

TRUCK NEWS

October 2012 Volume 32, Issue 10

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

Win some, lose some

Ontario courts sending mixed messages with speed limiter rulings

By James Menzies

TORONTO, Ont. — It comes as little surprise that Ontario's speed limiter law, as unpopular as it is among truck drivers, is being challenged on numerous fronts through the provincial court system.

Those who've taken on the law or fought their individual tickets have had mixed results. Those opposed to the law hail the case of Gene Michaud as their single most important victory. Michaud, with financial backing from the US-based Owner-Operator Independent Drivers Association, won a case before a Justice of the Peace, which found the law to be unconstitutional under Sec. 7 of the Charter of Rights.

Not long after, owner/operator Lee Ingratta lost his well-publicized case, in which he argued enforcement officers should have to sign a waiver accepting responsibility for any damage caused by the EZ-Tap reading device they plug into his vehicle's ECM.

Another particularly interesting, yet lesser known, challenge involved Don's Triple F Transport. A company truck run by the carrier was inspected by MTO officers at an inspection station along Hwy. 401 on Oct. 11, 2009 and was found to be in violation of the speed limiter law. The truck had a speed limiter activated, but it was

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Navistar's new path

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New & Used Equipment Buyer's Guide

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Is this the LONGEST wheelbase tractor in the world?

This potential record-holder, the Big Red Giant, was one of the highlights of the Working Chrome Truck Show in Winnipeg

See story page 30

ACI e-manifest requirements are coming Nov. 1. For real, this time.

Is the industry prepared?

By James Menzies

OTTAWA, Ont. — Canada Border Services Agency's (CBSA) Advanced Commercial Information (ACI) e-manifest program for Canada-bound loads is set to go into effect Nov. 1. For real, this time. They swear.

The program, Canada's answer to CBP's ACE, was initially set to be rolled out in June 2010, and then in September of that year and then it was pushed back to Oct. 31, 2010 before being suspended indefinitely. One key piece of the puzzle was conspic-

uously absent all along; a CBSA portal that carriers could use to file their Customs documentation. That didn't come online until August 2011. Now, CBSA insists it's ready to roll out ACI in earnest.

In short, e-manifest require-
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Inside This Issue...

- Filling the seats:** The Atlantic provinces may have figured out how to solve the driver shortage issue: Provide prospective drivers with the cash they need to become qualified. Page 16
- EOBRs are coming:** A Canadian mandate for the use of electronic on-board recorders is steadily working its way through the rulemaking process. Page 40
- Bold new world:** The rising costs of new equipment are causing fleets to take a fresh look at spec'ing tactics. Page 42
- Human Traffic On the Road:** Frustrated with police inaction, Mark Dalton takes things into his own hands. Page 76

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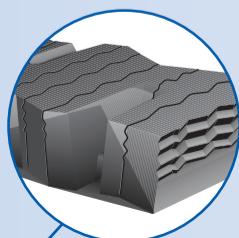
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It's time for governments to end hypocrisy

Editorial Comment

JAMES MENZIES

The transportation industry, by its very nature, is an obvious target for legislators looking to reduce this nation's greenhouse gas emissions and other pollutants. It's one of the largest contributors of harmful emissions, any way you slice it. Yes, trucks have gotten cleaner and greener in recent years, with the advent of an alphabet soup collection of acronyms: EGR, DPFs, SCR, DEF...you get the idea.

Now the feds, both north and south of the border, are looking to regulate carbon emissions.

It's never going to end, folks. There are bureaucrats who justify their existence by finding new pollutants to control and, as I mentioned before, transportation is the first place they look.

There are benefits to this, I won't deny it. I do believe the air we breathe is slowly improving, especially those of us who spend significant time around diesel-powered vehicles.

If anything, the latest GHG regs are something the industry should be willing to embrace. Greenhouse gases are closely linked to fuel consumption, meaning any reduction in these harmful emissions will likely come in lock-



JAMES MENZIES

step with a lower fuel burn. This means significant savings for fleets.

But what really gets me going is the hypocrisy shown by these very governments that want to see the industry reduce its GHG output yet at the same time, will penalize them for – or disallow them from – using some of the most obvious fuel-saving technologies available.

Take for example, wide-base single tires. Ontario and Quebec, to their credit, allow full parity with duals on the latest generation super-singles. But those two provinces are an island oasis in the middle of an expansive country. East of Quebec and west of Ontario, weights on wide-base singles are restricted to US loads. As you'll read on pg. 28, no transport minister wants to risk being the one to approve higher weights for wide-base singles and then come to find out later that they cause

more damage to infrastructure than traditional duals.

But the real tragedy is, this mindset is based on outdated data. They're basing their concerns on experiences with a past generation of super-singles that has about as much in common with today's tires as a smoke-belching 1986 Ford Louisville has with a 2012 Cascadia. Apples and oranges. Sadly, many of these transport ministers view their portfolio as a stepping stone to greater ambitions and don't want to risk – or create – a legacy.

Another example is trailer tails, which extend from the rear of the trailer providing undisputed fuel savings upwards of 7%. The Canadian rule makers, in their infinite wisdom, have decided these devices are dangerous in the event of rear-end collisions. Yet, roll-off chassis and flat-decks with rearward facing forklifts hanging off the back are perfectly legal.

You can fold these fairings in with a couple of fingers. They're lightweight and collapsible. What is there to be afraid of?

I don't oppose government's role in mandating cleaner-burning on-highway equipment. I'm proud of the progress the industry has made

over the past decade in this regard. But you can't have it both ways. If government wants the industry to go green, it needs to grant access to the tools with which it can accomplish these ambitious targets. Allowing parity with duals on wide-base tires as well as the use of full-sized trailer tails would be a great way to start. □

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



ACI: Don't get left behind

The view with Lou

LOU SMYRLIS

Our cover story this month points out that the date for Canada Border Service Agency's Advanced Commercial Information (ACI) e-manifest requirements to go into effect is fast approaching and questions whether motor carriers are ready to comply.

Judging by the fact there is about six weeks left to go till CBSA's Nov. 1 deadline (as of press time) – yet fewer than 1,000 carriers have signed up for the new e-manifest portal – it would seem the deadline may catch many unprepared. With the implementation of e-manifest, highway carriers transporting goods into Canada are required to transmit cargo and conveyance data electronically to the CBSA prior to arrival. The cargo and conveyance data must be received and validated by the CBSA a minimum of one hour before the shipment arrives at the border.

Motor carriers may have delayed jumping on board because the CBSA itself has played pretty loose with deadlines over the past few years. The program was initially set to be rolled out in June 2010, then in September of that year, and then it was pushed back to Oct. 31, 2010 before being suspended indefinitely. Key to the delay was creating an acceptable online portal which carriers could use to file their Customs documentation. But that finally came online last August and so CBSA is stressing the latest deadline is for real.

Not all carriers may choose to use the CBSA portal to send their

shipment information. Large fleets may opt to build their own electronic data interchange (EDI) approach; others may choose to rely on third-party service providers. But the purpose of the CBSA-portal, as our cover story indicates, was to provide a user-friendly, cost-effective (it's free to use) way to transmit data for small and mid-sized fleets. Unfortunately, the number of those signing up so far has been less than impressive.

Carriers who did not take a test drive of the portal over the past year, missed out on an opportunity. Early adopters have more time to adjust to the process and address any problems they encounter before they start affecting their crossborder shipments.

