to refreshing their fleets.

"The banks are being more cautious than ever," Penner said. "If you look at Canada versus the US, Canadian small businesses seem to be at a significant disadvantage because of the banking system."

There are several ways motor carriers can refresh their fleets and get back onto a more predictable trade-in cycle.

One option that's growing in popularity, according to ATA's Costello, is full-service leasing. This allows fleets to run fuel-efficient, new-generation equipment without the high up-front cost and also enables them to better predict their ongoing operating costs. An-

other option worth exploring is financing new equipment through a captive lender, said Todd Hubbard, president of Paccar Financial.

"During the recent difficult recession, many businesses saw their financing institutions tighten their access to credit," Hubbard acknowl-

edged. "For fleet operators and truck owners, that meant a costly delay in their plans to acquire new equipment to replace aging units due to higher maintenance and operating costs."

Hubbard said working with the finance arm of the OEM that produces the equipment provides several benefits, including a better understanding of the trucking industry and a heightened willingness to work with fleets facing unusual circumstances.

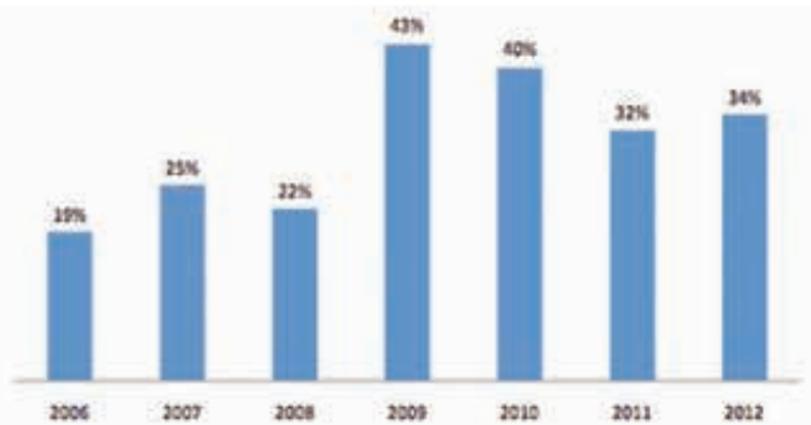
"The growth and prosperity of any business is dependent upon cash flow, and you can likely increase your ability to generate cash flow by financing or leasing with the right captive financing source," Hubbard said. "To determine the right financing source, business owners should ask themselves, 'Can my current lender help me purchase new trucks with technology that will help reduce my operating expenses while

'We have to be more creative and so do the people on the lending side,'

Rob McDonald, Apps

Class 8 truck purchasing plans 2006-2012

No replacements planned



SALES STALLED: Transportation Media's Buying Trends Survey indicates many fleets (34%) are still not planning to buy any replacement tractors this year. In 2006, only 19% of surveyed fleets said they wouldn't be purchasing new Class 8 trucks.

still providing me capital for growth opportunities and other needs'?"

Regardless of the financing source, fleets that have put off replacing older vehicles still face an uphill battle.

Whether they're willing to take on debt or downsize their fleet to modernize their equipment will depend largely on how confident they are in the economy and the short- and long-term prospects of the industry.

Asked what fleet managers need

to get their trade-in cycles back on track, Einwechter said confidence – not cash – is king.

"They need to be somebody who has some financial comfort but also the belief that the economy is going to do the right thing to warrant doing it," he said.

As for Einwechter's level of confidence? "I repeatedly tell my people, in good times or bad, somebody is going to haul freight so it might as well be us." □

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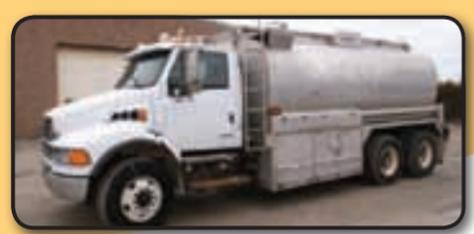
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OPINION

Like trucks, drivers need maintenance

You say tomato, I say tomahto

MARK LEE



Any trucking company that wants to be successful will know the importance of looking after their equipment. Trucks and trailers will get regular servicing and have an active preventive maintenance schedule. This ensures reliability and helps the carrier achieve the promises they make to their customers.

Maintenance budgets run into tens of thousands of dollars per truck each year, but far too often one important part of the truck's ability to do its job is overlooked. That part is, without doubt, the most important piece of the puzzle, yet it is often disregarded.

I refer, of course, to the driver. A driver that is not firing on all cylinders cannot do the job efficiently. That is a fact. Sure, most drivers will carry on regardless. After all, a strain here and an ache there will not stop them in their tracks. But if they go untreated they can lead to bigger problems. How long before that little backache becomes severe enough that the driver cannot report for duty?

Anybody who has spent any time out on the road will have seen drivers walking across the yard or truck stop looking like they've just rode in on horseback. Some will have experienced this themselves. Hour upon hour spent in one position is not good for the body; joints get stiff and muscles get weak. But as in the preventive maintenance schedule for the truck and trailer, a little bit of tweaking here and there can have a dramatic impact in reversing the damage we do to our bodies as part of our job.

The trouble is, most drivers won't do anything about it until it is too late. By that time they're immobilized and the truck, trailer and cargo are going nowhere fast. It is crazy really. We do our pre-trip inspections, check our fluid levels, tire pressures and all the rest of it, we notify the company of the slightest problem with the equipment, yet, for the most part we do nothing to look after ourselves.

Most health care policies have an annual allowance for chiropractic and massage therapy, yet few use it. We pay for it regardless, so why not get some value for our money?

Companies have a part to play in this too. How about making driver health a priority? It is well documented that we are facing a shortage of drivers, so we really need to look after the ones we have. Keeping them healthy has benefits for all concerned.

Taking this to an extreme, companies could have fitness centres at

Continued on page 28

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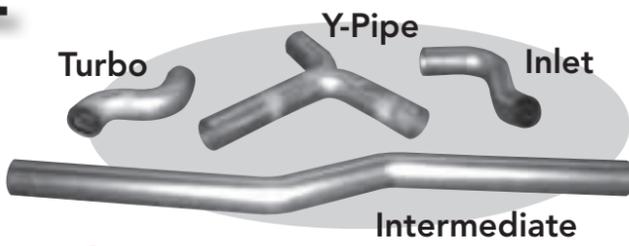
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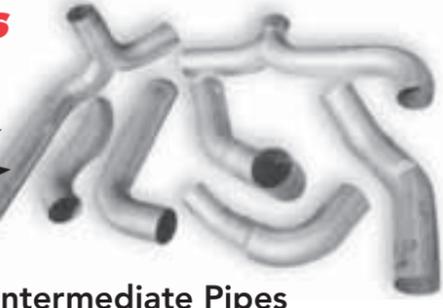
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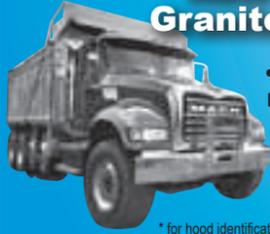
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OPINION

Fleets benefit from healthy drivers

Continued from page 27
 terminals, or negotiate a reduced membership fee at local gyms if you're a smaller concern. There could be some kind of incentive to encourage drivers to join up and attend. It is another scenario where it isn't so much how much it will cost; it is more a case of how much it could cost you if you don't.

Diet is another thing that can lead to problems. It is difficult to maintain a healthy diet out on the road. The easy choices are fast food and gargantuan plates of 'home cooking' at the truck stop - neither of which are particularly good for you.

A little bit of thought and some grocery shopping can make a big difference, but to do this the truck needs to be equipped with a fridge and a power source capable of supporting a microwave or small oven.

A few hundred extra dollars spent when you order a truck can have a significant impact on a driver's life. Again, it isn't the cost if you do, it's the cost if you don't.

Encouraging drivers to have a general check-up is also a wise move. Medical advances have come in leaps and bounds over the past few years.

High blood pressure, high cholesterol and diabetes are all very common in truck drivers, yet each one is easily controlled if you know you have a problem in the first place. Managing things like this may have an impact on a very worrying statistic, that which tells us that truck drivers live, on average, 12 years less than the average man or woman.

Everybody has something to gain from this focus on health. Drivers enjoy better health and companies have a more productive and happier workforce. That's a win-win situation and there aren't too many of those around.

Doctors' clinics have leaflets on display about looking after yourself and they are provided by the provincial health department. You could put up a rack on the wall of the driver's waiting room containing the leaflets.

There are a number of Web sites for in-cab cooking and healthy living out on the road. You could join these sites and download information, advice and recipes from them and stick them up on the notice board.

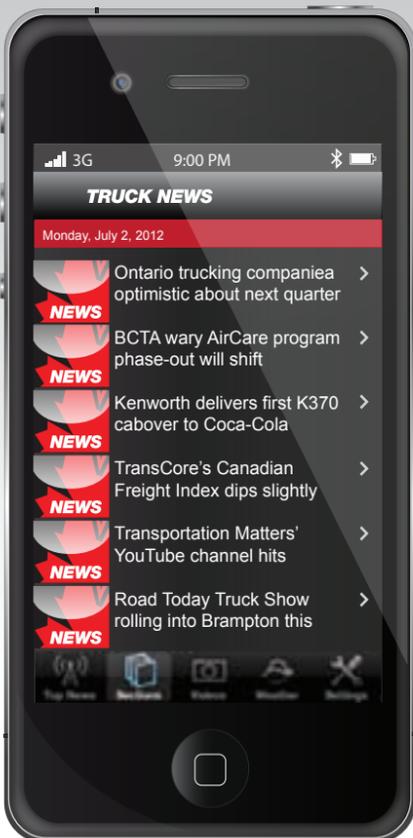
It is also something that could be covered in orientation; a half-day session would be plenty. Existing employees could be taken care of by joining orientation classes until everyone has been seen - it would pay dividends in the long run. □

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

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TRUCK NEWS

Sometimes a good incentive program isn't about money

I wrote last month's column prior to participating in a panel discussion on the topic of driver incentive programs. This month's column is the post-discussion installment.

The event took place at the June 2012 meeting of the Central Ontario Chapter of the Fleet Safety Council. Driver incentives were presented from the perspective of owner, general manager, safety manager, dispatcher, driver, fixed operations staff (dock, warehouse, shop, administration) and insurance.

The diversity of ideas that break out when you have a broad cross-section of people from across the industry coming together to discuss a topic common to all is fascinating.

But what is also apparent is that drivers are underrepresented in these discussions. I find that at these events I am often the only active driver in the room.

That is not a criticism or complaint but an observation that in our industry, the people in the best position to offer feedback leading to improved efficiency and productivity are most often not in the room to air their concerns and ideas.

We live in a time that has been coined as the 'golden age of communication.'

We definitely need to find a way to move the discussions that take place amongst drivers on the CB and in the truck stops to the offices and boardrooms of the trucking industry.

The second thing that was apparent to me was the age of the participants. Most of the meetings I attend are dominated by the 'Boomer' demographic. It's not just the driver pool that is aging. Fresh faces bring fresh ideas.

The youth that carriers are attempting to attract to the industry have developed a different set of social skills from the Boomers that currently dominate the trucking industry.

Have you noticed how we (Boomers) tend to take new technologies like social media and twist it into a form we are comfortable with?

The youth of today live their lives openly on the Internet with few inhibitions or limits and adapt quickly to the rapid changes that are taking place around them both technically and socially.

We Boomers with our depth of experience usually feel we have much to offer but often forget we have much to learn.

The best drivers, the ones that have decades of incident-free driving, will often say that the day you think you have seen it all is the day that you should hang up the keys. We need to apply that principle to the industry as a whole.

Am I starting to sound a little negative? Just a bunch of non-driving old fogies sitting around making decisions for people doing



Over the Road

AL GOODHALL

a job that they are out of touch with? Sorry about that, but the fact is that as I cruise across the highways and byways listening to other drivers, that is not an uncommon complaint.

But it is a complaint that is unfounded in many ways and stems from the communication divide that has developed over the years between drivers and support staff. Owners and managers truly have the best interests of drivers as their prime concern.

Those who don't will not remain in business for long, especially in our current economy.

That is the third thing that stood out for me in our panel discussion, the quality of incentive programs that are in place out there and the genuine concern for the wellbeing of drivers.

What do some of those incentive programs look like?

Programs are as diverse as the companies that make up the trucking industry.

Many still focus on safety and fuel bonuses as prime motivators. What some people may find surprising is that the most powerful programs we discussed were not monetary, but focused on wellness (driver health) and recognition.

Recognition was identified as the key in every successful incentive program.

We all want to be complimented and rewarded for a job well done, no matter what our position is. So there is definitely no rocket science behind incentive programs. It's simply about treating people well and recognizing them for their accomplishments – and those programs work far better when the primary players participate in the process from start to finish.

Some of the fastest growing programs right now are the health and wellness programs.

This is a reflection of our aging demographic. There have been weight-loss challenges between different companies to motivate healthier lifestyles.

Some companies have brought in third-party players to administer healthy living programs that will aid drivers in developing new habits for eating, exercising and addressing the psychological issues we face in dealing with these lifestyle issues.

All in all it was heartening to see the energy and time that is spent by owners and managers to care for their driver pool. □

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

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TAX TALK

The trappings of tapping into your RRSP

Know the implications before you take from your retirement plan

I've had a lot of customers ask whether they should take money out of their RRSP (Registered Retirement Savings Plan) to pay down debt or other expenses.

And why not? Their retirement investments may be earning very little or even declining in value while the banks get rich on interest on loans and credit card debt.

If you're thinking about tapping into your RRSP while you're still working, remember why you put

the money in there in the first place.

It's probably the best vehicle you have to reduce your tax obligation and maximize your long-term savings.

The amount you contribute can be deducted from your earned income, and any income from investments in your RRSP will compound tax-free.

By the time you retire, you'll probably be in a lower tax bracket

Tax Talk

SCOTT TAYLOR



than you are now, when you're working. Funds withdrawn at that time will be taxed at a lower rate.

Early withdrawals

If you take out funds from your RRSP for anything other than retirement, to pay post-secondary education expenses for you or your spouse, or to buy your first home, three things will happen:

1. You'll pay an immediate withholding tax of 10% on withdrawals up to \$5,000; 20% on withdrawals of \$5,001 to \$15,000; and 30% when the amount exceeds \$15,000 (in Quebec, the tax is 21%, 26%, and 31%, respectively).

2. The amount you take out will be added to your taxable income. So you'll not only pay more tax, the withdrawal amount may bump you into a higher income tax bracket.

3. The withdrawal amount is not added back to your unused

contribution room.

Once you take money out of the RRSP, you can't put that sum back in.

However, there are a couple of special situations where the RRSP withdrawal rules differ.

Spousal RRSPs

One situation involves a spousal RRSP. This is an RRSP account that you have contributed to on behalf of your spouse or common-law partner.

Spousal RRSPs have a "three-year attribution" rule. This rule is designed to prevent a high-income spouse from contributing to a spousal plan and having the funds almost immediately withdrawn and taxed to the lower-income-earning spouse.

If you contribute to your spouse's RRSP, and he or she makes a withdrawal within three calendar years of your last contribution, the withdrawal is treated as income on your personal tax return.

If the withdrawal is made more than three years after the contribution, the withdrawal is treated as income on your spouse's tax return.

The important thing to note is that the three years are based on calendar years. If your last contribution was made in December 2011, any withdrawal is taxable as your income until January 2014.

Just because your spouse's name is on the account doesn't guarantee you will not be paying the tax.

Home-buyers plan

Of course, long-term planning does not always mean retirement. Under the Home Buyers Plan (HBP), you can take up to \$25,000 out of an RRSP without having to pay taxes on the funds if you are buying your first home.

If you buy a home with your spouse or another person you can both withdraw up to \$25,000.

The plan can also be used to buy a home for a relative who is disabled, although the conditions are slightly different.

Starting two years after your withdrawal, you get 15 years to repay the money to your RRSPs without incurring taxes.

If you don't pay back the required amount in any year, then it is considered taxable income for that year. You can pay back at a faster rate if you wish.

The repayments do not affect your RRSP contribution limit for a given year.

If you need to take money out of your RRSP before you retire, talk to an experienced accountant about whether it's the right move for you. (It may be).

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



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OPINION

Why networking is the great equalizer for small carriers

When the owner of a small carrier reads the many printed quotes from CEOs or managers of large competitors, it may appear that nothing they have to say has any effect on your own operation.

After years of battling “the big guys,” predominantly over rates and recruiting issues, you start to believe that you have nothing in common with them, besides the fact that you, like them, rely on trucks to make a living.

As in every other aspect of your business, the devil is in the details. Read everything, because occasionally, you will read or hear something that will make a light come on.

One of the phrases thrown around is “networking.” As a one- or two-truck outfit, it is easy to assume this is another term that doesn’t apply to you. On the contrary, it applies to you even more than it does to the big carriers.