It's also too bad more carriers have not been early adopters, because apparently the experience with ACI is pretty good. The Canadian Trucking Alliance has surveyed its members to gauge experience with ACI so far and reported

that while there are issues to address, implementation of ACI is going well.

Where problems do exist is at the port of entry and with US clients. Respondents to CTA's survey said that further education is needed to clarify the process at the border. As well, CTA members reported that many of their US customers are not prepared for ACI. But those kinds of issues, and the education required to remedy them, require time to communicate.

As with all border legislation, there will be a period of "informed compliance" before fines are assessed. There is no better time than now then to get familiar with the new requirements and CBSA's e-manifest portal. □

– Lou Smyrlis can be reached by phone at (416) 510-6881 or by e-mail at lou@Transportation Media.ca. You can also follow him on Twitter at Twitter.com/LouSmyrlis.

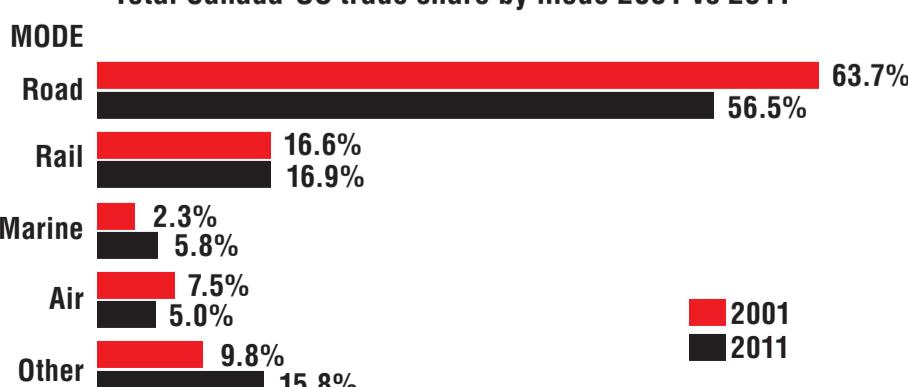
Did you know?

The winners and losers in Canada's crossborder trade

Our country, and our \$1.8 trillion economy, is shaped to a great degree by our challenging geography and demographics. And that in turn

shapes our transportation infrastructure and practices. The 10-million square kilometer land mass we call Canada is home to just 34 million inhabitants. We have the longest land border in the world, shared with the world's most wealthy country. The challenge for Canadian transportation is to be efficient and cost effective enough to move products large distances across provincial and international borders. Canada's export-oriented international trade activi-

Total Canada-US trade share by mode 2001 vs 2011



10 busiest Canada-US border crossings

BORDER CROSSING	\$ (millions)
1. Windsor-Ambassador, Ontario	\$86,001
2. Fort Erie/Niagara Falls, Ontario	\$49,870
3. Sarnia, Ontario	\$42,416
4. Lacolle, Quebec	\$20,284
5. Emerson, Manitoba	\$15,355
6. Pacific Highway, British Columbia	\$13,320
7. Lansdowne, Ontario	\$12,540
8. Coutts, Alberta	\$11,914
9. North Portal, Saskatchewan	\$8,674
10. Philipsburg, Quebec	\$4,654

ty remains largely dependent on the health of the United States economy. In 2011, Canada's total merchandise trade with the U.S. was \$551 billion and represented 62% of Canada's total trade activities, according to the annual Transportation in Canada report published late this summer. The charts above show which modes and which border crossings are capturing the largest percentage of trade-

related traffic and revenues.

Road still captures the lion's share of transborder traffic but its share has been in decline over the past decade as energy exports, which move primarily by pipeline, have grown considerably. The Windsor border crossing remains the busiest by far, making it all that more important to finally put the congestion issues at that crossing to bed. □

CLASS 8

TRUCK SALES TRENDS

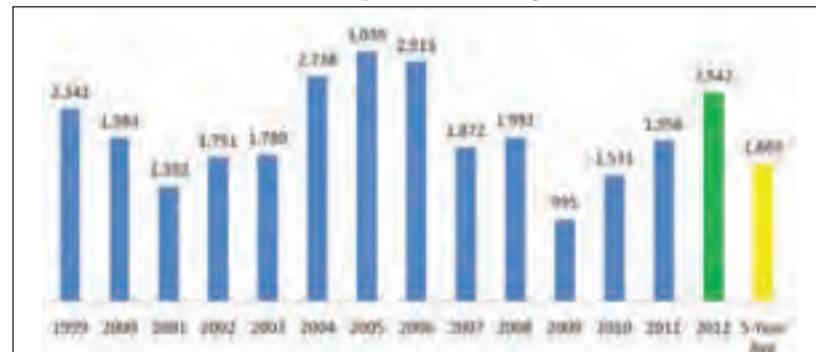
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This summer was sizzling not only in temperatures but also in Class 8 truck sales. A strong June was followed by a strong July with Class 8 sales hitting 2,542. That proved to be the fourth strongest July in our recorded period, trailing only behind the record-setting years of 2004 to 2006. The monthly total was about 900 units above the five-year average. Every manufacturer surpassed its monthly sales totals from the previous year, in most cases by a healthy margin.

Monthly Class 8 Sales – July 12

OEM	This Month	Last Year
Freightliner	612	453
International	438	379
Kenworth	489	452
Mack	199	143
Peterbilt	330	214
Volvo	265	196
Western Star	209	119
TOTALS	2542	1956

Historical Comparison – July 12 Sales

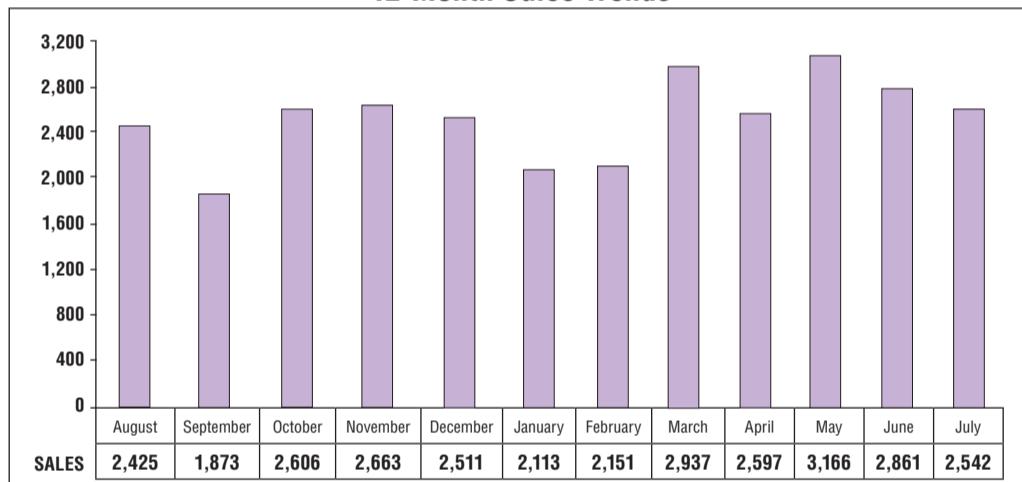


Class 8 Sales (YTD July 12) by Province and OEM

OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	343	440	135	395	2,062	774	210	87	24	8	4,478
Kenworth	394	1,646	249	148	661	651	81	0	0	0	3,830
Mack	62	260	114	77	528	249	40	23	0	10	1,363
International	101	439	53	179	1,274	578	103	54	21	40	2,842
Peterbilt	241	799	180	353	411	353	90	15	0	0	2,442
Volvo	134	177	75	169	988	408	75	53	0	3	2,082
Western Star	227	453	61	29	179	244	53	73	0	9	1,328
TOTALS	1,502	4,214	867	1,350	6,103	3,257	652	305	45	70	18,365

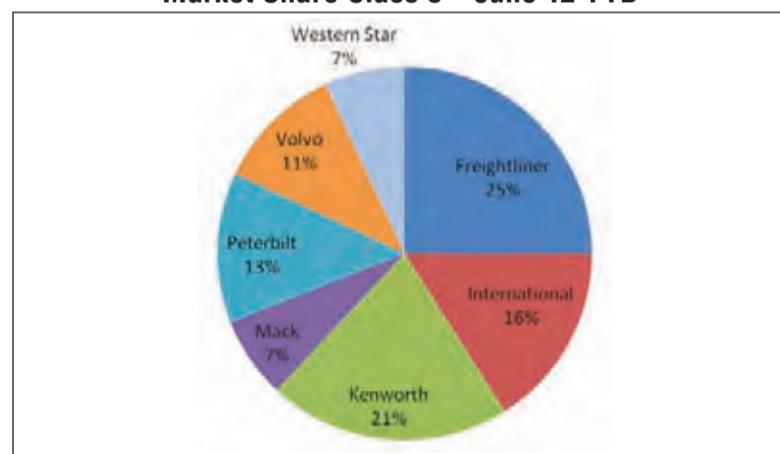
The Canadian and US economies may have slowed in recent months but the economic recovery, sluggish though it may be, continues. And so does the surge in Canadian Class 8 sales, which can be called anything but sluggish at this point. Class 8 truck sales have slipped in the US but so far in Canada sales remain strong. The 18,365 trucks sold after the first seven months in the Canadian market are more than 4,000 better than the five-year average. To date, 2012 is the third best year for truck sales dating back to 1999.

12-Month Sales Trends



For the tenth straight month sales climbed above the 2,000 mark, reminiscent of the industry's capacity boom years of 2005 to 2007. The 2,542 trucks sold in July, although not able to keep up with May and June's totals, were still considerably above the 2,000 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?

Market Share Class 8 – June 12 YTD



After seven months of sales, Freightliner, last year's Canadian market leader, has slipped slightly but retains a commanding 25% share of Class 8 sales. Navistar International is up slightly from the previous month with a 16% share of the market and has announced a change in direction with its engine technology. Kenworth retains a 21% market share while Peterbilt has moved upwards to grab a 13% share. Volvo is the only other OEM to enjoy more than 10% market share.

Source: Canadian Motor Vehicle Manufacturers Association

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President: Bruce Creighton

Advertising Sales

Inquiries: Kathy Penner (416) 510-6892



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



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



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



Don Besler
National Account Sales Manager
(416) 699-6966
donbesler@rogers.com



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



Laura Moffatt
Research Director

Editorial

Inquiries: James Menzies (416) 510-6896



Adam Ledlow
Managing Editor
adam@TransportationMedia.ca



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



John G. Smith
Technical Correspondent
wordsmithmedia@rogers.com



Brad Ling
Video Production Manager

Subscription inquiries

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

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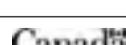
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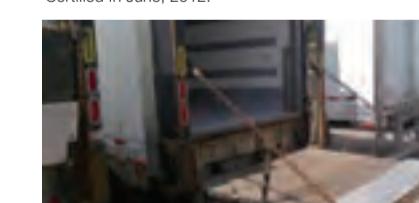
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53', Tandem Air Ride, 11 R 22.5 Tires, Steel Wheels, Aluminum Exterior, Swing Rear Doors, Aluminum Duct Floor, High Cube Interior, High Powered Carrier Ultima 53 Reefer units with under 10,000 hours. Certified.



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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.



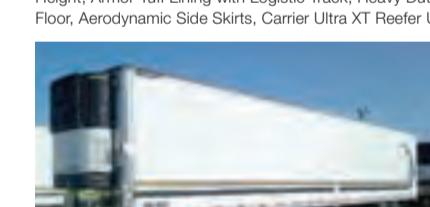
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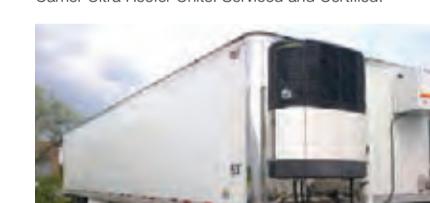
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(4) 2006 GREAT DANE HIGH CUBE REEFERS

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IN BRIEF



THE WINNER IS....: Pictured (L-R): Darcy Hunter, Fountain Tire store manager; Sid Adduono, tire sales rep, Fountain Tire; Henry Van Ramshorst, winner of the contest and owner, RamCett Enterprises; and Robert Garland, RamCett driver.

Hooked Up reader wins set of Goodyear steer tires

THUNDER BAY, Ont. – Henry Van Ramshorst, owner of RamCett Enterprises in Thunder Bay, has won a set of Goodyear G399 Fuel Max steer tires as part of a promotion in *Hooked Up*, a bi-weekly newsletter written by *Truck News* editor James Menzies.

Goodyear is the exclusive sponsor of the popular newsletter, in which Menzies asked readers to submit their most entertaining tire-related horror story.

Ramshorst won for his first-hand account of learning a valuable les-

son about the dangerous cocktail of excessive speed, hot weather and tire heat. Ramshorst recently picked up his set of tires at Fountain Tire in Thunder Bay.

Hooked Up is now giving away a set of Goodyear mixed service steer tires. This time around, we're looking for a story of tire heroism; an instance where your tires exceeded your expectations in an especially hostile environment. For more info, check out *Hooked Up*. You can sign up for free at www.trucknews.com/hookedup. □

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BORDER**On global stage, US economy “the fastest Clydesdale in the horse race”: Economist**

By James Menzies

DALLAS, Texas – If the years 1985 to 2000 were the “Golden Age” for trucking and 2000-2010 was the “Turbulent Decade,” then consider the current era the “Decade of High Costs.”

That was how Jim Meil, vice-president and chief economist with Eaton Corp. characterized the current operating environment for trucking companies, during a presentation at the Commercial Vehicle Outlook in Dallas Aug. 23.

While trying to provide an economic forecast that fleet executives could buy into, Meil cautioned there’s “some real fuzz and opacity out there.”

On the global stage, Meil surmised Europe is in the second half of a double-dip recession and China, Brazil and India are “turning in disappointing report cards.” China’s woes are even greater than they are admitting to, Meil said, noting independent data suggests its manufacturing sector growth has actually slowed to 3.5-4%, and not the 9% the country is reporting.

“One lesson we take away is China’s manufacturing growth numbers may be overstated,” Meil said.

In the US, slow growth seems to be in the cards. Meil pointed out 2012 marks the third straight year in which economic indicators started off strongly and then trailed off. There are, however, bright spots in the US economic picture, he added.

Housing starts are up modestly, from recession lows of 550,000-600,000 units to about 700,000. Meil said incremental gains of 100,000 units or so can be expected, but it could be 10-15 years before this segment returns to the boom years of 2004-2005.

Non-residential construction – both retail and industrial – is also “clearly on the mend,” Meil noted.

And the automotive market is also recovering, up from a low of nine million light-duty automobiles during the recession to about 14 million today, still well off the yearly

average of 17 million vehicles in the industry’s heydays.