Are you paying a third-party to process your customs paperwork or fuel tax submissions? Probably. You also likely depend on someone to do at least part of your dispatching, because with one or two trucks, a full-time dispatcher is not feasible.

Find another small carrier to work with, preferably with 10 or fewer trucks. A company this size will already have sufficient staff to take care of the aforementioned tasks, but will likely still have time to handle a little extra work.

If this is a carrier that you can work with, they may be able to assist with these activities inexpensively because the staff is already there, but underutilized.

Although it can be incredibly difficult to find anyone trustworthy to deal with these days, eventually you can find other one- or two-truck operators who may share your customer service standard and are willing to work cooperatively for the greater good of all involved.

Form a casual “partnership” with these people. Your principle drawback, in the eyes of your customers, is your lack of available equipment.

This can change in a heartbeat, simply by networking.

Next to unreliable service, one of the quickest ways to lose your good customers is to not be able to keep up with their needs.

If they need to call in a larger carrier more than occasionally to handle freight volume upswings, they will continue to call the large carrier for everything.

Affiliate yourself with other small carriers and you will then be able to handle those upswings, without hiring more equipment that may be underutilized the rest of the time.

During your slow periods, your new partner carrier may use your services in the same manner.

As long as everyone stays on the same page in terms of reliability and service, with similar attitudes

Small Fleet, Big Attitude

BILL CAMERON



towards customer service, everybody wins.

The extra, and maybe equally important aspect to collaborating with other small carriers is the diversity of equipment being offered, and geographical areas to be serviced.

In our own experience, we and the other small carriers we deal with need a much smaller equipment inventory.

Although each of us primarily deal in flatbed work, there are still variances in equipment requirements that, due to our working relationships, can now be dealt with much easier.

Everyone has their favourites, whether it is equipment, areas of travel, or the commodity hauled. One of our “associates” prefers to haul steel, while the rest of us need to be dragged kicking and screaming into a steel mill.

Another small carrier prefers running west; their road atlas ends east of I-81, while the rest of us run 90% of our miles east of Ohio. One carrier we work with has B-trains, while none of the others do. One carrier has a van that no one else has.

Two others have step decks, and are plated for Western Canada and the Maritimes – again, something the rest of us can’t lay claim to. Occasionally, we will actually trade loads moving at the same time, so that each of our drivers are able to travel where they are most comfortable, creating a happier workforce and reducing the likelihood of turnover.

Individually, we all have some very serious limitations related to equipment, and where we prefer to travel.

Together as a group, we can handle any load, to nearly every corner of the continent.

We’ve been fortunate enough to become affiliated with each other through networking and as a result, we can take care of all of our customers, with any equipment, just as well as any large carrier.

And by remaining small, we still retain the level of personal service that only small carriers can provide.

Just by working co-operatively with other carriers, we can be “king” of our own little domain, with a minimal equipment investment, travelling where we want to, while still serving our customers. Who loses? □

– Bill Cameron and his wife Nancy currently own and operate Parks Transportation, a four-truck flatdeck trucking company. The company was founded in 1999 with a 20-year-old truck, rented flatbed trailer and a big dream. Bill can be reached at williamcameron.bc@gmail.com.

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SAFETY

Positive morale supports retention, highway safety

Think of this as the feel-good story of the year. There's no secret that positive morale plays an important role in any business that wants to retain valuable employees. At the risk of stating the obvious, happy employees are less likely than their discouraged peers to begin searching for a new job. But fleets that commit to maintaining a positive spirit can also expect other benefits in the form of fewer collisions, improved compliance and reduced downtime.

Consider how these benefits tend to emerge. Every day on the job helps a driver to build the experience that leads to safer decisions behind the wheel. Happy drivers are more focused on individual tasks, and less likely to require days off to deal with health problems related to stress. The positive vibes even extend to a shipper's dock, where a satisfied employee will likely be in a better state of mind to address a customer's most challenging demands.

And like any other valuable commodity, changes in employee morale can be tracked and measured.

Several factors will offer early signs of a souring mood. Increases in turnover or absenteeism, for example, can both be indicators of plunging morale. Longer searches for new employees can often be traced to complaints that drivers are sharing with peers at every local truck stop.

It is even possible to measure the mood itself. Ongoing feedback about a company's state of mind can be

Ask the Experts

DIANE HOZJAN, HEATHER BLACKWELL & CELINE DEREGT

collected using a number of tools, from a traditional suggestion box to online surveys developed through Web sites such as Survey Monkey (www.surveymonkey.com). Managers who use defined forms with numbered scores or simple "yes" and "no" answers will also be able to transform information about the quality of a mood into defined, measurable results.

Face-to-face discussions will play their own role in spotting emerging problems. Many senior fleet managers take the time to call a number of drivers every month, gathering information about the issues that can affect an overall state of mind, and identifying challenges before they infect the wider workplace. Other companies include driver representatives in ongoing management meetings, helping to ensure that they hear a voice behind the wheel when setting any fleet-wide strategies.

Structured roundtable discussions, offered during events such as annual safety meetings or shorter "tailgate" training sessions, provide other opportunities to gauge driver morale. The secret to managing these discussions is to include a scheduled time in the agenda, and to commit to taking specific steps in the search for solutions.

At the very least, the ongoing feed-

back enforces the idea that employees have a voice.

Departing employees have their own valuable stories to tell. Formal exit interviews can explore the real reasons why people tend to leave a fleet, identifying what worked, what didn't work, and what departing workers would change about their workplace experiences.

Survey Monkey includes a template with 21 questions that measure issues like whether a supervisor's decisions were reasonable and consistent, and how fairly someone believes they were treated. The Canadian Trucking Human Resources Council's *Your Guide to Human Resources* (www.cthrc.com) offers another template that can be used to measure the impact of everything from workplace conflicts to compensation.

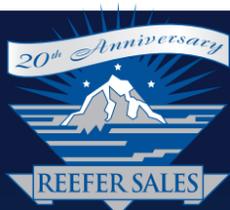
The same questions can be used when interviewing new job applicants. Recruiters who take the time to determine why someone left their previous employer, and explore issues that are important to the newest drivers, will be in the best position to set the strategies that will keep new hires on the job.

Of course, even the best moods need to be maintained. Employee morale is something that is cultivated over time, and considers the dynamics of personal relationships. Mentorship programs and cross-training efforts, for example, give peers the tools to answer many challenges as they emerge. Meaningful recognition – whether it comes in

the form of an award for employees of the month, service medals, or simply a heartfelt word of thanks – will all build on the positive workplace experience.

But consistent messages and decisions may offer the most important support of all. Few things will destroy morale quicker than differences between the messages delivered by safety teams and operations teams. Issues like these can be addressed through ongoing communication programs which emphasize a company's commitment to compliance and safety, and ensure that everyone shares the fleet's vision and values. The best tools to build morale always come down to giving everyone a voice – and taking the steps to ensure that these voices have positive stories to tell. □

– This month's experts are Heather Blackwell, Diane Hozjan and Celine DeRegt. Heather has five years experience in trucking safety and compliance and now provides support to the Northbridge Insurance Risk Services team. Diane is one of the managers of human resources for Northbridge Insurance with more than 10 years experience. Celine is also a human resources manager with Northbridge Insurance and has more than 10 years of international HR experience. Northbridge Insurance is a leading Canadian commercial insurer with a long standing history in the marketplace and has been serving the trucking industry for more than 60 years. You can visit them at www.nbjc.com.




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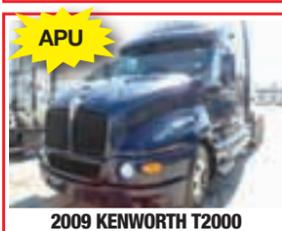
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INDUSTRY

Private fleets gather to educate and honour

A couple of days in June spent in a country-like setting just north of Toronto paid big dividends for attendees at the annual conference of the Private Motor Truck Council of Canada (PMTC).

A full roster of speakers covering important and timely topics, mixed with some very special awards, an exhibitor's showcase, and a little light entertainment combined to deliver a very successful conference. Comments received from the participants ranged from merely positive to overwhelmingly enthusiastic.

We have said many times that one of the important benefits of PMTC membership is the opportunity to learn and to share information and ideas with other fleet operators. At this conference there were lots of both.

The exhibitors' showcase was just one example of informa-

Private Links

BRUCE RICHARDS



tion sharing in an informal setting. The exhibit space was filled with a wide variety of service providers with whom participants could visit during specially arranged receptions.

In a more formal setting, the conference seminar topics featured well-informed speakers who each delivered timely and informative presentations that kept everyone's attention. And of course, there was the opportunity to visit with old friends, make some new ones, and to network with the private fleet community – perhaps one of the most valuable parts of any industry conference like this one.

In addition to all of the above these conferences allow us our annual opportunity to honour, and celebrate with their families, some of the real professionals in the world of private trucking.

One of these opportunities is the induction into the PMTC Hall of Fame for Professional Drivers, sponsored by Huron Services Group. The number of inductees is limited to a maximum of four individuals each year, so given the number of exceptional drivers in PMTC member fleets you can readily understand that to make it to the induction ceremony a driver must be truly exceptional.

This year the committee selected four drivers for the Hall of Fame.

This year's inductees were: Paul Boshart, Bill Wolfe, Mike Sawicki, and Maurice Belot.

These four professionals represent some of the very best in Canada's driving force, and are welcome additions to the fleets for which they drive. It is our honour to have them in the PMTC Hall of Fame. You can read more about them on pg. 64.

We also had the opportunity to recognize two private fleets for their commitment to safety. The PMTC Private Fleet Safety awards have been sponsored by Zurich since their inception in 1998.

This year Tona Transport was honoured in the medium fleet category and Maple Leaf Foods took the honours in the large fleet category. You can read about the accomplishments of both of these fleets on pg. 43.

The PMTC's first statement in its goals and objectives, written in 1977, is to "Promote safety in private trucking," and both the Hall of Fame and the Private Fleet Safety awards exemplify our commitment to those goals.

We are proud of the efforts of our association and the award sponsors in promoting safety in private trucking.

And we are as proud of the recipients of these awards as they must be themselves. Congratulations to all. □

– 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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We have the technology

CTA proposes RFID card for smoother border crossings

In recent years, the Customs and border agencies in both the US and Canada have moved to introduce a more automated approach to commercial border clearance through their respective electronic manifest programs.

E-manifests provide the Customs agencies with advance driver, conveyance and cargo information allowing truck processing to begin before the truck arrives at the Customs booth. Receiving manifest information early allows border officers to begin risk assessment prior to the truck's arrival at the port of entry which in turn (and in theory) enables them to dedicate more time to inspecting high-risk cargo without delaying the border crossings of legitimate carriers. Under the US Customs and Border Protection (CBP) Automated Commercial Environment (ACE) program, e-manifest capabilities are now available at all 99 US land border ports of entry.

CBP estimates that on average, e-manifests are processed 21% faster than paper manifests, which it is estimated can shave up to a minute-and-a-half off processing times per truck. With the number of trucks crossing at some of the busier ports, that is not an insignificant cumulative impact. The Canada Border Services Agency's (CBSA) Automated Customs Initiative (ACI) e-manifest program will be mandatory in 2012. Although the transition to e-manifest has not always



Industry Issues

DAVID BRADLEY

been easy, CTA is supportive of both these initiatives.

In both countries' programs, there are various ways for a carrier to transmit e-manifest data. Radio frequency identification (RFID) offers perhaps the most convenient and efficient way. Under ACE, carriers have the option of equipping their trucks with a designated transponder technology that transmits RFID signals directly to CBP. CBSA is also considering transponders for ACI, but there are obstacles (ie., Canadian procurement policy and procedures) that make adopting the US transponder as the sole technology problematic.

Moreover, carrier experience with the US transponder has been mixed. Still, CTA strongly believes RFID is the way to go. However, that does not necessarily mean we need to be beholden to transponders. Other technological solutions exist which could avoid some of the problems associated with transponders and for a lower level of investment. The use of these technologies and their potential application to all US- and Canada-bound trucks should be examined.

In particular, CTA proposes that one promising approach might be to require all commercial truck drivers to carry an RFID-enabled commercial identification card. In fact, a lot of the work has already been done. By now everyone has heard of the voluntary, bi-national Free and Secure Trade (FAST) card. The FAST program is the key risk assessment program introduced in the post-9/11 period. It is designed to pre-screen and identify low-risk traders (importers, carriers, drivers, freight) and to provide expedited border crossing.

Commercial drivers deemed to be low-risk are issued a FAST card, which is RFID-enabled. Most truck drivers crossing the border today have FAST cards. Building on the FAST platform (the administrative infrastructure such as enrollment centres, application process, etc., already exists at multiple locations in both Canada and the US) a card system could be created for drivers which is either tiered or has various designations indicating the various levels of security clearance a driver has gone through, such as: No security background check; domestic security check (ie., for port, airport access); and/or current FAST-level screening.

Not only could such a program expedite border crossings, it could also eliminate the need for transponders altogether. It also has the potential to replace the CBSA's Commercial Driver Registration Program (CDRP) card, which despite the fact it is not linked to any security requirements still allows holders to use FAST lanes. (Under CTA's proposed program FAST lane

access would be reserved for those who qualify for the highest level of security clearance).

Under a card system, border agencies could create opportunities to introduce additional benefits for drivers such as "front of the line" privileges for top-tier drivers when referred to secondary or the ability to use the border crossing card for personal travel (similar to the NEXUS card), perhaps saving truck drivers from having to carry a passport when doing some cross-border shopping or going to the US on vacation.

In addition, the creation of a border-crossing card could create a potential opportunity for the more efficient collection of existing border crossing fees. We're not advocating new or additional fees but if we could streamline the collection and administration of existing fees, that would be a good thing.

CTA strongly supports the implementation of RFID-compatible technology by both CBP and CBSA to expedite cross-border commercial traffic, and believes that our proposal for a mandatory border crossing card could not only satisfy this requirement, but could be leveraged to serve other needs as well.

This is not really thinking outside the box. It's more about identifying practical solutions. Recently, we put the idea to both CBSA and CBP. Very preliminary indications are encouraging. We'll keep you posted. □

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

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HEALTH

Heat rash affects adults too

When I tell patients that the red itchy skin irritation that they are suffering from is heat rash, many respond by saying, "I thought only babies get heat rash!" Although heat rash is far more common in children and infants, heat rash can affect adults as well. For professional truck drivers, heat rash can become an issue during the hot and humid summer months.

Heat rash occurs when sweat glands become blocked, trapping perspiration under the skin. Under normal circumstances, sweat evaporates from the surface of the skin, however if it becomes trapped beneath the skin it can cause inflammation or an irritating rash. In many cases, it is unknown what actually causes the sweat glands to become blocked. However, intense physical activity that leads to excessive perspiration is one of the main risk factors. Certain types of medication such as beta-blockers and opiates may increase sweat production, which in turn can cause heat rash. In addition, some creams and ointments can block sweat glands. The symptoms of heat rash usually develop in folds of skin and areas where clothing tends to cause friction. Common locations include armpits, elbow creases and the groin. In mild cases of heat rash, only the surface layer of skin is affected. Blisters and bumps filled with a clear fluid may form.

This type of heat rash usually clears up on its own within one to two weeks. In more severe cases, deeper layers of skin are involved. This can lead to more intense symptoms such as small



Back behind the wheel

DR. CHRIS SINGH

red bumps that may feel itchy or prickly. Also, one may notice that the affected area does not produce sweat.

Heat rash usually disappears on its own without medical treatment. However, it is important to seek medical attention if the rash does not go away within a few weeks or there are signs of infection. Your doctor will arrive at a diagnosis based on a detailed medical history and physical examination.

The first option for treatment of heat rash is to reduce the amount of sweating by staying in cool, air-conditioned environments. Secondly, wearing loose, light-fitting clothing will allow proper air circulation over the skin. I always recommend to my patients to wear clothing made of "breathable" fabrics when performing any physical activity. In more severe cases, topical therapies may be prescribed in order to relieve discomfort. A common cream is calamine lotion, which soothes itching. Topical steroids are sometimes used to reduce inflammation. Heat rash is not a significant medical problem. However, if it is left untreated, it can become very uncomfortable. □

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

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HEALTH

Raisins: A healthy way to satisfy your sweet tooth

What kind of snack can stay fresh in your cab even during the hot days of summer? Raisins. They don't need refrigeration and can be easily stored in any air-tight container. They are easy to pack, easy to eat and almost never go bad.

Like other dried fruits, raisins are available everywhere, throughout the year. Certainly, raisins have been around for a long time. They were produced in Persia and Egypt in 2,000 BC. Now the largest commercial producers can be found in California, Australia, Greece, Turkey, Iran and Chile, so there is always a plentiful supply.

When you're walking through a truck stop, being tempted by all types of sweet treats, why not get some raisins to satisfy your sweet tooth? Raisins are often called nature's candy. Although they do have a high sugar content, they are also packed full of a variety of minerals, vitamins and oth-



Preventive Maintenance

KAREN BOWEN

er nutrients that will benefit your entire body, not like the empty calories of the other sweet snacks on display.