Consumer confidence in the US remains depressed and small businesses are taking a “glass half empty” view of the economy, Meil pointed out.

This will likely remain the case until after the presidential election. “There’s a lot of uncertainty out there,” Meil said. “Uncertainty breeds inaction and uncertainty breeds inertia. There are a lot of decision-makers standing on the sidelines until they get more clarity after the election.”

Meil characterized the US economy as “the fastest Clydesdale in the horse race” when compared to other economies around the world (he made no mention of Canada’s).

As far as trucking is concerned, indicators such as the Cass Freight Index and the American Trucking Associations’ For-Hire Truck Tonnage Index show a continued recovery in freight volumes. Truckload pricing is firm, and capacity is still tight, Meil noted.

He said the Class 8 truck fleet contracted by about 19% through the recession. At the worst of the recession, Meil said there were about 175,000 too many Class 8 trucks for the available freight. Now, he says the industry’s capacity is about 65,000 short of what can be supported.

“That’s good news as far as keeping capacity utilization rates and pricing relatively high,” Meil said.

Meil said the US manufacturing sector is growing and so is truck freight, at a rate of about 3% per year.

“The real takeaway here is that this is a slow-growing economy,” Meil concluded, anticipating GDP growth

of about 2% in 2012 and 2013. “This will really be the fourth year of lackluster growth after the worst post-war recession. Normally after a recession, you have an economy that shows a lot more strength.” □

FMCSA announces changes to CSA

WASHINGTON, D.C. – The Federal Motor Carrier Safety Administration (FMCSA) has announced several changes to its Compliance Safety Accountability (CSA) enforcement program, which are designed more quickly identify and address high-risk truck and bus companies with compliance concerns.

“Good data plays a key role in keeping our nation’s roads safe,” said Transportation Secretary Ray LaHood. “These improvements will enable us to better identify and address unsafe truck and bus companies before tragedies occur.”

Officials say the final CSA changes will provide FMCSA with more precise information when assessing a company’s over-the-road safety performance.

The changes will be implemented in December and include:

- Changing the Cargo-Related BASIC to the Hazardous Materials (HM) Compliance BASIC to better identify HazMat safety and compliance problems. FMCSA says its analysis shows that this change will identify more carriers with HazMat concerns.
- Changing the Fatigued Driving BASIC to the more specific Hours-of-Service (HOS) Compliance BASIC to more accurately reflect violations in this area. It will also weight HoS paper and electronic logbook violations equally.
- Strengthening the Vehicle Maintenance BASIC by including cargo/load securement violations from today’s Cargo-Related BASIC.
- Including intermodal equipment violations that should be found during drivers’ pre-trip inspections.
- Removing 1-5 mph speeding violations to ensure citations are consistent with current speedometer regulations.
- Ensuring all recorded violations accurately reflect the inspection type (ie., only driver violations will be recorded under driver inspections). □

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BORDER

New hours-of-service rules "defy reason": C.R. England chair

By James Menzies

DALLAS, Texas – A serious disconnect between the realities of trucking and the decision makers in Washington and state capitols around the US is threatening to seriously hamper the industry's productivity. That was the message from Dan England, chairman of C.R. England and also the American Trucking Associations as he spoke at the Commercial Vehicle Outlook Conference in Dallas.

England held up the new hours-of-service rules as Exhibit A. He noted that since the current rules were put into place in 2004, truck-related fatalities have declined 29% and injuries even more so.

"With this kind of performance, you ask yourself 'Why is the government coming forward and wanting to change the hours-of-service rules?' It seems to defy reason. It's

all about politics. It's very clear the current Administration is beholden to certain interest groups, labour being one of them," England said.

The ATA has sued the FMCSA, and given the flawed data the agency has used to support its case, England said he's optimistic the association will defeat the proposed changes. In a cost-benefit analysis prepared by the FMCSA, England noted the agency deviated from its usual consensus that 2.2% of truck accidents were caused by fatigue and now uses a figure of 13%.

This is because the agency now considers all "associated factors" to be the cause of the accident, and in some cases fatigue may be just one of several so-called associated factors.

As an example, England said a crash involving a mildly fatigued driver, on an unfamiliar road, in bad weather after being cut off by another

motorist is now categorized as a fatigue-related accident.

"This is the kind of reasoning that's being used by the agency in trying to justify these changes," England said. "That's a tremendous error they're making. Instead of looking for one causal factor in an accident, they're looking for associated causes and there could be five or six associated causes."

Even using that flawed logic, England said the costs of the new rules will still outweigh the benefits. England figures his company itself would require six to 13% more hours to complete some of its dedicated runs than it does today if the new rules go into effect.

England also pointed out the FMCSA overstated the benefits of the new rules. According to England, the FMCSA says there would be US\$170 million in savings if 10%

of drivers got an additional 4.8 minutes of extra sleep per night under the new rules and another \$20 million would be generated for every 14.4 seconds of extra sleep per night.

"Does that make sense to you?" England blasted. "This is the kind of reasoning we're dealing with here."

England also had some critical words for CSA, which the ATA originally supported – and still does, though it too has its flaws. England said the FMCSA has rushed the roll-out of CSA and lost sight of its original charter, which was to improve safety and reduce truck-related fatalities.

England said too many carriers are being deemed unsafe by shippers and insurers, even if they have garnered alerts in categories that aren't directly linked to safety. For example, the new HazMat BASIC has seen many part-time HazMat haulers red-flagged for seemingly minor violations such as improperly displaying placards. An uninformed public sees the red flags and assumes the carrier is unsafe.

"Most carriers who haul HazMat on a regular basis don't seem to have a problem in terms of it showing them as being on alert and so forth, but carriers who haul HazMat on an irregular basis, they tend to show poorly in this area," England explained. "What it really does is measure how well you put placards on your trailer. I ask you, what does that have to do with safety and crash risk? It really has nothing to do with it."

Another issue south of the border is the attempt by desperately broke state governments to reclassify independent contractors as employees, so they can generate more employment taxes. England said the movement is gaining steam and is supported by labour unions and trial lawyers – the former so they can organize them and the latter so they can sue carriers for not extending benefits that company drivers are entitled to.

"We at the ATA are working very hard on a state-by-state basis in fighting this issue," England said.

Another battleground for the association is that of highway funding. Many legislators are leaning towards road tolls to generate revenue without introducing new taxes. However, England said the industry favours higher fuel taxes. The reason?

"When a road is tolled, of every \$1 taken in by tolls, 35% goes to administrative costs," he said. "In the case of fuel taxes, it's about 1%. The politicians support tolls so they don't have to support taxes, so the taxpayers won't be angry. But the end result is the taxpayer pays more money anyway because of the tremendous administrative costs."

When asked what four more years of Obama may mean to the trucking industry, England was candid: "I just don't like the direction the country is going in right now," he said. "There's a certain demonization taking place of businesspeople and that demonization is reflected in increased regulations and poor regulations... What it ultimately means is that there's going to be more costs associated with doing what we do and I don't think there will be an improvement in safety." □



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THIS MONTH'S CROSSWORD PUZZLE

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Across

- The fix-all material (4,4)
- City-streets layout, often
- Truck-insurance contact
- Air-disc-brake component
- European big-rig brand
- Boucherville-based carrier
- HQ city for Mackie Moving
- Road inclination
- Certain turns
- Engine incontinence (3,4)
- Aluminum-wheel brand
- Fast-lane move
- Truck-stop zone, sometimes (4,4)

Down

- Aerodynamic ___, fuel-use factor
- Sterling Acterra four-door variant (4,3)
- '70s Chevrolet cabover
- Kenworth and Peterbilt parent
- Banks' reclaimed trucks, briefly
- International medium-duty model
- Roadside-breakdown warning devices
- New Hamburg, ON-based carrier (3,5)
- Perishable-produce rig
- Xpeditor ACX refuse-truck brand
- Applied the binders
- Road-map compendium
- Unwanted brake-rotor surface
- Engine-brake, slangily

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BORDER**Is the industry ready to file Customs documents electronically?****Continued from page 1**

ments will work this way, as explained on the CBSA Web site: "With the implementation of e-manifest, highway carriers transporting goods into Canada are required to transmit cargo and conveyance data electronically to the CBSA prior to arrival. The cargo and conveyance data must be received and validated by the CBSA a minimum of one hour before the shipment arrives at the border."

But how prepared is the motor carrier community? The large fleets and Customs brokers are already filing much of their documentation electronically, as required under ACI. But what about the small to mid-sized fleets?

According to Amitha Carnadin, media relations spokesperson with CBSA, 932 active business accounts have been created to use the portal, which can be found online at www.cbsa-asfc.gc.ca.

That represents a startling-

"We are well poised to address any increases in traffic volumes and will make adjustments as needed,"

Amitha Carnadin, CBSA

ly small proportion of Canada's cross-border trucking industry. Since the portal went live last August, 255 carriers have used it to file 32,882 submissions.

It's worth noting, not all carriers will choose to use the CBSA portal. Large fleets can build their own electronic data interchange (EDI) clients and fleets of all sizes can rely on third-party service providers. Still, the CBSA portal was meant to be a user-friendly, cost-effective (it's free to use) way to transmit data for small and mid-sized fleets and it appears few have signed up for the service just weeks before the program is launched.

The CBSA is now urging carriers to get up to speed with the program before the new e-manifest requirements go into effect.

"The Agency strongly encourages clients to adopt e-manifest requirements before they become mandatory," Carnadin said in an e-mail to *Truck News*. She pointed out early adopters benefit from: more time to adjust to the process and address problems; a vast collection of online resources and tools; and reduced likelihood of non-compliance when enforcement begins. (CBSA told *Truck News* there'll be a period "to encourage informed compliance" before fines are assessed, but the agency didn't specify how long that period would be).

Carriers interested in using the portal should go to the site, file for a CBSA-issued carrier code and then choose a method of filing information.

High-volume carriers are encouraged to explore EDI op-

tions, while the portal itself was developed primarily for small and mid-sized carriers. Fleets looking to choose the EDI method must first apply to become an EDI client, and then compatibility testing with CBSA's e-manifest Technical Support Unit could take two to three months to complete.

"The transmission of advanced commercial information to the CBSA using either the e-manifest portal or an EDI method and with or without a third-party service provider is an individual business decision," Carnadin said.

Carriers that have been early adopters of ACI report "expedited processing at the border upon arrival into Canada," Carnadin said.

Customs brokers, by and large, have been among the first to explore the CBSA portal in detail. Shirley Smith, president of Buckland Customs Brokers, said her staff finds the portal to be well designed, all in all.

"I don't know if it's as good as CBP's portal," she said. "They have

a very good portal. But certainly we've done some testing on it (CBSA's portal) and from a carrier perspective, it seems to be adequate."

The biggest flaw noticed in the CBSA's portal is its inability to store user data, which would make it easier to file information related to repetitive loads. An in-house solution, or one developed by a third-party service provider typically would allow the user to save certain information so they don't have to re-enter it every time they use the site.

Still, Smith said she thinks the CBSA portal will be a good option for small carriers that aren't constantly crossing the border. A key difference between the CBSA portal and that of the US CBP is that the American portal requires driver information whereas the Canadian portal does not.

"I think not requiring the driver immigration data makes it much simpler than the US model, where you also had to have the driver's information as well," she said.

Smith says her firm already files 98% of its documentation electronically and she hopes the CBSA sticks to its guns and rolls out the program already.

"I think CBSA has done a fairly good job in getting the information out to the various industry sectors in all the logistics disciplines," she said. "From our standpoint, there's been some frustration in that the timeline keeps getting pushed out, so it becomes very difficult to prepare."

The big question may be whether or not there will be pandemonium at the Canada border on Nov. 1, as thousands of trucks arrive at the border oblivious to the new



READY TO FILE?: As of Nov. 1, truckers arriving at the Canadian border will need to electronically file their Customs documents early.

requirements? CBSA doesn't think that'll be the case.

"The CBSA is making every effort to prepare for the implementation of the new requirements for advanced electronic trade data, with a view to delivering a reliable and predictable commercial processing system with tangible benefits to the trade community,"

Carnadin said via e-mail.

"We are well poised to address any increases in traffic volumes and will make adjustments as needed. Our officers are fully trained and equipped to handle the new requirements. The agency strongly encourages clients to adopt e-manifest requirements before they become mandatory." □

Roadcheck 2012's driver, vehicle out-of-service rates near record low

WASHINGTON, D.C. – The 25th annual Roadcheck safety blitz, conducted by the Commercial Vehicle Safety Alliance (CVSA) in June, saw a record number of truck and bus inspections and the second-lowest vehicle and driver out-of-service rates for Level 1 inspections in the event's history.

Of the record 74,072 truck and bus inspections, 48,815 were North American Standard Level 1 inspections – the most comprehensive roadside inspection – of which 22.4% of vehicles and 3.9% of drivers were placed out of service.

The overall out-of-service rates for the entire event – which includes all inspection levels – were 20.9% for vehicles and 4.6% for drivers, both representing an increase from last year's numbers.

Despite the positive trend on the Level 1s, the numbers indicate that one in five vehicles selected for inspection was found with a violation serious enough to be considered an imminent safety hazard. "These mixed results indicate that, while the attention paid by industry to maintenance and regulatory compliance generally is improving, more needs to be done by industry and enforcement alike," officials said in a release.

Organizers said Roadcheck 2012 emphasized a focus on braking systems and hours-of-Service, the top-ranking violation categories for vehicles and drivers, respectively. Despite the increased focus on these areas, the proportions of brake-related and hours-of-service-related violations relative to all out-of-service violations declined slightly. In addition, seatbelt violations issued totalled 848, the fewest recorded since 2007.

During the event, CVSA estimates that over 9,500 CVSA and Federal Motor Carrier Safety Administration inspectors participated at approximately 2,500 locations across North America.

As well, 10 US states and two Canadian provinces engaged part of their enforcement activities to focus on vehicles serving oilfield and natural gas production sites,

where increases in commercial truck traffic have raised significant safety concerns.

"Roadcheck continues to shine a spotlight on the critical importance of the roadside inspection program across North America and how vital it is to commercial vehicle safety and our march toward zero deaths on our roadways. I appreciate the continued focus by both enforcement and industry towards ensuring that it remains a top priority," said CVSA president David Palmer, an assistant chief with the Texas Department of Public Safety.

"This is a clear indication that enforcement and industry's efforts during Roadcheck are having a positive impact," said CVSA's executive director Stephen A. Keppler. "This goes to show that even in these difficult budgetary times for states, provinces and local agencies that each and every roadside inspection is important and makes a difference." □

Stacked natural gas conference coming this Fall

HOUSTON, Texas – In an effort to address both the benefits and challenges of mass adoption of natural gas by fleets in the transportation industry, American Business Conferences will be hosting the Natural Gas Fleet Vehicles North American Congress in Houston this Fall.