Raisins are more than wrinkly, old grapes. They are chewy bites of sweet nutrition.

For instance, raisins contain oleoic acid, which protects your teeth from cavities, tooth decay, and brittleness. Oleoic acid effectively prevents the growth of streptococcus mutans and porphyromonas gingivalis, the two worst bacteria for causing cavities, gingivitis and other periodontal diseases. Conveniently, there is no need to brush your teeth after indulging in raisins; the longer oleoic acid sticks on your teeth, the longer

it protects them from the unhealthy oral bacteria.

Your teeth also benefit from the natural fluoride in raisins, which helps harden tooth enamel. Your teeth also appreciate the calcium and phosphorus in raisins and so do your bones, muscles and nervous system.

Your bones benefit from a micro-nutrient, boron, which helps you absorb calcium and form bones. One hundred milligrams of raisins contains 2.2 mg of boron. Boron also boosts your brainpower, improving your concentration, hand-eye coordination and memory.

Raisins are good also for your blood. Being rich in iron, copper and many members of the Vitamin B complex (thiamin, pyridoxine, riboflavin, and pantothenic acid) and folate, they help form and repair red blood cells.

Eating raisins can even help correct an iron deficiency anemia and

improve blood clotting. Their Vitamin K helps with clotting and Vitamin C helps to utilize iron efficiently.

Raisins' potassium and magnesium keep your body balanced by helping reduce acidity and helping remove toxins, which should reduce your chance of being having by boils, arthritis, gout, kidney stones tumors and heart disease. Potassium and magnesium also work together to regulate your heart beat and blood pressure.

Raisin's polyphenolic phytonutrients act as antioxidants that protect your eyes from harmful free radicals that may cause cataracts, macular degeneration, night blindness and other visual problems.

These polyphenolic phytonutrients also have anti-inflammatory and antibacterial properties, which can lower fevers by killing bacteria from an existing infection. A specific polyphenolic antioxidant, catechin, protects against the development of tumors, especially colon cancer.

Resveratrol, a specific polyphenol anti-oxidant found in both grapes and raisins, has anti-inflammatory, anti-cancer, blood cholesterol lowering activities.

Resveratrol has been seen to protect against these cancers: melanoma, colon and prostate; and these diseases: coronary heart disease, degenerative nerve disease; as well as Alzheimer's and viral/ fungal infections.

Resveratrol also reduces the risk of stroke caused by high blood pressure because it alters the molecular mechanisms in blood vessels in these two ways. It decreases the activity of angiotensin (a systemic hormone that triggers blood vessels to constrict) and increases the production of nitric oxide (a compound that relaxes blood vessels).

Raisins, especially from red or purple grapes, are very high in anthocyanins (another type of polyphenolic anti-oxidant). Anthocyanins have been found to have anti-inflammatory, anti-allergic, anti-microbial and also anti-cancer activities.

Raisins are really high in fiber. As soon as you eat them, their fibers absorb water and swell, creating a laxative effect, relieving constipation. Regularly eating raisins helps maintain regular bowel movements, allowing the fibers to scrub away toxins and waste materials from your gastrointestinal tract. A cup of raisins contains about 10 grams of dietary fiber (30% of your daily requirement).

Studies suggest that moderate fiber in your diet will help lower body weight, cholesterol levels in the blood, and colon and breast cancer.

In addition, raisins also have lots of flavonoid compounds such as tararic acid, tannins, catechins which combine with the fiber to improve the laxative action.

For sure, raisins are good for you and they're easy to take. They are great alone, or mixed with nuts and other dried fruits. They can be sprinkled over cereal, salads, or fruit salads. They can be added to muffins, breads or other baked goods.

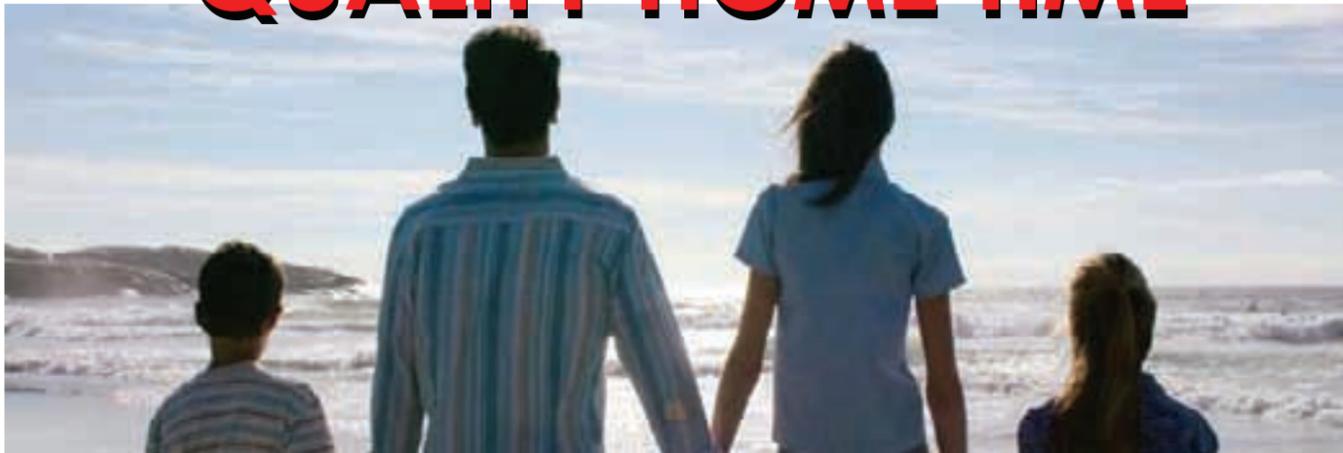
And, do you know what's really sweet? You can enjoy this versatile snack in moderation without any guilt. Sweet! ☐

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

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OPINION

They call this customer service?

I know that in the past I've blasted Ma Bell about her service problems. I really hate to sound like a broken record but I've had another setback with the grand old lady.

We moved offices some seven months ago. I'm behind on sending out my change of address notices so since I'm a man of the electronic age, I thought I'd try and do it online.

Here's my conversation with Janice and Jennifer, online chat representatives:

Janice: Hello and welcome to Bell Home Phone chat service. My name is Janice, how may I help you today?

Me: Hi Janice, just want to change my billing address.

Janice: Not a problem, I can definitely help you change your billing address. In order to best

Publisher's Comment



ROB WILKINS

assist you, may I have your first name, last name and home telephone number including the area code?

Me: This is for my cell phone billed to Rob Wilkins (I gave her my old address).

Janice: I'm sorry, but you have reached the Bell Home Phone department. For better assistance, I'm going to connect the chat to our Mobility department. Please Wait.

Jennifer: Hello and welcome to Bell Mobility's chat service. How can I help you?

Me: I would like to change my billing address.

Jennifer: May I have your e-mail address on your account?

Me: rwilkins@trucknews.com

Jennifer: I don't see an e-mail address. How about your home number?

Me: If you don't see one then why did you ask me for it? (I was polite, that was my inside voice).

Me: My home numbers is (I gave it to her). I'm with Rogers, Jennifer! How about my work number? 416-510-5123.

Jennifer: That isn't the number I have on your account.

Me: But that is my number! Okay, I've been with you for years. Try 416-442-2097, but that's really old!

Jennifer: That's not it either. What about your work number?

Me: I already gave you my work number! I have another very old number, if that doesn't work I give up. (I gave her that number).

Jennifer: What type of phone do you have Rob?

Me: It's an iPhone.

Jennifer: What generation?

Me: Three...my cell number is (I gave it to her thinking this would help).

Jennifer: I'm unable to assist you since none of the information you have provided appears on your profile...blah, blah, blah.

Me: Jennifer, my account number is (I gave it to her), my invoices are currently being sent to 12 Concorde Place., Suite 800, Toronto, Ont., M3C 3R8. My new address is 80 Valleybrook Dr., Toronto, ON., M3B 2S9. If that isn't enough I don't know what is.

Jennifer: You need to contact Client Care.

Me: Client care? Client care? I can't believe you use those two words in the same sentence. Good grief. (Okay, it was a little stronger than 'good grief').

Me: At the very least you've given me some great material for my next column. Goodbye Jennifer!

Next I'll try sending them something called a "change of address" and see what happens.

Stay tuned! ☐

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



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FLEET NEWS

Bison adds LTL service, replaces equipment

New 'state-of-the-art' terminal slated for Mississauga

By James Menzies

WINNIPEG, Man. – Bison Transport says it has spent nearly \$100 million in the past 18 months on equipment upgrades, expanded facilities in B.C. and Ontario and the launch of a new LTL service.

“This has been an extremely busy 18 months for us as we have invested approximately \$95 million to renew our tractor and trailer fleet,” says Rob Penner, executive vice-president and COO with Bison. “We also launched a new LTL service, purchased a successful US carrier in 2011, opened a terminal in Langley, B.C., and we just purchased 19 acres in Mississauga, Ont. to construct a state-of-the-art terminal to strengthen our position in the east.”

Penner said Bison avoided layoffs during the recessions and took the opportunity during the slowdown to “evaluate every component of our business.”

He added Bison is now poised to take advantage of new opportunities.

Equipment upgrades over the past 18 months include 625 new trailers, each configured for long combination vehicle (LCV) use as well as 75 converter dollies. The company also replaced 515 EPA07 generation tractors with new trucks equipped with EPA2010 technology. The company plans to add another 100 or more units by the end of the year, Penner said.

Bison plans to complete construc-

tion on a new Mississauga terminal in 2013. It's located near the Dixie Rd./Hwy. 401 interchange and Penner said it will become the “primary eastern Canadian hub for Bison's growing highway and regional fleets that serve the Ontario and Quebec marketplaces.”

In western Canada, Bison has taken possession of a new truck terminal in Langley, B.C. seated on 6.5 acres of land and housing a 12,000 sq.-ft. office building and full-service maintenance shop.

Perhaps most surprisingly, Bison is getting into the LTL business. The new service was recently launched between eastern and western Canada to compliment Bison's dry van, heated, and refrigerated truckload services. Penner said it builds on Bison's logistics division, called Bison ABL (Asset Based Logistics). □

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Manitoulin Group buys Expedite Plus

MILTON, Ont. – Manitoulin Group of Companies has acquired Expedite Plus, a specialized service provider for the movement of highly time-critical shipments across the globe via air and ground. Manitoulin announced its partnership with Expedite Plus, of Milton, Ont., in October 2008, as a means to augment its own time-critical shipment capabilities.

Expedite Plus will be a new division of Manitoulin Global Forwarding which now comprises global time-critical, international freight forwarding, warehousing and distribution.

“This has been a hugely successful collaboration and we are delighted to welcome Expedite Plus to the Manitoulin family,” said Dwayne Hihn, president of Manitoulin Global Forwarding. “True expedited shipping, such as delivering a vital package from Toronto to Frankfurt in less than 24 hours, is something only a few have perfected. It demands a global network, intricate coordination, and local knowledge and experience. We are proud that Expedite Plus' 30 years' experience in the global time-critical field, coupled with our extensive reach, gives Manitoulin customers a distinct competitive advantage when it comes to delivering urgent shipments at a moment's notice, quickly and reliably to any part of the world.” □

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FLEET NEWS

Purolator donates 10 delivery trucks to local food banks

TORONTO, Ont. – Purolator not only raised the equivalent of 387,000 lbs of food for local food banks across Canada during its Purolator Tackle Hunger campaign this year, it also donated 10 refurbished Curbsider delivery trucks.

The 387,000 lbs of food collected between June 4-8 was a 20% increase over 2011 results, the company said.

“We are so proud of this achievement,” said Ramsey Mansour, Purolator’s vice-president of marketing. “Our Tackle Hunger Week brought together 229 of Purolator’s locations along with a number of our customers with a single goal in mind: to help alleviate hunger in the communities where we all live, work and play.”

Purolator decided to donate 10 refurbished delivery trucks to commemorate the tenth anniversary of the campaign. Food banks set to receive a Curbsider truck are located in: Mississauga, Ont.; Halifax, N.S.; Regina, Sask.; Calgary, Alta.; Fredericton, N.B.; Winnipeg, Man.; Kamloops, B.C.; Lethbridge, Alta.; Sudbury, Ont; and Trois-Rivieres, Que.

Since its launch 10 years ago, the Purolator Tackle Hunger campaign has raised 4.9 million pounds of food for local food banks across Canada, the company claims. □

MacKinnon emerges from protection

GUELPH, Ont. – MacKinnon Transport announced in late June it has successfully exited its creditor protection environment.

“We are exceptionally fortunate that everything that had to go right, did go right,” said president and CEO Evan MacKinnon. “The successful restructuring of the company, now in its 84th year of operation, was a joint effort by all employees, business associates, customers and suppliers alike. A significant aspect of the company’s restructuring was the sale of our van trailer operation to Laidlaw Van LP, which included employment opportunities for the employees and owner/operators associated with that aspect of our business.”

MacKinnon thanked employees, customers and suppliers for their support. “All those associated with MacKinnon Transport have been very understanding of the situation and many of them continue to service and support our ongoing business today,” he said in a statement.

MacKinnon Transport is now smaller, but better poised for success, MacKinnon noted.

“Although a smaller entity in overall size, our growth and success will be through greater productivity and operational efficiencies,” he said. “This coupled with the benefits of our restructuring, positions the company for sustainable, profitable growth throughout 2012 and beyond.” □

Maple Leaf Foods, TMH Logistics win private fleet safety awards

KING CITY, Ont. – The Private Motor Truck Council of Canada (PMTCC) and Zurich awarded a pair of private fleets for their best-in-class safety practices during PMTCC's annual conference in King City.

The competition is open to all Canadian private carriers. Judging is conducted by an independent panel and follows established criteria with a focus on the company's overall safety regime and it's over the road record.

Winning in the Large Fleet category was Maple Leaf Foods, represented by Larry Pachereva, Maple Leaf's fleet safety and compliance supervisor. The company is coming off a Most Improved Fleet win in the 2011 competition.

"Maple Leaf Foods is a long-standing and active member of the PMTCC, and it is a pleasure to see their efforts toward fleet safety pay off," PMTCC officials said in a release.

Maple Leaf operates 174 tractors, 180 trailers, and 10 straight trucks, with the majority of its operations taking place within a 160-km radius. Its fleet accumulated nearly 12 million kilometres in the past year, up slightly from the previous year.

Taking home top prize in the Medium Fleet category was TMH Logistics/Tona Transport, represented by Conrad Schulz, trans-

portation operations manager, and Paul Richardson, fleet operations supervisor. Tona Transport operates 35 tractors and two straight trucks with most of its activities within 800 kilometres. In the most recent year, they ran just over seven million kilometres. Its efforts in 2011 paid off with an overall safety violation rate of only 9.7%, "an outstanding achievement," according to PMTCC officials.

"Along with Zurich, we at the PMTCC congratulate the management and drivers of these fleets. The effort of everyone involved with these fleets points to their desire to keep road safety foremost in their operations, and their collective efforts pay off. Both 2012 award winners TMH Logistics/TONA Transport and Maple Leaf Foods deserve our congratulations," said PMTCC president, Bruce Richards.

"The support of Zurich for these private fleet safety awards is a tangible sign of their commitment to supporting truck safety, a commitment that has been part of the PMTCC's mandate since our inception in 1977. The process of applying for one of these awards provides a type of checklist for fleet managers to see what the best-in-class fleets are doing to maintain their safety programs." □



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REMANUFACTURING

Detroit touts environmental, economic benefits of remanufacturing

Remanufacturing goes far beyond rebuilding used components

By Adam Ledlow
TOOELE, Utah – Why buy new when you can reuse something that still has value? That's the reman mantra, as told by Detroit Reman, a business unit of Detroit Diesel Corporation, which hosted a tour of its Tooele, Utah facility for media, including *Truck News*, July 10. The facility, called Detroit Reman West, is one

of six Detroit Reman facilities across North America, employing more than 1,400 – a relatively small number compared with the 500,000 employed in remanufacturing across the US.

The event highlighted Detroit's portfolio of remanufactured products while also clearing up some of the misconceptions between remanufacturing and rebuilding.

"Remanufacturing is more than rebuilding," stressed Detroit Reman president Stefan Kurschner. "It's restoring the product to 'like-new' condition."

Kurschner also highlighted the positive environmental impact of remanufacturing, as part of Detroit parent company Daimler's 'Shaping Future Transportation' sustainability efforts through offering customers products which are both economical and environmentally friendly.

He touted the reman process as "the highest form of recycling," by reusing raw materials which would otherwise be mined from the earth, conserving energy by reusing old parts rather than melting them down to raw material, and reducing the generation of waste by keeping old parts out of landfills.

"Detroit Reman's products are of the highest quality and provide a value-driven solution to lower the cost of ownership for our customers," Kurschner said. "Remanufacturing and sustainable corporate citizenship are integral to the Daimler corporate strategy. Remanufacturing by its very nature lends itself to sustainability by extending the useful life of a product which would otherwise be scrapped."