The event, sponsored by *Truck News*, is being touted by organizers as "not just an industry get-together... (but) a commercially-driven, solutions-based initiative, providing the most comprehensive analysis of natural gas vehicles to date."

The conference will showcase more than 20 national fleet operators, all successful early adopters of this technology, "to give delegates a true and measurable picture of the costs, initial strategies and practical, day-to-day operational issues related to using natural gas for fleet." Fleet representatives will include Robert Transport, Frito-Lay, Saddle Creek Transportation, J.B.Hunt, and many more.

Day one will open with insight from early technology adopters, as well as fleet operators considering natural gas introduction for the first time, before scrutinizing the comparative pros and cons of LNG and CNG by companies that have already made the choice themselves. Organizers say realistic expectations for vehicle performance will then be investigated, including conversion technology, engine power, fuel economy and range. The day will close with a study of maintenance requirements and likely through-life costs.

Day two will focus on the core concerns of infrastructure and strategic business considerations. The infrastructure focus will explore corporate views of infrastructure development, the differing private/partnership approaches to infrastructure development and finally support infrastructure requirements. The second half of the day will detail government financial support, regulatory requirements, safety education and finally analysis of the revenue generation opportunities associated with green fleet introduction.

The conference will take place Oct. 23-24 at the Renaissance Houston Galleria Plaza Hotel in Houston. *Truck News* readers are being offered a 15% discount on the registration fee.

For more, visit www.natural-gas-fleet-vehicle-congress.com. □

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BORDER

The California countdown

Tick-tock. Time is running out for CARB compliance with trailer aerodynamics.

SACRAMENTO, Calif.—As New York's famous Times Square Ball drops at midnight, a global audience of more than a billion will watch New Yorkers ring in the New Year.

For truckers and fleets across the US, Canada and Mexico, New Year's will also christen in healthy fines should they cross into California without SmartWay-verified aerodynamic devices – like side skirts that improve fuel economy 4-5% – on their 53-ft. or longer box and refrigerated trailers and low rolling resistance tires that improve fuel efficiency even more. SmartWay-verified tires cannot be used to help meet the 4-5% requirement, but will add an additional 3% improvement for both the tractor and trailer. SmartWay-verified tires won't be required on 2010 and older box trailers until January 2017.

"The clock is ticking for compliance," said Randy Rhondeau, air pollution specialist for California's Air Resources Board (CARB). "Fleets and owner/operators who travel into California must have aerodynamic devices, unless they registered with CARB on a phase-in option (which provides an alternate compliance schedule). If you're pulled over for non-compliance, the owner of the tractor or trailer can be cited \$1,000 per day. The driver of the tractor or trailer is not off the hook either – that person can be fined \$1,000 a day as well. Fines can increase to \$10,000 per day for egregious, repeat offenders."

Rhoneau said ignorance is not bliss. "Information has been out there for quite some time, so if someone comes in and pleads ignorance, it's not going to hold water. If we catch violators, they're getting a citation."

According to Sean Graham, president of Freight Wing, makers of SmartWay-verified trailer side skirts and gap fairings, the CARB deadline is meaning a dash for compliance. "We're fielding a lot of calls asking about what's needed; and we're working with fleets and owner/operators, getting them set up with skirts," Graham said. "One thing we recommend to all those needing trailer side skirts is to do your homework. There are several on the market, but don't just go out and purchase any model so you'll be compliant. Research what is best for your operation."

Graham said that all SmartWay-verified skirts will allow you to pass through California, "but you really need to look at skirts that will pass the test of time. Durability is the number one issue – you don't want to learn the hard way and repurchase side skirts again in a year."

For fleets behind the eight ball and needing numerous trailers outfitted before the deadline, Graham said Freight Wing has put together mobile installation teams to help customers with fittings.



CALIFORNIA REQUIREMENT: Most trailers running into California will soon need to have side skirts such as these ones.

"We've found that it's a great service to fleets that don't have the manpower to self install," he

said. "For the do-it-yourselfer, it takes four-to-five man hours for an installation. But, like with any-

thing, the more you do it, the faster they can be mounted and our teams can efficiently help fleets with the process."

While the CARB mandate might seem to be heavy-handed government at work, Graham said that in this case in particular, aerodynamic fairings on trailers have a very fast payback.

"We've worked with many large fleets which have documented real-world fuel savings of up to 4% with our skirts," he said.

"In testing, at sustained speeds, our SAE testing has shown up to a 7% improvement. If you do the math, our skirts can have a payback in as little as 35,000 miles of trailer utilization. It's one of the fastest paybacks in the trucking industry."

More info on CARB trailer aerodynamics

According to Rhondeau, owners, drivers, fleet operators, Califor-
Continued on page 14



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BORDER

Trailer skirts to be mandated on most trailers in California

Continued from page 13
nia-based brokers, California-based shippers and motor carriers should be fully aware of all the rules.

CARB will allow a one-time per fleet per year (one tractor) exemption into the state for a trucking company or owner/operator, but the request must be made to CARB via an e-mail or written request and approved before entering California.

In addition, if registered with

California crackdown to target truck tires, too

By James Menzies

SACRAMENTO, Calif. – Canadian fleets running model year 2010 and older tractors into California after Jan. 1, 2013 will require low rolling resistance tires, in order to comply with the California Air Resources Board's new greenhouse gas (GHG) emissions requirements.

But if recent orders from fleets are any indication, many carriers remain unaware of the impending requirement. That's the observa-

CARB, local haul 53-foot trailers are exempt from the aerodynamic requirements of the rule, but they must not go beyond 100 miles from their home base. Empty trailers are also exempt.

Short-haul tractors and the trailers they pull are exempt but the tractor must be entered into CARB's database and tractor mileage must be 50,000 miles or lower per year. For more information on the rules go to the CARB Web site at www.arb.ca.gov. □

tion from John Overing, business unit director, commercial products, with Yokohama. Overing said most fleets typically place orders for new drive tires this time of year, and he's concerned that more aren't opting for SmartWay-verified tires when they frequent California. Buying the wrong tire could be a costly mistake, as fleets that get caught running non-SmartWay tires could have to pay hefty fines and then replace their tires early to continue operating in the State.

"My feeling is that a lot of fleets aren't taking this seriously enough," Overing told *Truck News*. "If a fleet goes in right now and buys non SmartWay-verified tires and they are travelling to California, they will need to buy new tires in 2013 and if they're caught, they're going to get fined and then have to buy new tires. The fines will be pretty significant and they're (CARB) taking this pretty seriously."

Fleets that operate in California should be talking to their dealers about the California requirements before ordering new tractor tires, Overing suggests.

The new rules affect model year 2010 and older tractors pulling 53-ft. or longer box-type trailers, including dry vans and reefers. Trailers won't require low rolling resistance tires until Jan. 1, 2017.

"Trailers will take longer (to phase in)," Overing explains. "There's a higher ratio of trailers to tractors, so the tires will take longer to wear out. CARB doesn't want the tires to be replaced before they wear out because that presents another set of environmental issues, so 53-ft. trailers will be grandfathered until 2017."

As far as enforcement is concerned, Overing says CARB will likely be out in full force to penalize trucking companies that don't comply with the requirement.