The environmental figures speak for themselves, with the remanufacturing process using up to 85% less energy, while decreasing CO₂ production by 53%, landfill waste by 75%, as well as saving 14 million tonnes of raw material each year, according to Detroit officials.

In 2011, Detroit Reman's six facilities processed nearly 30,000 tonnes of core material into finished goods, while recycling 8,018 tonnes of metal, 12 tonnes of paper, 27 tonnes of plastic, 1,062 tonnes of cardboard, and 80% of all waste from operations.

And Daimler has certainly gotten behind Detroit Reman's efforts, greenlighting an extensive portfolio of reman'd products, including:

Remanufactured engines and components: Diesel four-cycle, two-cycle and automotive gasoline engines, as well as a complete lineup of engine components including cylinder heads, connecting rods, fuel pumps, oil pumps, water pumps, air compressors.

Transmissions: Automatic, automated and manual transmissions.

Turbochargers: For medium- and heavy-duty diesel engines, and automotive versions including variable geometry turbochargers.

Diesel Fuel Systems: Electronic unit injectors, electronic unit pumps, high-pressure pumps, common rail remanufactured components.

Electronics: Engine control modules, vehicle control units, instrument clusters, industrial electronic components, wiring harnesses, circuit board assemblies, EGR valves.

Aftertreatment Maintenance: Diesel particulate filters, diesel oxidation catalytic, selective cat-

alytic reduction systems, exhaust gas recirculation coolers.

As part of the media gathering, officials showcased the various remanufacturing processes used by Detroit Reman. Among the processes are:

The thermal powder spray process, which rebuilds worn or damaged aluminum and cast iron surfaces. This process is designed to allow recovery of a wide variety of components, including some that are no longer available as new parts.

Submerged arc welding, which rebuilds metal in thicker quantities. The process can be done in the open due to a flooding of flux over the actual weld process. Officials say the process is useful in recovering non-wear areas that have incurred damage on the surface.

Detroit Reman's twin wire process is similar to the powder spray process, but it uses two wires as the base coating material instead of powder.

The wires are atomized using an electrical charge and a pressurized inert gas is used to apply it on a surface.

Supersonic spray is a technique used to make cosmetic repairs to aluminum and cast iron.

The process applies metal at a high velocity and introduces very little heat into the base component. Detroit Reman uses this technique to repair small flaws in components.

Plasma transferred wire arc employs an extremely versatile surface coating technology. This process uses a single wire and a small application head to coat hard to reach areas. The surface can be honed back to the original specification used on a new block.

Aftertreatment cleaning utilizes a proprietary liquid process that restores exhaust aftertreatment devices to original service internals.

The process provides consistent cleaning across the substrate cell walls and incorporates effective inspection techniques.

Detroit also completes in-house emissions testing and qualification of aftertreatment systems through exhaust gas analysis. The process measures exhaust particulates, hydrocarbons, and nitrous oxides to ensure proper catalytic performance.

"These processes allow restoration of worn products to original blueprint specifications and incorporation of the most recent OEM engineering upgrades," company officials said.

However, Kurschner noted that there are still hurdles for remanufacturing to overcome, including a lack of consumer understanding about the process, no worldwide standards that must be adhered to, as well as inconsistent use of remanufactured products.

That said, Kurschner says he hopes potential customers will come to understand why the process makes both environmental and business sense, and "Do the right thing because it's the right thing to do." □

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Meritor makes the reman case

By Mark Lee

PLAINFIELD, Ind. – Going green may be fashionable right now, but sooner or later everyone will be doing it – not through choice, but through necessity. The thing is, going green is not just about social responsibility; if it's done correctly, it can also increase profits. Aerodynamics are a popular way of going green. They save fossil fuels and that's good for the planet and good for the bottom line.

Recycling is also good for the environment and can be good for the pocket too; one such area in which trucking companies can recycle is to use remanufactured parts. That is recycling in its purest form. It turns something that would go to waste into something new.

Manufacturing processes are the same for remanufactured parts as they are for new. They are not to be confused with reconditioned parts – they're a completely different thing altogether.

There are many parts on a truck that wear out and need replacing. Manufacturing new parts requires new raw materials, and this is where remanufacturing really starts to make sense. With the booming economies of Asia and the Indian subcontinent, raw materials are in high demand; this hits supply and also increases their value. China alone is currently using 50% of the world's iron ore supplies. All those worn out metal parts on trucks can contribute to the supply of new raw

materials by being recycled as scrap, but why stop there?

I recently visited a Meritor remanufacturing plant in Plainfield, Ind., to see how the remanufacturing process can benefit heavy truck operators. Similar plants exist in Canada. Meritor has its primary remanufacturing plant in Mississauga, Ont. and others in Edmonton, Alta.; Boucherville, Que.; and Moncton, N.B. To make the remanufactured parts readily available, Meritor has eight distribution centres operated by third-party logistics companies from Vancouver, B.C. to St John's, Nfld., so wherever you are in the country, you're within reach.

So how does remanufacturing work? Many parts do not suffer any wear at all. Specific components within them may wear out, but many do not.

Drivetrain components are one such example of this. Take a transmission; they are prone to breakage from a number of factors, but the complete transmission doesn't break, only certain parts within. So why throw the whole unit into the dumpster?

A remanufactured transmission will have new bearings, snap rings and input shafts. The gear assemblies will all be checked for wear or failure, anything that doesn't meet as-new standards will be replaced. Replacement parts are sourced from the original equipment suppliers, so you can be safe in the knowledge

that the remanufactured part is really as good as new, in some cases it can be better.

One such area where they can be better is in brake shoes. The core of a brake shoe doesn't wear out; it's the friction material that wears out. Relining the original core is the basis of remanufacturing here, although it is not that simple. Meritor has invested \$3.5 million in the past two years on equipment and production facilities for brake shoe remanufacturing, so it isn't a case of a couple guys hammering new friction material onto old shoes. This is a highly detailed process.

The process starts with a good wash to remove all the dirt and grime accumulation, then follows a thorough inspection of the core. There is only one standard and that is 100%, everything else gets recycled. Last year that amounted to more than 30,000 tonnes. Once a core is passed it is then de-lined by hydraulic pressure rather than chiseled off, this helps protect the core from any damage. Once the core has had the friction material removed it is then inspected again to check for rustjacking. This is where water and chemicals have got in between the lining and the brake shoe causing corrosion; it has become more common with the aggressive compounds used by the Highway Departments' to keep the roads clear in winter.

Once it is clear there is no evidence of rustjacking the process continues and the core moves along the line to the next step, which is paint. In 2009 Meritor launched its

Platinum Shield paint finish to eliminate rustjacking; it is so successful that it takes three times the work to remove as regular paint, which makes Meritor a victim of its own success during remanufacturing. So confident are they, that brake shoes with the Platinum Shield finish are covered by a three-year/300,000-mile warranty. To date over 15 million shoes have had the Platinum Shield treatment and not one has been returned, Meritor claims.

This is evidence that remanufacturing not only works to bring down costs, it can actually give you a better product. Instead of buying a budget brand you can buy a premium product at a similar price. The savings are up to 30% and when you consider that the Plainfield plant alone remanufactures 28,000 brake shoes per day, five days per week, there is a lot of money being saved by vehicle operators who use the remanufactured parts.

The remanufacturing process can be applied to much more than brake shoes; there are transmissions as well. Meritor currently remanufactures 200 Eaton Fuller 10-speed transmissions per month. Differentials, drive and trailer axles, steering boxes, air dryers. In fact pretty much everything back from the clutch to the rear bumper can be remanufactured. Meritor stocks 125,000 separate parts and some of their competitors use Meritor as their distribution partner. This can be very useful for work shop staff; they make one phone call and source everything they need, rather than calling around to individual suppliers. □



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NATURAL GAS

Private fleets hear about benefits of natural gas

By Julia Kuzeljevich
KING CITY, Ont. – Natural Gas has come of age as a transportation fuel, offering compelling savings and a competitive advantage, said Allen MacKinnon, a regional field service engineer, with Westport HD.

MacKinnon presented at the Private Motor Truck Council's annual conference this June in King City, Ont. According to MacKinnon, Westport HD-powered trucks are hauling up to 140,000 lbs with the same efficiency and reliability of diesel engines, and can be available within eight weeks for delivery in the yard.

Westport has become a global leader in medium- and heavy-duty commercial vehicle engines operating on alternative fuels, said MacKinnon, and is heavily focused on the transformation of markets for petroleum-fueled engines to alternate fuels.

The Vancouver-based company has invested \$250 million and 20 years of development in alternative fuels. Westport is aiming for market penetration via OEM partnerships and joint ventures, MacKinnon said. The company currently has 400 patents, 130 specific inventions and 30,000 engines.

"In trucking, natural gas has a life-cycle operating cost that

is much lower than diesel, with the same horsepower, torque and fuel economy as the base diesel engine," said MacKinnon. "With downward pressure on natural gas prices, the forecast is for consistently low prices. A price differential of \$1.50 (per gallon) between natural gas and diesel is not unheard of."

Westport is currently engaged in producing and selling technologies for all types of applications.

Its heavy-duty 15-litre engine, for example, is based on the Cummins ISX.

"We outfit it with all our natural gas components in Delta, B.C.," said MacKinnon.

The ISL G engine, meanwhile, runs a three-way catalyst after-treatment system, with no selective catalytic reduction (SCR) and no diesel particulate filter (DPF), said MacKinnon.

It has over 80% parts commonality with ISL 9, and is compatible with CNG, LNG, or biomethane.

The cost of maintenance related to ignition and overhead valve adjustments does add incremental maintenance cost to the ISL G versus the ISL 9, but MacKinnon said this cost is typically more than offset by fuel savings

Continued on page 49

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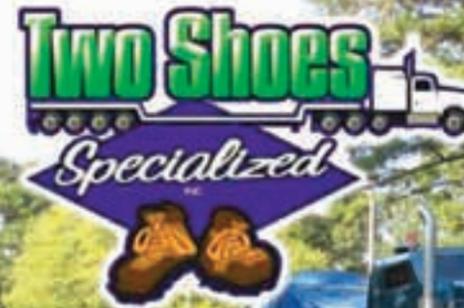
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NATURAL GAS

Natural gas engines quieter at idle

Continued from page 47 with natural gas.

And natural gas engines are up to 10 decibels quieter at idle, he added. The ISX12 G, Cummins' next product, is set for commercial launch in the first quarter of 2013. It's currently undergoing field testing.

Westport's heavy-duty high-pressure direct injection (HPDI) technology, based on Cummins' 2009 ISX engine, sees diesel fuel injected just prior to the natural gas. A "liquid spark plug" provides compression ignition. Natural gas is injected at high pressure at the end of a compression stroke, with no pre-mixed air/fuel, and with just 5% diesel usage.

The engine performance offers the same power and torque and the same efficiency as a diesel engine, said MacKinnon.

Westport HD's LNG tank technology essentially "works like a Thermos," he said.

The gas is stored as a cryogenic liquid, and the tank, with its internal hydraulic pump, pumps the liquid natural gas into the engine to run it. Each stroke turns it into compressed natural gas.

At one or two fuel tanks per vehicle, the additional truck cost ranges from \$75,000-\$100,000, said MacKinnon.

"You have to go through more volume of the less energy-dense liquid natural gas. A 120-gallon

tank has a 300-mile range of 54 gallon diesel gallon equivalent units (at 5.5 mpg US)," he said.

In terms of volatility, MacKinnon said that the LNG tanks are in themselves extremely safe and resistant to damage.

"They are drop-tested from 30 feet and cannot have leaks," he said. Several fleets have made the transformation to operating natural gas trucks, said MacKinnon.

"Vedder Transport is running 50 Peterbilt LNG tractors in milk haul and regional tank operations, and in waste hauling," he said.

Robert Transport has a 180 Peterbilt order running the Westport HD 15L engine – it also has over 60 trucks currently running with LNG fuel supplied by Gaz Metro, said MacKinnon.

Alberta-based Ferus Wellsite Cryogenics Solutions is also transitioning its 80-tractor fleet to LNG, and the company expects more than 7,600 tonnes/year reduction in emissions, said MacKinnon. Westport's target customers are still the more regional or local fleets, as infrastructure for delivering natural gas is still in its infancy.

"Westport is now investing tens of millions of dollars in support infrastructure. Shell has committed to building 200 of these fueling stations at their truck stops over the next few years," said MacKinnon. □

OEM/DEALER NEWS

Navistar to combine advanced EGR with SCR in 2013

Unable to certify its engines at 0.2 g NOx, Navistar dubs its revised strategy In-Cylinder Technology Plus (ICT+)

By James Menzies

LISLE, Ill. – Navistar announced July 6 it is working with the EPA and CARB to transition to a combination of advanced exhaust gas recirculation (A-EGR) and urea-based selective catalytic reduction (SCR).

The announcement comes after Navistar was unable to achieve EPA compliance at 0.2 grams NOx using only advanced EGR.

It is calling the new approach ICT+, for In-Cylinder Technology Plus.

“Our distinctive solution will leverage the investment and ad-

vancement we’ve made in clean engine technology while providing immediate certainty for our customers, dealers, employees and investors,” said Daniel C. Ustian, Navistar chairman, president and CEO. “We have made tremendous progress with in-cylinder technology and with the introduction of ICT+ our goal is to offer the world’s cleanest and most fuel-efficient diesel engine – benefiting both our customers and the environment for years to come.”

The company says its new ap-

proach will provide a clear path to compliance with the impending GHG standards for 2014-2017 model year tractors.

Navistar said it will continue building and shipping current model trucks in all vehicle classes while it develops its new ICT+ solution.

“We’ve shared our new technology path with the EPA and California Air Resources Board (CARB), and both agencies are encouraged by our plans,” Ustian said. “We will continue to work with the agencies to ensure that our customers receive uninterrupted deliveries in all 50 states during this transition.”

In a conference call to provide further information, Ustian said the base engine will remain the same as today’s MaxxForce.

He said further advancements

in Navistar’s in-cylinder technology focusing on fuel, air and controls, combined with urea-based exhaust aftertreatment, will both provide improvements in fuel economy.

Navistar’s recently appointed truck group president, Troy Clarke, said the company has trucks running in simulated environments right now using the new technology. It plans to roll out a DuraStar with ICT+ in Brazil in the coming weeks.

“I can say from what we’ve seen, we’re pretty excited,” he said.

Since the first ICT+ engines won’t be certified until early 2013, there remain questions about how the company will continue to build and supply engines until then.

“The first 13-litre engine will go into production in early 2013. I know that leaves the question with many of you about how we manage the transition between today and then,” Clarke acknowledged.

“Of course we will utilize a combination of emissions credits we’ve accumulated through early achievement of NOx standards in years past and we will also use NCPs (non-conformance penalties) in some states to extend the credits for use in states that don’t accept them at this time.”

Clarke also said that now that Navistar has unveiled an acceptable compliance strategy, the EPA and CARB are more willing to work with the company to find “solutions for circumstances that could disrupt production or sales during the transition period.”

Finally, Clarke said, “Today’s announcement is not about going back. It’s not about backing up, it’s about going forward.”

He vowed Navistar’s new ICT+ solution will provide the “cleanest” and “most efficient” engines going forward.

Officials did not take any questions during the conference call. □

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Mack applies integration to the support side of the business

By James Menzies

ALLENTOWN, Pa. – Building on its ‘Mack’s got your back’ campaign, Mack Trucks is now offering a new Complete Care service that provides preventive maintenance and periodic vehicle inspections as part of its Mack Pedigree Uptime Protection program.

The service can be purchased when a new truck is ordered, with the cost bundled into the purchase price of the truck, or it can be bought separately in 36-, 48- and 60-month terms.

Customers can then ensure their trucks are in top running condition by conveniently scheduling inspections using the Mack OneCall customer support network.

The goal, Mack officials said when announcing the new service, is to help customers comply with the Compliance, Safety and Accountability (CSA) enforcement regime while also keeping trucks running smoothly and efficiently.

“With this new offer, we’re expanding upon what Mack does best – providing total business solutions that minimize vehicle downtime and maximize customer profitability,” said John Walsh, Mack vice-president of marketing.

Maintenance and inspections performed on the trucks can be monitored and tracked through Mack’s MVASIST Web-based fleet service management platform. MVASIST has been offered free of charge on new Mack trucks delivered after Jan. 1, 2012.

The program allows owners to track any work that’s been done on the trucks, communicate with service providers, manage costs, view a complete service history and access invoices and work orders.

Complete Care is being offered as part of the Bulldog Asset Protection component of Mack Pedigree Uptime Protection, which Mack dubs “an integrated suite

of aftermarket solutions.”

The other two components to Mack’s Pedigree Uptime Protection program are Bulldog Service Management (which uses MVA-SIST to streamline maintenance and repairs processes) and Bulldog Parts Purchasing (which provides 24/7 access to parts online).