"We're seeing and hearing they will be patrolling this heavily," Overing says. "California is financially strapped and they will do everything they can to make money, so they're going to come down hard on guys that aren't (complying)." □

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North American surface trade jumps in June

WASHINGTON, D.C. – Trade using surface transportation between Canada, the US and Mexico was 6.6% higher in June than in June 2011, totalling \$82.6 billion, according to the Bureau of Transportation Statistics (BTS) of the US

Department of Transportation. Adjusted for inflation and exchange rates, the June total was \$61.0 billion in 2004 dollars, up 11% from June 2011.

BTS reported that the June value of US surface transportation

trade with Canada and Mexico rose 11.4% from June 2008, seven months into the recession, and 62.8% from June 2009, at the end of the recession.

The value of US surface transportation trade with Canada and Mexico in June increased by 79% compared to June 2002. Imports

in June were up 69.7% since June 2002, while exports were up 90.8%.

In June, 87.7% of US trade by value with Canada and Mexico moved via land, 8.3% moved by vessel, and 4% moved by air. Michigan led all states in surface trade with Canada, at \$6.5 billion, a 4.5% increase from June 2011. □



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EAST

Meet Margot, Justin and Randy

These trucking professionals represent exactly what the industry is looking for. They just needed a hand getting into the driver's seat.

By Carroll McCormick

MONCTON, N.B.—Hustling to prepare supper and feed her children, Margot Griffin counts down to the start of another night shift for Moncton, N.B.-based Armour Transport. She will haul loads around the Maritimes all night before returning home to grab some sleep and then take her children to school.

Waiting his turn at a Kraft Foods warehouse in Dover, Delaware, Justin MacCallum, a driver for Moncton-based Keltic Transportation, watches the clouds roll in. His wife and constant travel companion Rebekah plays on the bunk bed with Lucy, their Chihuahua-Yorkshire dog.

Rolling past Saint-Liboire, an hour's drive east of Montreal, Randy Delaney is well into his sixteenth day on the road. Driving a 2007 Freightliner Columbia, he's hauling a load of frozen food to Bay Roberts, Nfld. for Berwick, N.S.-based Eassons Transport.

These three drivers share a common story: They were highly motivated to get into the industry, and willing carriers and some government funding helped them on their way. They also represent non-traditional sources for talent that carriers today can scarcely afford to overlook.

Women drivers are still thin on the ground and some fleets are uncom-

fortable with the idea of having them in their rigs. So are some drivers.

"One driver said to me, 'A woman has no business driving a truck.' I told him in no uncertain terms that I had the same right to put food on my table as everyone else," Griffin recalls.

Griffin used to work with Canada Post, but delivery route changes forced her to hunt for higher-paying work. She got her Class 5 and headed to Alberta to get some experience, including rumbling around downtown Calgary in a gravel truck. When she returned to Charlottetown, PEI, she decided to train for her Class 1, but first she called some carriers to learn more about the long-haul scene.

"With some of them I felt I was

wasting my time. One PEI company came right out and said I wouldn't be able to do it," Griffin says.

Near the end of her call list was Morley Annear in Brudenell, PEI. Company dispatcher Scott Annear picked up the phone and they chatted for nearly an hour.

"She asked me many questions about the life, the type of work, everything. I was so impressed with her that I told her that when she finished her course, to come see me," Annear says.

With the help of some employment insurance funds, Griffin signed up at the JVI Provincial Transportation and Safety Academy in Charlottetown.

"Morley was very encouraging and said to call him when I got my licence. I got it on a Thursday, called him on Friday, drove with him on Saturday and started working for him on Monday," Griffin recalls.

"I hired her on the spot," Annear adds. The company is well-known to Brian Oulton, executive director, PEI Trucking Sector Council (PEITSC) for its welcoming attitude toward women. One PEITSC initiative is called Drive Your Career – Getting Women in the Driver's Seat. The goal is to attract more women to school bus, agriculture and over-the-road careers, part- and full-time.

"We face similar manpower issues as elsewhere, but we have a lot smaller pool to draw from. Most women that we attract with that campaign are looking for local work. However, a small group that has come through has gone on to long-haul and regional truck driving. We have had a couple of companies that are really good at hiring women and one of those is Morley Annear," Oulton says.

MacCallum was nearing the last of his options when he contacted Keltic. He had been shopping around for a fleet that would train him or possibly provide some funding so he could attend the Commercial Safety College in Masstown, N.S.

"I was just looking for anyone to help me get funding, or just basically put me behind the wheel of a truck. When employment insurance (Service Canada) couldn't help me, I had nowhere to turn to."

Hitting brick walls with other carriers, he e-mailed Keltic from its Web site. Elaine Sode, manager of safety and driver relations, caught the note. Impressed, she checked in with Kelly Henderson, executive director, Trucking Human Resource Sector Council (THRSC), in Truro, N.S., where she lives. Henderson confirmed that funding was available through its One Journey program. When she asked Sode if she would consider MacCallum for an internship if he was accepted, Sode answered, "Absolutely."

The One Journey program, which has been operating in partnership with THRSC since 2006, takes people with social and economic disadvantages and puts them through professional truck driving school.

"These people aren't attached to the Unemployment Insurance system and do not have the financial resources to train as drivers without financial help," Henderson explains.

"A couple of carriers were willing to put me in another truck with a driver, and I might have been able to get a licence that way, but no one

Continued on page 19

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EAST

Funding programs helping prospective drivers embark on new career

Continued from page 16

would have hired me without the course. THRSC funded the course for me and helped with all the paperwork to get in. They talked back and forth with Keltic about the internship and helped me get through the door," MacCallum recalls.

The people at THRSC were keen to work with the driving school to accommodate a disability that limits the use of MacCallum's right hand, but he refused.

"I wouldn't let them. I wanted to use the manual transmission." Keltic did give him an automatic, but Sode shrugs that off as no different from other items on any new driver's get-ready list.

Delaney represents a growing group: people in their 40s and 50s, knocking on carriers' doors, casting about for a new career. Delaney was in a pickle though, out of work in Truro and in no position to drop big dollars on a driving course.

"It is hard to wake up one morning without a job after 23 years, with a family, house and then take a chance on spending \$9,000 just for the chance to get into the business," he explains.

Delaney tapped into another THRSC program called Targeted Initiative for Older Workers (TIOW) for funding help. Launched in 2009, TIOW removes barriers to employment for people age 55 and over. Delaney, 51, laughs that he must have looked older the day he applied for TIOW funding.

He approached Eassons, who pre-screened him, liked what they saw and wrote him a letter of intent.

"The letter of intent is really valuable. It means, 'We're willing to look at you, put you in a truck with one of our coaches. Once that is done we'll consider you for a position.' For me it meant I had a chance if I studied hard, minded my Ps and Qs, that I actually could go out and get a full-time job," Delaney says.

That letter was key to getting THRSC funding and his ticket to a job with Eassons, provided his schooling at the Commercial Safety College in Masstown went well.

"If we give out a letter of intent to a potential driver, we pretty much guarantee that we will give that person a job if they meet the pre-employment screening requirements," says Trevor Bent, human resources manager, Eassons.

A big supporter of One Journey and TIOW since they began, Eassons has hired 16 drivers from the programs to date. THRSC funding throws open doors, but THRSC also helps students overcome difficulties they may have.

"We remove potential barriers to getting in the door. Many people who are not connected to the industry may be intimidated making the first step, or may not be interview-ready for industry. We work with the candidate to ensure they have the skills to take the first steps," Henderson explains.