Mack’s Walsh said the company’s trucks are already fully integrated, and now its aftermarket support services have been integrated as well under the Pedigree Uptime Protection program.

“We have extended the concept of integration to the entire truck ownership and operating experience,” Walsh said, noting even Mack Financial Services has been brought under the Pedigree Uptime Protection umbrella. “In doing that, we provide a total business solution.” □



INTEGRATED SERVICE: Mack is further integrating its service offerings with the launch of Complete Care.

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OEM/DEALER NEWS

By John G. Smith

DETROIT, Mich. – A sign posted in the office proclaims ‘This is Detroit,’ and it is right in every sense of the word. This is the home of a brand that shares its name with America’s motor city, and the Detroit name is gradually taking hold as the Diesel reference is removed from old Detroit Diesel signs around the Michigan facility.

But even as the word disappears from the signs, it is obvious that diesel remains an important focus. It was certainly at the top of mind as engineers worked on their latest product upgrades – leading to engines that promise to consume less fuel.

Detroit has unveiled several enhancements for its 2013 engine family, all of which play an important role in meeting 2014 regulations from the Environmental Protection Agency and National Highway Traffic Safety Administration, placing tighter controls on greenhouse gas-

This is Detroit

Detroit enhances engine families with fuel economy in mind

es (GHG) and delivering better fuel economy in the process.

“It is our goal to pace the industry in emissions compliance and fuel efficiency. Early submissions for GHG14 engine compliance is evidence of this strategy for the updated family of Detroit engines,” said Brad Williamson, Daimler Trucks North America’s manager, engine and component marketing.

Various changes will be seen in the DD13, DD15, DD15 TC, and DD16 engines.

The DD15 engine platform in-

cludes the widest array of upgrades and will be exclusive to the Freightliner Cascadia Evolution.

“This is the flagship product,” says Mark Groeneweg, director, truck engine product engineering at Daimler Trucks. “We have a focus here on low cost of operation and we think there’s a big, big customer benefit to be had.”

New components in the 14.8-litre engine include a liquid-only delivery system for the diesel exhaust fluid (DEF), eliminating the need for an air-assisted delivery method. This

helps to reduce the load on the engine’s compressor, and applies the fluid in a spray pattern that more efficiently attacks NOx created in the combustion process.

Detroit has also eliminated one of the elements in the engine’s traditional fuel filter, introducing a design with a single element, a pre-screen, and a 100,000-mile recommended service interval that doubles the life of its predecessor. The new module will require fewer priming strokes, and offers easier access to the water drain. Meanwhile, an in-dash restriction indicator will tell drivers about the upcoming need to change the filter.

Several changes are helping to reduce the parasitic loads that would otherwise waste fuel. The existing water pump with a fixed drive, for example, is being replaced with a variable-speed design.

“This allows us to not pump coolant when we don’t need it,” Groeneweg says, referring to the feature already found on Mercedes Actros engines in Europe.

Rather than using a variable turbocharger, the DD15 will also include a new fixed-geometry turbocharger that is fine-tuned to optimize engines with popular fleet ratings of 455 hp and 1,550 lb.-ft. of torque.

“This is not an off-the-shelf bought component,” Groeneweg adds, referring to the turbine’s refined shape and compressor wheel.

The fuel itself will be introduced through an amplified common rail system (ACRS), which helps Detroit to shape the engine’s rates. “It gives us a big knob to turn to keep the formation of NOx low, but get the fuel in fast,” Groeneweg explains. Injection nozzles have also been adjusted to reduce friction.

In-cylinder changes include pistons with improved oil control rings that – combined with ACRS – deliver higher injection pressures for better combustion controls. And a “carbon scraper ring” inserted at the top of the liner will peel unwanted carbon off the top of the piston, protecting against the contaminants that would otherwise polish the bores.

Electronic upgrades come in the form of faster processors and extra memory, in part to prepare a system that will be able to manage inputs from Detroit’s 12-speed automated transmissions, which were recently unveiled to round out the company’s powertrain offerings that also include axles.

“With the modifications we’ve made to the DD15, we are not only meeting compliance standards, but we’re providing our customers with a reliable solution that can provide significant fuel economy gains,” said Williamson. “And, with the recent introduction of the Freightliner Cascadia Evolution, we were able to showcase the power and performance of the enhanced engine.”

The company will offer the DD15 TC (with turbo-compounding) in other trucks, and that engine will come with many of the DD15’s upgrades including improved electronics and the single-element fuel filter. This design, says Williamson, “is kind of a go-anywhere, do-anything engine, depending on the weight and application.” It will be available in many Freightliner and

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Horsepower-hungry Canadian buyers of today's DD15 may need to look to the DD16 for some of their traditional ratings. While the DD15 was traditionally available with up to 560 hp and 1,850 lb.-ft. of torque, it now comes with between 455 and 505 hp and 1,550 to 1,750 lb.-ft. of torque. The enhanced DD16 now delivers 475 to 600 hp and up to 2,050 lb.-ft. torque.

Meanwhile, enhancements to the Detroit DD13 – offered with ratings from 370 to 470 hp and 1,250 to 1,650 lb.-ft. of torque – include changes to the fuel filter module, and an optional variable speed water pump that is more efficient than a gear-driven design. The engine's buyers with LTL fleets are likely to be among those most interested in adding the feature that will be standard fare in the upgraded DD15.

A new crankcase sensor has also been added to support on-board diagnostics that need to be enhanced in 2013. The sensors and warning lights that first began to monitor emission-controlling equipment in 2010 will now need to watch over fuel, air, EGR, and cooling systems; crankcase ventilation; diesel particulate filters; selective catalytic re-

duction; sensors; and actuators.

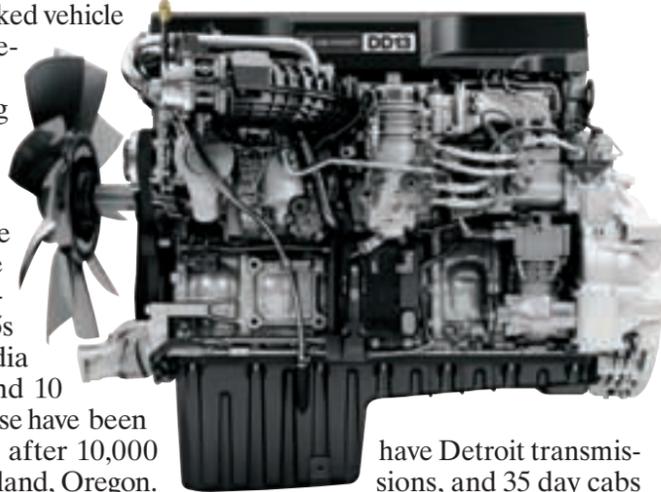
Buyers will be able to order engines that meet the GHG14 standards without making any radical changes in their purchasing habits. At this point, for example, there will be no need to order locked vehicle speed limiters in a Detroit Diesel engine.

In the coming months, the real-world tests will continue as Daimler Trucks North America looks to prove the value of its engine enhancements. It is already running 30 DD15s in Freightliner Cascadia Evolution sleepers and 10 DD13s in day cabs. Those have been handed over to fleets after 10,000 miles of testing in Portland, Oregon.

The early results are promising. When comparing the average load on an EPA2010 engine to the GHG14 models, fuel economy has improved about 6.7%. "We're off to

a very, very positive start with this program," says Tim Tindall, Detroit's director, component sales.

A second round of test trucks and engines to be built in August will include 26 DD15s, 16 of which will



have Detroit transmissions, and 35 day cabs powered by DD13s in Cascadia day cabs.

All of the trucks come with the "visibility package" in Detroit's Virtual Technician system that can be

used to track performance at any point in time, offering data such as the amount of fuel being consumed, distances travelled, fault codes, and vehicle locations.

The question that remains is when most customers will begin to buy the equipment. Past rounds of tightened emission controls led many fleets to "pre-buy" engines based on standards that existed before any changes took place, and slowed the introduction of cleaner technologies that carried higher price tags.

But the GHG14 engines could represent an important difference. This time, equipment upgrades will offer better fuel economy that can deliver a return on the investments.

Tindall doesn't personally expect a pre-buy this time around.

The real question is whether some customers choose to postpone their purchases until the more fuel-efficient models are available, he says. "Some customers have asked us about that already." □

Detroit Data

DETROIT, Mich. – Detroit's head office may be in, well, Detroit, but most of its engine-making activities take place across a laneway in Redford, Mich. Consider a few facts about the manufacturing facility responsible for engines like the newly redesigned DD15:

- Each of the plant's two shifts is responsible for building 150 engines per day.
- The facility sprawls over 3.2 million square feet. It's so big that tradespeople like electricians move around on three-wheeled bikes.
- The plant recycles or reuses 94% of its waste. After it addresses a few remaining challenges with coolants later this year, none of its waste will go to the landfill.
- Engine blocks glide through the production area on carts known as Automatic Guided Vehicles (AGV), which move under the power of magnets.
- The torque for every fastener on an engine is carefully controlled, and the tools themselves are also rigged so that every fastener even needs to be applied in the right sequence.
- The plant continues to produce Series 60 engines for off-highway buyers and export markets that don't have access to Ultra Low Sulfur Diesel.
- Automated production cells can machine a gear and pinion in 6.5 minutes. A process that once required 42 people can now be completed with four employees.

Engines face ongoing tests in a room filled with 32 dynamometers, which measure 600 different parameters and can replicate any challenging situations experienced in the field. They will burn 7.5 million litres of fuel per year. □

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OEM/DEALER NEWS

Saskatchewan Mack dealer donates \$1 million to local hospital

SASKATOON, Sask. – Redhead Equipment has donated \$1 million to the Children’s Hospital Foundation of Saskatchewan. A crowd of staff, business partners and friends gathered at Redhead Equipment’s Saskatoon location as company president Gary Redhead presented the cheque to Foundation president Brynn Boback-Lane.

“Thanks to the hard work of our employees and the loyalty of our customers for the last 64 years, Redhead Equipment has been fortunate to continue to grow a successful business in the province of Saskatchewan,” said Redhead. “The operation and support of a children’s hospital in our province will benefit all of us and I am honoured to offer this donation to the Children’s Hospital Foundation on behalf of Laura and myself and more importantly, all of the employees of Redhead Equipment.”

“Our ‘Be a Part of it’ Capital Campaign is about community leaders and companies stepping forward to inspire others to be part of the vision of this very important facility that will impact all families across Saskatchewan,” said Grant Kook, Capital Campaign co-chair



GARGANTUAN GIFT: Laura and Gary Redhead (second and third from left) present a cheque to the Children’s Hospital Foundation of Saskatchewan.

and chairman of the board for the Children’s Hospital Foundation of Saskatchewan. “This generous donation from Redhead Equipment keeps the momentum going and the message that it matters. The man-

agement and staff should be proud of the leadership their company has displayed today and what their own hard work has achieved for children in the province.”

Boback-Lane added: “We are ex-

tremely grateful and sincerely thank Redhead Equipment for this extraordinary gift. Just as Redhead Equipment serves our communities throughout Saskatchewan, this significant contribution will greatly assist children and their families by providing specialized care at the new Children’s Hospital of Saskatchewan.”

Also on-hand was Jackie Mann, vice-president of Integrated Health Services for Saskatoon Health Region. “The generosity shown by Gary and Laura Redhead and the staff of Redhead Equipment is outstanding and we thank them for their remarkable donation,” she said. “Your contribution will assist staff and physicians in providing excellent care for mothers and children in a hospital that is focused and designed to keep them at the centre of all we do. We are very grateful for your gift and wish you continued success.” □

Dana bolsters field support organization

MAUMEE, Ohio – Dana says it will be strengthening its North American field sales and service organization to support more than 4,000 commercial vehicle OEMs and dealers in the US, Canada and Mexico.

The company’s field sales and service organization, previously part of the Roadranger alliance with Eaton, now consists of nearly 100 professionals, the company announced. The team includes dedicated applications and engineering contacts as well as more than 20 field-based service reps with an average of 25 years’ experience.

Dana says in the weeks ahead it will increase touch points with customers through localized inventory to support down trucks, new training resources, a dedicated call centre, a new Web site and other customer interfaces.

“Dana has been delivering innovative driveline technologies and superior customer support to the commercial vehicle market for more than a century,” said Mark Wallace, president of on-highway driveline technologies at Dana. “We’ve made a significant investment to strengthen our capabilities and deploy a dedicated, experienced team equipped with the tools to quickly and effectively maximize customer productivity and put more pay in their loads.”

The new field sales and service organization is led by Jim Kahut, director of sales for aftermarket and Mike Schwanzl, senior manager, North American field sales. □

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OEM/DEALER NEWS

Utility Trailer announces design changes to side skirt

CITY OF INDUSTRY, Calif. – Utility Trailer has made new manufacturing enhancements to its advanced aerodynamic side skirt: the USS-120A.

“As a result of our continuing commitment to engineering the most advanced technologies, we have made two design changes to the USS-120A side skirt,” said Craig Bennett, senior vice-president of sales and marketing for Utility.

The changes include a new Utility-designed “spring” attachment added to the front of the side skirts and further enhancements to the manufacturing design at the bottom of the side skirt.

The USS-120A side skirt is now securely bolted by a “spring” attachment to the support leg wingplate. The reinforcement is designed to allow enough of the forward edge of the side skirt material to seamlessly engage the slip joint.



IMPROVED: Utility says its redesigned side skirts are more durable, thanks to a new spring and more clearance between the brace and bottom of the skirt.

Utility has also vertically moved the galvanized high tensile steel braces that connect to the side skirt’s crossmember up by 5.75 inches. Util-

ity says the change is designed to provide more material below the brace, which will allow the side skirt to bend and flex more freely on impact.

“Since 1914, Utility has been committed to the design and build of the highest quality trailers in the industry. As the demand for fuel efficiency grows, we will pursue the most advanced technologies for delivering fuel economy. Our recent advancements to the design of the USS-120A side skirt is just one more example of that commitment,” added Jeff Bennett, vice-president of engineering. □

Volvo sees fuel savings with I-See

GOTHENBURG, Sweden – Volvo Trucks in Sweden has developed a new I-See feature that uses a truck’s kinetic energy to reduce fuel consumption by as much as 5%.

The system operates like an autopilot, using the transmission’s tilt sensor to determine topography and then uses the truck’s momentum to save fuel. It can: accelerate before an incline begins; avoid changing gears near the brow of a hill; avoid accelerate when approaching a descent; freewheel down downhill portions; and brake before a downhill slope ends but release the brakes at the end of the slope to pick up speed ahead of a new ascent.

“If kinetic energy can be exploited to a greater extent, it may help cut fuel consumption. This will benefit both the environment and the industry’s economy, something that is very important today as fuel costs are becoming an increasingly heavy burden on many haulage firms,” relates Anders Eriksson, product developer at Volvo Trucks.

I-See can recall about 4,000 gradients, Volvo says.

“I-See is an autopilot linked to the truck’s cruise control, taking over and handling gear changes, throttle and brakes on gradients, ensuring they all operate in the most fuel-efficient way possible. I-See freewheels as much as possible – so on certain stretches of road no fuel is used at all,” explains Hayder Wokil, product manager at Volvo Trucks.

“In this way fuel consumption can be cut by up to 5%. This figure is based on the results of simulations and tests on public roads. I-See requires use of the cruise control, and we know that on average drivers use cruise control about half the time. For a truck in normal operation, covering 140,000 kilometres a year, the saving will be about 1,000 litres of fuel annually. This makes a big difference to the haulage firm’s profitability.”

The greatest fuel savings, Volvo says, come where there are an abundance of small hills.

“I-See works best in undulating terrain. With moderately long and steep slopes, I-See ensures that you can freewheel for long distances without using the engine,” explains Eriksson. “It is this freewheeling capability that makes the system special. When the truck rolls freely, virtually no fuel is used. But in order to freewheel, a whole lot of data is required.” □

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Mack to introduce natural gas versions of two trucks in 2013

GREENSBORO, N.C. – Mack has announced it will be offering natural gas-powered versions of its Pinnacle and Granite models in 2013. Both models will utilize the Cummins Westport ISX12 G engine. Customer testing is scheduled to begin this year. The addition of the 12-litre natural gas-powered models adds to Mack's existing natural gas line-up, which includes the TerraPro Low Entry and TerraPro Cabover refuse models.

Like their Mack TerraPro natural gas counterparts, the Mack natural gas-powered Pinnacle and Granite models will feature maintenance-free aftertreatment and require only a three-way catalyst to meet EPA 2010 and CARB emissions standards, officials said. Mack's natural gas-powered trucks are available with compressed (CNG) or liquefied (LNG) fuel systems.

"Mack has a long history in alternative driveline technologies, and in particular, natural gas," said Kevin Flaherty, president of Mack Trucks North American sales and marketing. "We've offered natural gas since it became clear that it was a viable energy solution in the refuse segment. Now customers within the regional haul, LTL and construction segments will have the benefits of natural gas combined with the power and performance they expect from Mack."

Mack officials say the company

is also investigating other alternative driveline technologies, including high pressure direct injection, which uses a combination of natural gas and a small amount of diesel in the combustion process, and DME (dimethyl ether), which can be produced from natural gas.

The company is also moving forward on development of diesel-electric hybrid TerraPro models, recently delivering additional test units to the New York City Department of Sanitation for evaluation.

"For more than 35 years, we've counted on Mack for trucks that can withstand the tremendous rigors of our operations," said Rocco DiRico, deputy commissioner, Department of Sanitation, Support Services, New York City. "We look forward to putting these new vehicles with the latest version of Mack's diesel-electric hybrid technology to the test."

Mack says its diesel-electric hybrid technology provides up to a 30% fuel economy improvement in stop-and-go applications such as refuse, with a corresponding greenhouse gas emissions benefit.

"We listen to what our customers want and develop the technologies best suited for their needs," Flaherty said. "Mack's alternative driveline technologies represent an ongoing evolution built upon our proven experience." □

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OPINION

B.C. truck inspectors throw drivers under the bus

Misguided public perception of trucking is a concern that's always with us, but when you're struggling to pay for fuel or driving around in circles looking for a place to park, it's not always top of mind. Then wham! You learn through the media that trucks are responsible not only for polluting the air we breathe, but for all the death and destruction on our highways as well.

More often than not, negative stereotypes are held by people who aren't close to the industry. But when commercial vehicle inspectors are complicit in promoting the "killer truck" image, it's pretty hard to take.

The union that represents commercial vehicle inspectors in B.C. has launched a campaign to raise public awareness in an attempt to force the province into hiring more inspectors, but the anti-truck messaging they're using to achieve their goal is nothing short of despicable. In radio spots and roadside billboard messages – and bus

Voice of the O/O

JOANNE RITCHIE



ads too – the B.C. Government and Service Employees Union (BCGEU) claims that a 26% cut in truck inspector staffing levels is leading to more carnage on provincial highways, and they are pointing the blame directly at truck drivers.

The billboard shows a photo of a big truck looming in the sideview mirror of a car, under the caption: 'That truck may not be road safe.' The radio blitz features an aggressive truck air horn blaring in the background with a voice-over intoning the same message. Any way it's presented, the message is clear: you, and the wreck of a truck you drive, are a threat to public safety. And they, the understaffed and

overworked truck inspectors, are the wannabe saviours of road safety.

The messages direct viewers and listeners to the union's Web site, www.roadsafebc.ca, where they have posted road safety "facts" illustrating how highway safety has deteriorated since 2003 when staffing levels began to decline. The site urges readers, along with their friends and families, to send a message telling the government to hire more safety inspectors.

One of the "astonishing" facts the union presents is that truck traffic has increased by close to 50%, and heavy vehicle crashes have increased by over 12%, since 2003. The number they don't present, though, is the number of crashes per kilometre travelled, which is the only meaningful way of measuring crash frequency against some constant. Frankly, if truck traffic had increased by 50%, but crashes had increased by only 12%, I'd say we're ahead of the curve.

In any case, B.C. crash statistics show that injuries and fatal collisions involving trucks actually *decreased* by 30% since 2003. And while the total number of inspectors hasn't changed much, the Ministry has shifted more of them into its mobile force, almost doubling the number since 2003 and giving them one-third more vehicles. The number of truck inspections has actually *increased* by 15% during the period in question.

Don't get me wrong, every crash that can be prevented is a tragedy averted, but these union leaders are trying to tar and feather you while suggesting to the public that they can change all that. They can't and they won't.

BCGEU singles out CVSA's Roadcheck inspection statistics as an example of "selective reporting" by the B.C. government to mislead the public into thinking the province's roads are safe. In Roadcheck 2011, 22.6% of commercial vehicles inspected were taken off B.C. roads for safety violations, but the BCGEU claims the actual road safety picture is much worse. They point out fly-by-night operators stay off the road during the annual 72-hour Roadcheck campaign, skewing the numbers, and that a more accurate overview of road safety can be found in the monthly statistics gathered by their inspectors. These numbers show that from January to October 2011 there was a – wait for it – 22.5% out-of-service rate.

But the irony is, of course, that the 2011 Roadcheck number of 22.6% out-of-service hasn't fluctuated more than a point or two for the past decade. With that number pretty consistent year over year, are truck inspectors making as much difference as they'd like the public to believe?

They also pooh-pooh Roadcheck's usefulness as a measure of road safety, claiming that if "ticketed violations" were counted in blitzes, the "fail rate" would be 70%. We know – although the public wouldn't – that ticketed violations don't count toward out-of-service conditions, but if the situation were severe enough, the truck would be taken off the road anyway.

The way the BCGEU plays with numbers is ironic and laughable, except it's not very funny to the general motoring public who could care less about out-of-service rates and ticketed violations, but buy into the union's message: more trucks and fewer inspectors has endangered their lives. The campaign is nothing short of fear-mongering, playing on the public's unease sharing the road with big, dirty trucks, and it drives me wild.

I think the union management has done a great deal of harm to the relationship between truck drivers and frontline enforcement personnel (many of whom, I'd like to believe, don't share their union bosses' opinion), and that serves no one well.

Yes, B.C. or any other jurisdiction needs dedicated and diligent truck enforcement officers. I'm grateful for the work they do keeping the scofflaws at bay and generally out of harm's way, but I won't extend them total credit for trucking's overall good safety record. It's safe and diligent drivers, along with fleets that invest in safety and training that prevent crashes, not a handful of ersatz Wyatt Earps armed with tape measures and calculators. □

– Joanne Ritchie is executive director of OBAC. Feeling chased by a posse? E-mail her at jritchie@obac.ca or call toll-free at 888-794-9990.

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YARD MANAGEMENT

Technology, skilled shunters key to managing a busy yard

Maximizing available equipment and space all part of the game for shunters

Shunting is a precision science. A good shunt operation gets the maximum out of available equipment and space. And a fast-paced shipping environment has an intimate relationship with its shunt trucks. Empty doors can cost time and money.

So much depends on the yard set-up. Shunt scenarios vary widely, anything from a mom and pop cross-docking operation to a bustling terminal with hundreds of doors. But trailers scattered about the yard, buried or dropped helter-skelter create a nightmare for shunters and impede productivity.

That's why the first thing Mike MacLellan does when he arrives at a new customer is to check out the yard layout. MacLellan is a shunt specialist with National Shunt Service Limited of Cobourg, Ont., and he's often called on to assess a new client's needs.

"What kind of yard surface are we dealing with, where are the holes and bottlenecks? Where are the empties kept?" he asks. "One of the things I might do is segregate the broker trailers by company. That way when outside carriers come into the yard they can bump and scrape their own trailers instead of everybody else's"

MacLellan stresses that safety should never be compromised for expediency – drivers as well as dock hands must be aware of the company safety policy and procedures. "Some companies use bumper locks while others are on a red and green light system," he says. "Most companies have chocks for every door while others have nothing. Shunts should always check to see if the dock plate is up and that no one is on the back – no matter what the dispatcher tells you on the radio or computer screen."

Yard checks are essential

Every shift should start with a thorough yard check. Most controllers never get to see what's going on out-



side. They rely on their drivers and dock forepersons to tell them the status of moves and loads – which makes up-to-date yard reports even more important.

The yard check can also catch equipment that's been dropped without notifying the control room. And if done several times during a shift, can ensure all outbound and inbound loads are dealt with in a timely manner.

Ideally, there should be enough empties in the yard to cover all the loads. But something like out-of-service trailers, flat tires, or those with expired safety stickers can throw a wrench into shipping schedules. Some terminals rely on outside carriers exclusively. Can the carrier handle the allocated capacity? Are there enough broker trailers in the yard?

If space permits, empties should be staged separately, as should inbound and outbound trailers. If the yard is full, trailers might have to be blocked or stacked, in which case it's important to block in the least important loads first.

If possible, avoid making unnecessary moves. While working at Canadian Tire one summer I noticed a container that regularly moved back and forth between buildings and never got unloaded. One manager would call it up and I'd move it overnight where it would sit until the next afternoon when the manager from the other building would bring it back. This went on all week while the seal remained intact.

The average hydraulic shunt move takes about five minutes. So getting carriers to drop directly into a dock door can free up a shunt truck for a couple of moves. Most carriers don't mind waiting for a door to clear for 10 minutes or so, if they're asked

nicely – they usually have paperwork to do anyway.

What's in your software?

Distribution centres, LTL carriers and couriers are among the most intense users of shunt vehicles and state-of-the-art technologies. Purolator's Ontario hub on Vulcan Street in Rexdale, Ont., handles 250 to 280 inbound loads every afternoon. And some of those trailers have to be moved several times between the bulk docks and the unload conveyors, finally getting stripped of empty skids on the skid dock. That makes for about 700 moves done every day by 18 shunt drivers, the majority handled by about 12 trucks during the peak period between 7 and 11 p.m.

When I started working at the company seven years ago, the con-

trol room used a huge board with magnetic tabs representing the trailers and another chit denoting the shunt truck. I recall the controllers rolling across the floor in a swivel chair while juggling two phones (inbound and outbound shunts on separate channels), and talking into a headset at the same time.

That's all changed over the last couple of years. The big boards are gone and the yard tracking info appears on a large monitor on the controllers' desks. The screen is a Microsoft Excel spreadsheet on steroids, laid out in columns to represent yard positions and docks, with a spectrum of colour-coded blocks depicting the trailers. The colour-coding corresponds to the status of the trailers, whether empty (clean

Continued on page 60






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YARD MANAGEMENT

Sophisticated software replacing white boards and magnets

Continued from page 59

or dirty), reserved, bulk, mixed-load, priority or out-of-service, among other classifications.

The shunt numbers appear as squares in a column along the right margin, and are also colour-coded to indicate whether they are dropping, hooked, or standing by. Instead of dragging a magnetic tab across a board, the controller only has to make a mouse click on the shunt and trailer and the status is immediately updated.

One screen provides multi-layered information about real-time yard operations, something the magnetic board could never do. As well, drop-down menus provide immediate data concerning departures and hot loads, etc.

Shunt drivers still keep a record of each move and time, but the information is already stored in the Web-based server. Controllers no



ORGANIZED CHAOS: Managing a busy yard will test the organizational aptitude of shunters and controllers.

longer have to plough through a mountain of paperwork to find a missed move and location. And controllers and managers can also link with the other two hubs to obtain current information on in-

coming or outgoing loads.

To be sure, several transportation software developers have jumped into the yard tracking business and offer a wide variety of similar programs in template form. But Pu-

rolator's system is unique in that it has been custom-built by in-house IT specialist Theo Pribytkov to accommodate the courier's specific protocols, and reflect the exact layout of its hubs.

I spoke with two controllers who were enthusiastic about Pribytkov's system (and are hoping the big magnetic board never returns). Chris Soodeen, head controller at the Ontario hub, likes the fact that the system's stored data can be accessed for analysis. "We can go back a year and find out what happened and what the problem was. Then we can take it apart and see how to fix it." □

MAIL

Canada, through an American trucker's eyes

Dear Editor:

As an American trucker stuck following your regulations while in Ontario, I have in the last 2.5 years formed opinions on many of them. First, your speed limiter law: My first question is, did you have trucks going that fast that you had to regulate their top speed? Where was the OPP? I rarely see more than four patrol cars between Detroit or Port Huron and the GTA – it is no wonder they speed so much! I set my truck at 105 km/h and I can't keep up with most of the other trucks – especially ones with Ontario plates!

Next, did anyone bother to see what setting a truck like this does to fuel economy? I have lost about half a mile to the gallon. And finally, where is there a sign going into Ontario saying that you have to set your truck to 105 anyway? The signs say 'All large trucks must have speed limiters,' but not what they have to be set at.

Finding out what it had to be set at cost me \$400 and I had it set the next day after I got the ticket. It has always appeared to me that the province has tried its best to hide the rules.

Also, when it comes to your log-book rules, why if I am on a seven-day cycle do I need to have 14 days worth of logs on me at any time for inspection and why must I write in what cycle I am on? I can figure that out from seven days' logs and I am not that good at math.

It has always appeared to me that Canada has done everything it could to make it a pain in the butt for Americans to operate there. Your Ministry of Transportation is also very selective in who they inspect. Many times when I am pulled around back, I will not see a Canadian licence plate back there with me.

Your regulatory people obviously haven't noticed Canadian operators are the ones not following the rules. Your paper does a good job keeping information flowing – keep it up! □

Darren Catenacci
Flint, Mich.

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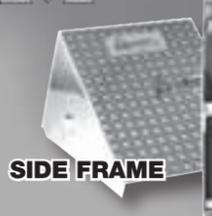
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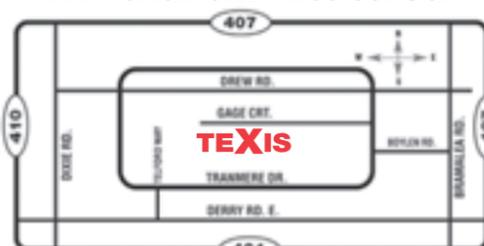


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MAIL

Limiters can't help with lane discipline

Dear Editor:

(Re: No limit?, Truck News, July)

I was interested to read your article on the recent dismissal in an Ontario court of a speed limiter ticket. I agree with Joanne Ritchie's comment of "this useless law that does nothing but divert resources away from policies and enforcement that could contribute to road safety."

We tend to forget the reason for the limiter law in the first place – two horrendous accidents on our 400-series highways (one involving more than 80 vehicles) which sparked outrage – both the result of driving too fast and too close in poor visibility conditions.

You can't legislate against poor judgment and driving skills. Joanne Ritchie's comment about diverting enforcement to other areas is right on the money! For instance, a pet peeve of mine here in Ontario is traffic enforcement's inability to control the proper use of highway lanes.

There isn't any traffic enforcement officer anywhere I have found who doesn't agree with me (including the Ontario OPP traffic safety group) and I defy anyone to find differently.

I believe one of the main causes of accidents on our highways is the improper use of traffic lanes, in particular at highway on- or off-ramps, a major cause of interaction accidents between tractors and cars.

This poor use of traffic lanes is the single most frustrating cause of concern to enforcement officers and drivers alike. We should start enforcing the proper use of highway traffic lanes for both truck and car operators, who blatantly continue to misuse our lane protocol.

In Europe and certain parts of the US this lane use protocol is enforced and rigidly taught in driver training schools. As for limiters, they are stop gap at best. □

Alan Masters
MCG Consulting

Still no straight shot at bridge

Dear Editor:

(Re: Michigan opens long-delayed bridge truck road, Truck News, July)

I noticed an error in this story that I was surprised would slip past and get into print. The item I am referring to is about the new ramps at the Ambassador Bridge on the Detroit side of the river. The new route is great, we no longer have to go like a wagon train through the back streets of Detroit, dealing with stop lights and local traffic.

As a truck driver I can assure you that I am happy that the new ramps are open and useable. But...there is a mistake. You see when you leave the toll booth and turn right onto the new express route, there are two lanes. Both lanes are well marked as to where they will take you.

On the right lane it will take you around, over, and back down onto I-75 south. There is no north ramp. If you want to go north on I-75 then you must do one of the following: You can take the I-75 south ramp, continue south for two exits, then exit, cross over I-75, and re-enter northbound I-75. Or you can take the left lane and enter onto I-96 west, exit at I-94 east to M-10 (the Lodge) and go south to the connection onto I-75.

You can understand my disappointment when Ron Stang is telling all truckers that they can go either way on I-75. I do a lot of trips that involve using I-75 north. The way it is now causes headaches, especially when it's traffic time.

All the best, and keep the information coming. □

Mary Smith
Windsor, Ont.

Ron Stang responds: I spoke to Rob Morosi with MDOT. In fact MDOT explicitly planned the truck ramp that way because getting on to I-75 immediately from Gateway poses two problems: not enough lane length for trucks to gain speed before encountering I-75 and then having to make two tight turns, the first a right on to I-75 for a couple of miles and then an extremely tight raised ramp left where I-375 meets I-75. MDOT decided it was an easier and safer drive for truckers to do the "convoluted" drive west on I-96 and then right on I-94 and then left on I-75 heading north.

Cameron's column nailed it

Dear Editor:

(Re: Getting an A/Z licence has become far too easy, Truck News, July)

Bravo to Bill Cameron for coming out and saying what would solve a few problems. I cannot count the number of new drivers who don't seem to understand enough about their own jobs.

Being a local shunt driver for a carrier serving GM, every day I run into brand new drivers who are naive, clueless or merely not taught enough to do their job.

After 15 years, I feel safe in saying I know my job and trust my

ability, but I still learn things.

The sad reality is the company owners seem to like this driver shortage and the reality that they don't have to pay for good drivers. The number of unqualified and poorly trained drivers on the road is increasing and the owners don't seem to want to pay to change it.

This is a trade, but no one respects it and pays accordingly.

Great column, Bill. I am on-board.

What you are advocating would make this a trade. □

Mark Little
Courtice, Ont.





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PEOPLE

Four inducted into PMTC Hall of Fame

KING CITY, Ont. – The Private Motor Truck Council of Canada (PMTCC) has inducted four drivers into its Hall of Fame during its annual conference in King City. The Hall of Fame – found online at www.pmtc.ca – is sponsored by Huron Services Group and recognizes superior over-the-road performance by drivers whose companies are members of the PMTC.

“These professionals compile safe driving records that are beyond amazing, considering all the adverse conditions they face every day,” said PMTC president Bruce Richards.

The first driver inducted was Paul Boshart of Home Hardware Stores. Hired by the company’s founder in 1971, Boshart has crisscrossed Canada during his career, making store deliveries from Vancouver Island to Labrador City, Nfld. This year, Boshart was recognized by the Infrastructure Health and Safety Association for 30 years of safe driving, during which he accumulated an estimated five million miles. Apart from a stellar career as a driver, Boshart can also add the “hero” notch to his belt, having once pulled a carload of teenagers out of their rolled over vehicle just before it burst into flames.

Bill Wolfe of Maple Leaf Foods has driven for more than 30 years and two million miles without an accident during his career. Wolfe has also partici-

pated in regional, provincial and national truck driving championships since 1991. In those competitions, he has finished first on 16 occasions and won the Canadian Nationals in 1996. Wolfe’s supervisors describe him as having a positive attitude and being dedicated to doing things right.

Mike Sawicki has been with Cardinal Health Canada for close to 30 years and has accumulated more than five million kilometres behind the wheel with an “impeccable” driver’s abstract. His supervisors describe him as a professional whose commitment to safety has been proven over and over again. Sawicki is a health and safety representative for the company’s drivers and is quick to spot unsafe conditions and offer suggestions to resolve them.

Maurice Belot, a driver with Advantage Personnel on the Tru Serv/Rona of Canada account, has driven transport trucks for more than 35 years and has been accident-free for 20. During that time, he has driven more than four million miles. Belot’s duties see him delivering to stores in Manitoba, Saskatchewan, and Alberta. Over his time as a driver he has received many letters of appreciation from the stores that he services. His fellow drivers consider him to be a leader, and he makes himself available to mentor new drivers and help them through orientation periods. □

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Longtime Cummins rep to retire

MISSISSAUGA, Ont. – Robert Crutchlow is retiring from Cummins after 47 years in the industry. He launched his professional career following high-school graduation in 1965, working at a parts distribution centre for International Harvester. He spent the next 16 years with International, eventually climbing to the role of training manager for Canada. In 1981, Crutchlow was working on a joint marketing initiative between International and Cummins. Working on the project led to Crutchlow joining Cummins.

“It wasn’t long before I realized I had made the right decision,” Crutchlow recalls. “Cummins is a first class organization. They have a history of visionary leaders, a host of in-house core capabilities and are known for meeting emission reduction regulations on time and on target. Employees, customers and distributors appreciate their sense of ethics, integrity and diversification.”

Crutchlow began his career at Cummins Canada as automotive territory manager for the Ontario, Quebec and Atlantic Provinces regions. In 1998, he moved on to work with Cummins Ontario as general sales manager. In 2004, Cummins Ontario merged with Cummins Quebec, forming Cummins Eastern Canada. Around this time, Crutchlow was promoted to lead Cummins Eastern Canada’s off-highway business.

“Working for a Cummins distributor has been very fulfilling, allowing me to have more direct contact with our customers, both on the trucking side as well as the off-highway side of our business,” Crutchlow says. “Looking back, this was the most enjoyable aspect of the role. What also made my professional career a pleasure is that I have been blessed in having very bright, dedicated and enthusiastic employees working under my direction.” □

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Trailer Wizards has named **Benoit Fiset** vice-president of its Quebec region. Fiset's focus will be on leading the Quebec team towards sustainable growth, improved cost-effectiveness and stronger customer relationships, the company announced. Most recently, Fiset served as director of sales, Eastern Canada ground transportation solutions with Calyx Transportation Group. He has more than 16 years' experience in leadership, management, operations, customer service and business development, the company says.

Ankra Canada has appointed **George Bates** as regional sales manager for Atlantic and Central Canada. Bates brings with him more than 25 years of experience in sales and service to the heavy-duty transportation industry, including 10 years of previous load securement sales experience, six years specifically with Ankra as a territory manager. He has been an active participant in several trade associations, including the Automotive Transportation Service Superintendents Association, the Canadian Fleet Maintenance Seminar, and the Heavy Duty Distributor Council.

Ankra also appointed **Laury Hart** as the company's bilingual customer service representative. Based at the company's new Woodstock, Ont. facility, Hart will primarily support Ankra's Quebec customer base, but will also be available to provide bilingual customer service to all Canadian customers as required, Ankra officials announced.

Daimler Trucks North American (DTNA) has announced changes to its upper management ranks, including the appointment of **John O'Leary** to the position of chief financial officer. O'Leary currently serves as senior vice-president of service and parts. He has worked with Daimler since 2000, holding a variety of senior positions. He takes over from Juergen Kritschgau, who is retiring after 10 years as CFO for DTNA.

Daimler also announced **Friedrich Baumann** has been named senior vice-president of service and parts, filling the role O'Leary has vacated. □

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Slow Roller

Mack didn't INVENT 'gear fast, run slow.' But it may have PERFECTED it.

By James Menzies

ALLENTOWN, Pa. – When Mack introduced the original Econodyne engine in 1980, it brought to market an efficient engine that promised to deliver substantial fuel savings. Mack traditionalists hated it.

“It was initially not well received by the fleets, because they were used to the typical Mack engine which was all power, all the time,” admits David McKenna, director of powertrain sales with Mack. “They didn’t appreciate the lower torque curves of the original Econodyne.”

It has taken some time, but Mack has now come out with a fully integrated Super Econodyne powertrain package, which delivers on that demand for “all power, all the time” while providing even greater fuel savings than before.

Mack’s new Super Econodyne package consists of the MP8-455SE engine, mDrive automated manual transmission, Mack’s C125 drive axles and the software that connects all the dots and makes the fuel savings possible. It allows the engine to run as low as 1,160 rpm while cruising at 62 mph, a full 200-250 rpm lower than your typical MP8-455 Econodyne. This translates to a fuel savings of about 2%, Mack claims, or 3.5% when factoring in the efficient C125 axles. The results have impressed the US Environmental Protection Agency (EPA) so much that it has designated the Super Econodyne package an “innovative technology,” meaning Mack will earn credits towards compliance with the impending greenhouse gas emissions regulations for every truck it deploys with the SE powertrain pack.

Lowering the cruise speed of the engine from 1,380 rpm to 1,160 is made possible through the complete integration of the engine, transmission, axles and vehicle, McKenna claims.

“The only way you can do this is to be completely integrated,” he explains. “You need communica-

tion between the engine and transmission and the vehicle’s ECU. No manufacturer shares all its data with another manufacturer; it’s just not done. We share 100% of the information between the transmission, the engine and the ECU so we have 100% data exchange all of the time.”

Add to this the efficiency of Mack’s C125 drive axles, with a ratio of 2.66:1, and the fuel savings are significant. In fact, Mack claims independent testing has shown its C125 axle carriers to be 1.5% more fuel efficient than the next best in the industry, thanks to their spiral bevel gears, top-mounted design and a centrifugal power divider that works only when required.

Mack’s MP8 engine, its mDrive automated transmission and its C125 axle carriers are each impressive in their own right, but they are most impressive when viewed holistically as a complete package. That is the thinking behind the Super Econodyne powertrain, which provides the operator with a broader torque curve – a torque plateau, if you will – and gives Mack engineers more latitude in developing their shift strategies.

“There are two things you need to do,” McKenna says when describing the fuel-saving potential of the Super Econodyne package. “You have to make sure you have enough horsepower and torque to move the load and perform the work you’re asking the vehicle to do and the other trick is to do it at as low an rpm as possible without impacting gradeability or the ability to hold a cruise speed. We can all run engines at 1,100 rpm, but if it won’t get out of its own way, what good is it?”

The thinking behind the Super Econodyne all sounds very good in theory, but I wanted to take the Bulldog out on the highway for a good run to see how it performed over the undulating Pennsylvania hills near Allentown, home to

Mack’s Customer Center. Mack hooked me up with a Pinnacle outfitted with the Super Econodyne package, pulling a flatdeck grossing about 77,000 lbs – an ideal weight and application for the SE pack.

Mack is very particular about the applications into which the new offering will initially be approved, but it’s best suited for mainstream, on-highway applications of up to 88,000 lbs. In time, the applicability of the technology may be expanded but for now, Mack wants to get it into the hands of mainstream linehaul operators where the fuel-saving benefits will be most pronounced. In fact, Mack’s so eager to get the package into the hands of fleets that it is offering it at no up-charge for the time being.

On the road

I drove the Mack Pinnacle with Super Econodyne package east along I-78 towards Newark, N.J. for a little over an hour and then back again, enjoying the rolling hills that tested the mDrive’s ability to hold top gear. Most of the time it did just that. I was never handicapped by the lower rpm and in fact, I passed my share of trucks on the uphill sections of the highway.

When the mDrive did drop a gear, it was non-disruptive. The mDrive’s console is mounted on the dash, which makes it easy to resist the temptation of trying to outthink the electronics. Incorporating a keypad console design rather than a traditional shifter is intended to minimize driver interference with gear selection.

“With the keypad, after a couple of days the driver forgets about it and that’s really what we want,” McKenna says. “We want to reduce the amount of manual inputs a driver makes with the transmission.”

Drivers who are familiar with Allison automatic transmissions will immediately be comfortable with the placement of the controls and

the location makes it a little easier to slip out of the driver’s seat and into the sleeper cab.

The mDrive has been hugely popular since its 2010 introduction. Mack’s McKenna jokes he’s the only employee who can lie to the boss and keep his job, after predicting the transmission’s penetration might reach 12-15% the first year and maybe as much as 28% in a mature market.

“The second year, we were at 33% and this year we’re trending at 36% (of all Pinnacles sold),” McKenna says.

Based on the slick I-Shift transmission from Volvo, the mDrive isn’t a complete clone. McKenna says Mack chose not to incorporate some the functions of the I-Shift in hopes of providing a more robust transmission.

“We don’t want people confusing the two,” McKenna says, comparing the mDrive to a “roll up the sleeves and get the job done,” alternative. “A significant amount of the hardware is the same, but the software is definitely different.”

One of the most impressive features of the mDrive is Grade Gripper, which will hold the truck in position on a steep incline without rolling back. This function can be disabled via a toggle switch on the dash, but I’ve yet to come up with a good excuse for disabling it.

The mDrive is available in Fleet and Premium versions. The Fleet model limits a driver’s opportunities to intervene, allowing them only to hold the gear they’re already in. The Premium version allows drivers to override the transmission in certain situations. I was driving the Premium version and while it probably wasn’t necessary, I did enjoy having the option of dropping a gear while going downhill to coax a little more retardation out of the engine brake.

Speaking of the engine brake, Mack has incorporated some clever innovations into its PowerLeash Plus brake that’s exclusive to the mDrive. One such function is dubbed Cruise ‘n Brake, which is designed to anticipate driver needs and engage accordingly while in cruise control. It will allow the truck to exceed its set cruise speed by 3 mph to better utilize gravity and prevent the brake from engaging too frequently.

There’s also a Set-Minus (Set-) setting for the engine brake, which allows the driver to select a cruise speed and then hold that speed all the way down a hill. Once the throttle is applied, the engine brake ‘forgets’ the chosen cruise speed, which can once again be set for the next hill. You can reduce the desired speed by tapping the toggle switch down or increase it by adding some throttle and then tapping the Set-button once again. It’s a smart engine brake with a lot of functionality and it’s also fun and easy to use once you get the hang of it and understand its capabilities.

The Super Econodyne package is also available with Smooth Cruise, a no-charge option that “desensitizes cruise control” and gradually ramps the truck’s speed back up to its set cruise speed.

“On the trucks we have today, when we go downhill it gives zero throttle and when you start going up the hill, it gives 100% power to the engine right away,” McKenna explains. “Smooth Cruise is more intuitive, it will actually roll on the throttle.”

The gradual re-engagement of the throttle while in cruise control was noticeable from behind the wheel and it addresses a long-running source of personal irritation. Most vehicles tend to race back up to the set cruise speed too aggressively for my liking, blowing away any fuel savings I've worked hard to achieve. Smooth Cruise will surely provide an impetus for drivers to run in cruise control more frequently, which in many cases is more efficient than working the foot feed.

Out on the highway, the Super Econodyne package did everything Mack said it would. It pulled strong at low rpms, provided ample power and ran particularly quiet, a welcomed by-product of the lower revving engine.

I was almost always in the Sweet Spot, as indicated by the double dollar signs on the in-cab display. I was flattered by the acknowledgement until I realized those dollar signs hardly ever disappeared, thanks to the extra wide speed spot afforded by the Super Econodyne. How wide?

Mack says the sweet spot on the Super Econodyne stretches from 1,050 to 1,500 rpm, compared to 1,200-1,500 rpm on the standard Econodyne.

This broader sweet spot covers road speeds of 58-80 mph in 12th gear. I remained in the sweet spot even when alternating between 10th and 12th gears and on the largest hills along my route I was never a moving chicane that other trucks or even cars were forced to avoid.

Peak torque of 1,760 lb.-ft. is avail-



PUREBRED: A gold bulldog on new Mack trucks indicates it's an integrated powertrain with Mack engine, transmission and axles. Photo by James Menzies

able nearly all the time and a whopping 1,400 lb.-ft. is available right down to 900 rpm. This abundance of torque at low rpms is a key differentiator between Mack's former Econodyne engine and the Super Econodyne package available today.

The Super Econodyne provides a relaxed driving experience, which

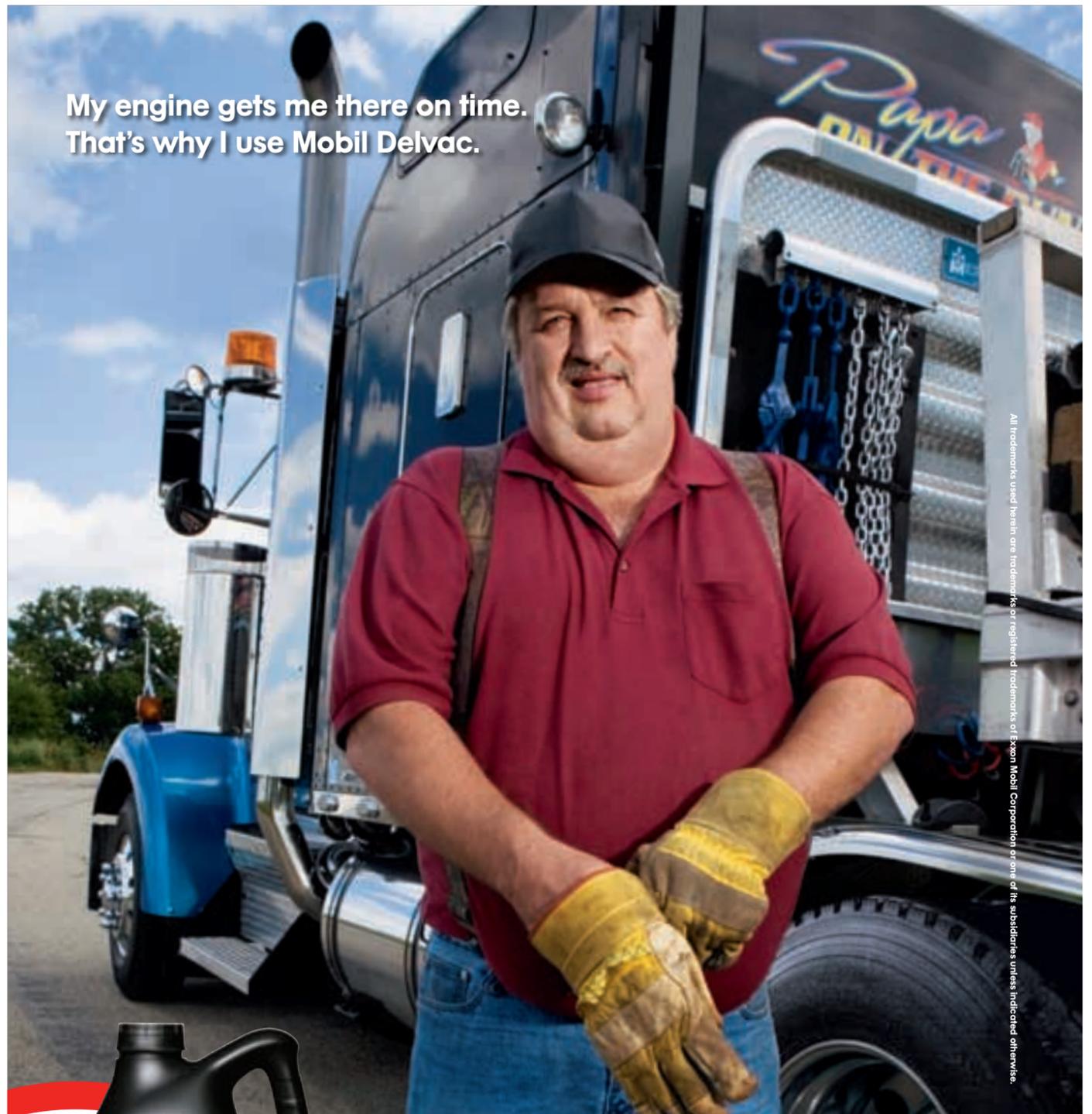
Mack thinks will translate to improved safety. It's not a nonsensical suggestion.

And how about the Pinnacle itself? With the downturn in the construction sector, Mack has had plenty of time to turn its attention to its highway products. It has done just that and officials say they feel the

company has discovered a healthier balance between its highway and vocational product lines. Today's Pinnacle isn't your old man's Mack truck. It's a really, really nicely appointed vehicle with plenty of storage and an intuitive layout.

The truck I drove featured a stylish Trim Level 3 interior with button-tuck ceiling. The leather seats and steering wheel are stylish in an old-school way, comfortable to use and easy to position. Visibility over the hood is fantastic. The truck I drove came with a full complement of safety-related driver aids including Bendix Blindspotter and its Wingman Active Cruise with Braking (did my reputation precede me?)

The Pinnacle I drove was adorned with a gold bulldog on the hood, meaning it was equipped with a fully integrated Mack powertrain. With the Super Econodyne package now available – essentially for free – you could be seeing more of those gold bulldogs in the not-too-distant future. □



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Mark Dalton: Owner/Operator

Human traffic on the road

By Edo van Belkom

The story so far:

Mark gets a regular run between Toronto and Montreal that gives him two round-trips every three days. He ends up staying overnight at a truck stop near Kingston once every three days and notices the lot lizards working the lot. He hadn't thought human trafficking was a problem in Canada, but now he knows it's a problem everywhere...

Three days later Mark was back at the truck stop outside Kingston. This time he'd stayed away from Party Row and had been able to get a good night's sleep. But that didn't mean the lot lizards hadn't been out working the lot. They were being quiet about it, but he could still hear truck doors opening and closing throughout the night. As he prepared for breakfast, Mark kept an eye out for the van that would be coming by to pick up the girls.

Although he never took his eye off the lot, the van never appeared. "Maybe he was early today," Mark said under his breath.

He left Mother Load and headed over to the restaurant. Inside, Mark ordered breakfast, then looked over the tables for a place to sit down. There wasn't anyone he recognized in the place, but he did see something that caught his eye.

There was a young girl – a very young girl – sitting alone at a table by the windows overlooking the lot. She was by herself, no food or coffee cup in front of her and she was staring out the window as if waiting for someone.

Mark had a pretty good idea who she was waiting for.

He walked over, put his tray down on the table and pulled up a chair. "Hi there," he said. "My name's Mark."

She nodded in his direction. "Hey."

"You mind if I sit down?" he said, already in his seat.

"Make yourself at home. I'm just leaving."

"Did he forget about you? Or is he running late?"

"Yes," she said quickly, then, "No." Then, "What are you talking about?"

"Your boyfriend. The one that picks you up every morning."

She sneered and looked away like she

didn't know what he was talking about.

"Or maybe he's more than just a boyfriend," Mark continued. "Maybe he's your pimp?"

Her head snapped around and she glared at him like she'd never heard the word pimp used to describe him before.

"That's it, isn't it?"

"Look, I don't know who you are..."

"My name's Mark."

"And I don't know what your problem is, but if he sees me here talking to you he's going to get mad."

"But you talk to men all the time. All night long you're looking for men to talk to... and more."

"That's different. It's work. He doesn't want me talking to anyone outside of work." She was desperately looking across the lot and around the restaurant now and there was a look of fear on her face.

"I could be a customer," Mark said. He imagined there were several men in the restaurant at that moment who'd been a customer of her's last night. But that was last night, in the dark back on Party Row. If any of those men were looking at her now they were looking right through her, like she wasn't even there.

"Give it a rest." She had begun to nibble at her fingernails now. "You don't know what you're doing. You could get hurt real bad sticking your nose where it doesn't belong."

Mark had been sticking his nose where it didn't belong for years and he was no worse for wear. "How am I going to get hurt?" he asked. "Who's going to hurt me?"

She looked at him one last time, then sighed and looked away in disgust.

Mark wondered, if she were so worried about what might happen to him, then why didn't she get up and walk away? Maybe, he thought, she wanted someone to help her, but was too afraid to reach out or ask. Mark decided he would try and make the offer. "Why don't you let me buy you a coffee?"

No answer. Maybe a different tact. "You've got family somewhere, right," he said. "I bet they're wondering where you are."

She glanced over at him and for a moment her face looked like the scared little girl Mark knew that she was deep down inside.

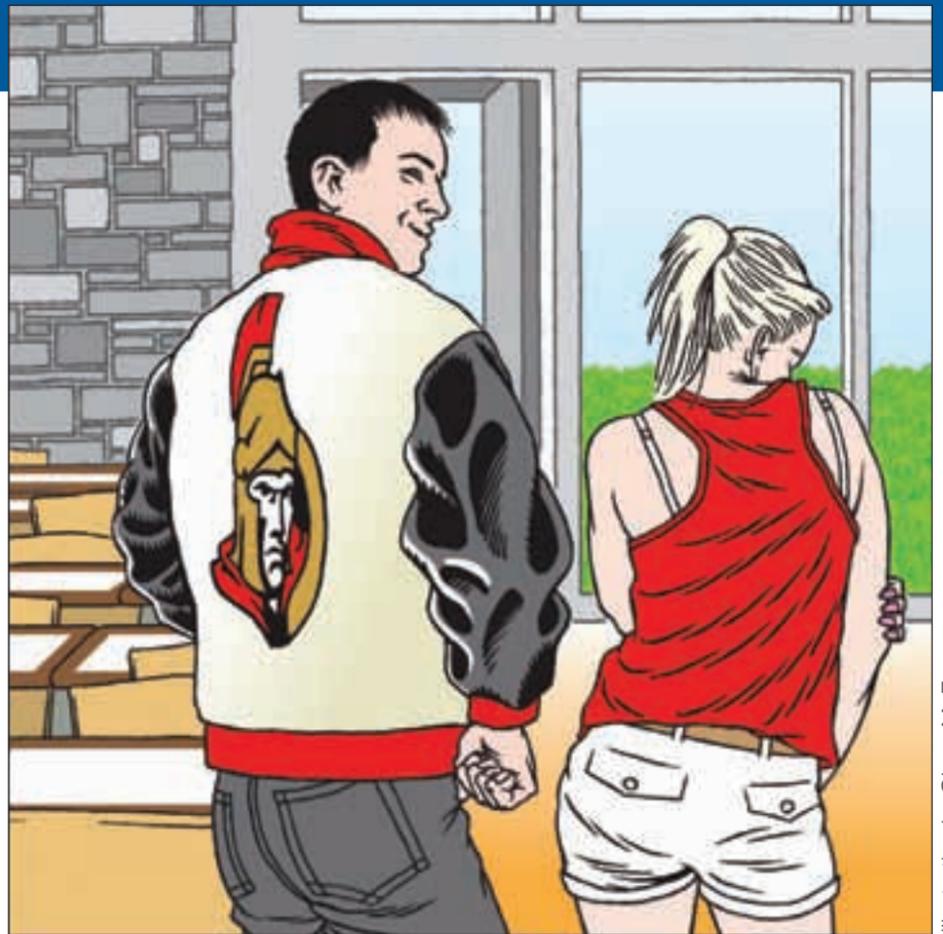


Illustration by Glenn McEvoy

"What are your parents' names? Tell me where they're from and I'll call them for you. I'll tell them you're alright and that you miss them."

"Mister, please." She seemed on the verge of tears.

"Hey, I'm only trying to..."

"Leave her alone," said a man's voice behind him.

Mark turned and saw a young dark-haired, clean-shaven man in a leather Ottawa Senators jacket. He was average height with a thin build and to be honest, didn't look all that dangerous. His face was all business, however and the way he stared at her made Mark think he could stop her heart with a single look.

Her face had turned white.

"Who is this guy?" he asked.

"I don't know. He just sat down and..."

"I was just making conversation, trying to buy her breakfast... That's not against the law, is it?"

"It is if she don't want you to."

"Ah, that's right," Mark said. "I could sit here all day trying to talk to this young lady and that wouldn't be against the law. But the moment she says she doesn't want me to be here, then it becomes harassment. And that is against the law."

"So what are you still doing here?"

"She hasn't asked me to leave."

He glared at her. Mark went on. "It's funny, but there's another thing that kind of is and is not against the law here."

"Yeah, what's that?"

"Well, prostitution isn't illegal in this country. After all, it's a woman's body and she has the right to decide what she does with it... But living off the avails of prostitution, now that is against the law. So, if she spent all night working in the lot, that wouldn't be illegal, but if she were forced to give you the money she earned, then

that would make you a criminal."

The man stepped forward, put his hands on the table and lowered his body so he could speak softly to Mark. "You've got a big mouth, you know that?"

"You're not the first one to say," Mark said, taking a bite of his breakfast sandwich.

"It'd be awful hard to talk out of it with a broken jaw, fat lip and a bunch of missing teeth."

"Uttering threats," Mark said coolly. "Also against the law."

The man stood up straight now, smiling a devilish sort of grin, as if round one of the battle had gone to Mark.

"I'd still like to buy her breakfast," Mark said. "She looks hungry."

"She's not hungry," he said. Then he turned toward her, "Are you?" She shook her head. "Then let's go."

"Maybe she wants to stay," Mark said. He didn't think she would, but it was worth a try.

"How 'bout it?" he said. "You want to stay?"

Without a word she gathered up her stuff and left. He turned to follow her, but not before he shot Mark a grin that said he knew she would always be leaving with him, no matter what.

"We'll see," Mark said under his breath. "We'll see." □

—Mark Dalton returns next month in Part 3 of *Human Traffic on the Road*.

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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Jan	173	214	140	171	222	220	1%	1%
Feb	174	217	117	182	248	222	-10%	1%
Mar	228	264	131	249	337	276	-18%	24%
Apr	212	296	142	261	300	266	-11%	-3%
May	280	316	164	283	307	301	-2%	13%
Jun	288	307	185	294	315			
Jul	219	264	156	238	245			
Aug	235	219	160	240	270			
Sep	206	203	180	234	263			
Oct	238	186	168	211	251			
Nov	227	143	157	215	252			
Dec	214	139	168	225	217			

TransCore Canadian Spot Market Freight Index 2007-2011

TransCore's Canadian Freight Index hits 2012 high in May

TORONTO, Ont. – TransCore's Canadian spot market freight index rose 13% month-over-month in May, marking the best month for spot market freight this year.

Year-over-year volumes were down slightly from the peaks of early 2011, down 2% from last May and only 5% off the record set in 2008, TransCore reports. Cross-border postings remained steady at 73% of overall load postings, the index shows. Intra-Canada postings made up 23% of total load volumes. Equipment postings also experienced double-digit increases, TransCore reports, with a 10% gain month-over-month and 15% improvement year-over-year. Meanwhile, the equipment-to-loads ratio dropped to

the lowest level seen this year.

The top destinations for loads imported into Canada were: Ontario, 54%; Quebec, 22%; Western Canada, 20%; and Atlantic Canada, 3%. Western Canada saw a slight decrease month-over-month, while Quebec saw a 2% gain. Canadian regions where loads originated in May included: Western Canada, 45%; Ontario 26%; Quebec, 21%; and Atlantic Canada, 7%.

The top states where loads destined for Canada originated were Ohio, Illinois, California, Pennsylvania and Texas. The top destinations for freight originating in Canada were New York, Texas, Pennsylvania, California and Washington. □

Ground transportation costs drop for Canadian shippers in April

TORONTO, Ont. – The cost of ground transportation for Canadian shippers decreased 2.3% in April compared with March results, according to results published by the Canadian General Freight Index.

The Base Rate Index, which excludes the impact of accessorial charges assessed by carriers, decreased by 2% when compared to March. Average fuel surcharges assessed by carriers have seen an increase from 21.9% of base rates in March to 22.4% in April.

"We are experiencing a downward trend in both base rates and accessories, while fuel is seeing increases for the third consecutive month," said Doug Payne, president and COO of Nulogx. "It appears that both the domestic and cross-border truckload markets are seeing the most change as a result of these trends." □

US for-hire truck tonnage falls in May

ARLINGTON, Va. – US for-hire truck tonnage decreased 0.7% in May after falling 1.1% in April, according to the American Trucking Associations. Compared with May 2011, the seasonally-adjusted index was 4.1% higher, the largest year-over-year increase since February. Year-to-date, compared with the same period last year, tonnage was up 3.8%.

The not-seasonally-adjusted index in May was up 6.5% above the previous month.

"Two straight months of contractions is disappointing," said ATA chief

economist Bob Costello. "The drops in tonnage are reflective of the broader economy, which has slowed. The good news is that the decrease in fuel prices will help support retail sales going forward, which is a big part of truck tonnage."

However, Costello said he's concerned about businesses sitting on cash instead of hiring more workers or spending it on capital – both of which would give the economy and tonnage a shot in the arm – as they are worried about Europe and the so-called US fiscal cliff at the end of the year. □

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MISSISSAUGA, Ont. – With the heat of the summer firmly upon us, snowbirds across Canada are emerging from their nests to celebrate the warmer – and in some cases, record-breaking – temperatures that the season affords. But it isn't all late-night barbecues, northern getaways, and beach excursions.

The warmer weather also brings the challenges of summer driving, from congestion-causing construction to testy travellers to sweltering heat (see our July issue for a full story on summer driving). To find out what truckers are doing to beat the heat of summer driving, *Truck News* went to the Husky Truck Stop in Mississauga, Ont.

Ken Wills, a driver with Don McKay Trucking out of Norwich, Ont., says that when it comes to increased traffic and construction in the summer, the best thing you can do is simply slow down and drive defensively – though he notes that driving in the GTA doesn't differ much from summer to winter.



Truck Stop Question *What are your top tips for summer driving?*

ADAM LEDLOW



Ken Wills

“You drive in the Greater Toronto Area you're driving in the worst traffic in North America, you can't get any worse – it doesn't matter whether it's summer or winter, they're all idiots,” he says. “Just go along, don't go too fast

and give yourself distance. That's all. It doesn't matter if it's a car or a truck, you can't count on anybody. You've got to count on yourself.”

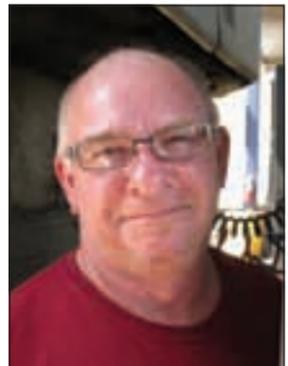


Ramesh Kanna

Ramesh Kanna, a driver with Leafs

Transportation Services out of Richmond Hill, Ont., says that while summer driving is easier than winter driving, a lot of car drivers take the assumed safety of dry roads for granted.

“You've got to leave a lot of space in the front and then watch out when you change lanes, watch out for the cars. Even though they see you trying to change lanes, they still come at you, so you've got to be really careful on the road, especially in the summertime. It seems like people are always in a rush in the summertime.”



Rocky Delorme

Rocky Delorme, an owner/operator with six trucks in Mississauga, Ont., says the first thing he tells his drivers when it comes to summer driving is to adopt a relaxed attitude instead of caving in to frustration.

“I tell the drivers every day be careful, because we all know the population on the highway grows (in the summertime), and the heat doesn't help, so people get impatient. I'm the first guy to tell everybody, just lay back,” he says. “You know everybody wants to get aggressive and then that's when the accidents start. So you know, I tell the drivers all the time if somebody wants to cut in front of you, let them go because they're going to hit you.”

To keep himself cool, Delorme uses a damp cloth and drives with the windows down rather than resorting to air-conditioning.

“I don't run my air-conditioner at all. I just keep the windows down, keep the airflow, that keeps the cost down and like I said, the washcloth with the water is more effective than air-conditioning. Because when you get out of the truck and you've had the air-conditioning on and you get into this heat, you get a chill, now you're sick.”



Nancy Cormier

Nancy Cormier, a driver with Triple B, a division of Armour Transportation Systems out of Moncton, N.B., says giving yourself time and pre-planning goes a long way to avoiding the frustration of summer congestion.

“Try to allow yourself enough time and try not to get yourself caught up in the congestion,” she says. “If you can drive at 10 at night versus 10 in the morning, if it's going to make a difference, then do that. Pre-plan to avoid the frustration. If you allow yourself enough time for the possibility of the delays, then you're not going to get frustrated, because you already know ahead of time that there are going to be delays.” □

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