Bent gives an example of one of the ways Eassons helps prepare drivers for their new careers. "Some lack the confidence to venture out on their own right away. In these cases we've given some employees more local work or extra weeks in the coach-



ON THE ROAD: Justin MacCallum has embarked on a new career as a professional driver with Keltic Transportation, thanks in part to THRSC funding.

ing program. It is all about helping those individuals who want to get involved in the industry succeed."

As for physical disabilities, Bent notes, "Last week we hired a broker who lost an arm 20 years ago. He is successful in both flatdeck and reef-

er work. We are extremely happy to have him join our team."

Sode didn't know about MacCallum's hand until he showed up for work, and she didn't care. "The school coach said he did well and that's good enough for me. We have a lot of auto-

matic trucks. Plus, it's one less thing for drivers to worry about."

Sode has no issue with older drivers either. "I'm not afraid to hire them. The only thing I see that could be different is the possibility of a physical condition. Five years or 25 years left in them, it's all the same to me. The older ones seldom leave me to go to another trucking company."

The value and the rewards of the THRSC programs are obvious, Bent declares: "These programs help open the doors for both the candidate and us. It's win-win."

It's still a rough road for women wanting to break into the trade, but Annear, who has hired and trained many women, observes: "It is still an old boy's club. I know people who resent women driving, but it is changing for the better all the time. Don't get me wrong, it's still rare. But the more we get women out doing the job, the better off we are." □

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EAST



IF THEY HAD A MILLION DOLLARS: The New Brunswick government is the latest department to help fund a Transportation Discovery Centre, which will be housed at the Moncton Museum.

Transport Museum gets cash injection

MONCTON, N.B. – The government of New Brunswick is investing \$1 million in the construction of the Moncton Transportation Discovery Centre, an extension of the Moncton Museum.

“Working with partners to invest in leading tourism experiences is an important part of our government’s plan to rebuild New Brunswick’s economy,” said Premier David Alward. “This investment will allow the City of Moncton to offer visitors an even greater experience visiting the new Transportation Discovery Centre and the Moncton Museum under one roof.”

Using an interactive approach, the centre will illustrate the fundamental role transportation has played in shaping the history and growth of Moncton and will highlight the city’s position as the transportation hub of Atlantic Canada.

The centre will feature exhibition galleries, an interactive exhibit on all modes of transportation, an education centre, a gift shop, cafe, and an interior public plaza designed to preserve the 1916 sandstone facade of the former Moncton City Hall.

The new centre is expected to attract thousands of additional visitors to the museum each year, according to officials.

The 19,000 sq.-ft. addition is scheduled to open its doors in the summer of 2013.

“The Transportation Discovery Centre will honour Moncton’s transportation history and heritage from shipbuilding to the railroad, from trucking to air transportation, and looks forward to today’s information highway in a truly educational and family-friendly environment,” said Deputy Mayor Merrill Henderson. “The province’s financial support highlights the importance of this new centre, both for Moncton residents and our visitors.”

Previous donors include the Government of Canada, which also chipped in \$1 million and the Atlantic Provinces Trucking Association, which raised \$20,000. More info is available by calling the museum at 506-856-4383 or e-mailing info.museum@moncton.ca. □



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QUEBEC

Second Quebec carrier buys natural gas-fueled tractors

By Carroll McCormick

ST-ROMUALD, Que. – By about the end of this September, St-Romuald, Que.-based Transport YN.-Gonthier will become the second carrier in the province to use liquefied natural gas (LNG)-fueled transport trucks. It has ordered two Peterbilt 386 tractors with 475 hp/1,750 lb.-ft. Westport 15-litre engines and will run them between Quebec City and Montreal.

The purchase is an important milestone for the entry of LNG trucks into mainstream Canadian trucking.

"Transport Robert (the first Quebec carrier to operate LNG trucks) is very innovative. Now Gonthier, a standard business owner, has made a decision to buy LNG trucks. Seeing mainstream companies jump into this is good news for us. The word spread fast that Gonthier purchased LNG trucks and we are getting more calls from standard companies," enthuses Martin Blanchet, business development manager, Gaz Metro Transport Solutions.

Gonthier will be receiving two \$15,000 subsidies from Transports Quebec's PEET program (Programme d'aide gouvernementale à l'amélioration de l'efficacité énergétique dans le transport routier, ferroviaire et maritime, or the Government Assistance Program for Improving Energy Efficiency in Road, Rail and Marine Transportation) to help pay for the trucks.

More LNG fueling stations are absolutely critical to the acceptance of the technology. On Sept. 20 Gaz Met-



SMALL FLEET, BIG MESSAGE: Transport YN.-Gonthier's order of two LNG tractors suggests the technology could be breaking into the mainstream.

ro will be installing a 6,000-gallon mobile fueling station in the Transport Robert terminal in Quebec City. This will keep both carriers' trucks running until a public fueling station is operational in or near Quebec City in 2013. "We are in the process of buying the land for the public site," Blanchet says.

"Gaz Metro has given us a very strong assurance that the Quebec City station will be built. It is very important for us," says Yvan Gonthier, co-owner of YN.-Gonthier.

The Peterbilt tractors are equipped with seven-foot long, 119-gallon cryogenic tanks, giving them a range of roughly 1,000 kilometres. The Quebec City public station will bring to three the number of stations along the 'Blue Road' project. The other two are in Transport Robert yards in Boucherville, just outside Montreal and in Mississauga, Ont. near Toronto.

A fourth station is not far behind: On July 31 Gaz Metro announced it would build a public liquefied bio-

methane fueling station in Rivière-du-Loup. Scheduled to open in 2013, it will extend the Blue Road another 200 kilometres eastward. "Liquid biomethane has exactly the same chemical composition as LNG," Blanchet notes. To get the quickest possible payback on the extra cost of buying the trucks, Gonthier will put as many kilometres on the trucks as it can, in the shortest time possible.

"The calculations that Gaz Metro and Westport gave me are that if a truck is run 300,000 kilometres a year, I will break even after two years. What is important for me, because the trucks are so expensive, is that we are going to put miles on them faster, save fuel costs and more quickly reimburse the difference between diesel and LNG," Gonthier explains.

Gonthier will run the trucks twice a day between Quebec City and Montreal. That totals about 1,000 kilometres. Since the big savings are only won when eating up the road, some trail-

ers will be delivered directly to clients, but others will be dropped off at the Gonthier Montreal yards to be switched for local delivery.

Gonthier will only pull a single 53-foot van with each tractor. The carrier does not operate B-trains or long combination vehicles, nor will it equip the tractors or trailers with wide-base tires. However, the carrier has been ordering side skirts with all vans it has purchased in the past two years, which will reduce the fuel burn of the LNG rigs.

Gonthier is training two of his mechanics to learn how to work on the tractors, although he has not decided just how much maintenance will be done in-house. Too, he has yet to make the necessary repair bay modifications for working on them.

"The maintenance will probably be done here, but we are not sure," Gonthier says.

In any case, mechanics at Transdiff Peterbilt de Quebec, a Peterbilt dealer in Sainte-Foy, just west of Quebec City, will have completed their training to work on LNG trucks by the time Gonthier takes delivery of his LNG Peterbilts.

Gonthier will have Gaz Metro train six or seven of his drivers on the trucks' operation and fueling. Other than learning how to operate the fueling units, which is simplicity itself, drivers must wear gloves and a face shield to protect themselves from any errant spray of LNG that might result from a defective nozzle seal. As for buying more LNG tractors, Gonthier says, "We will measure the level of success of these first. It is sure that we will buy more if these work." □

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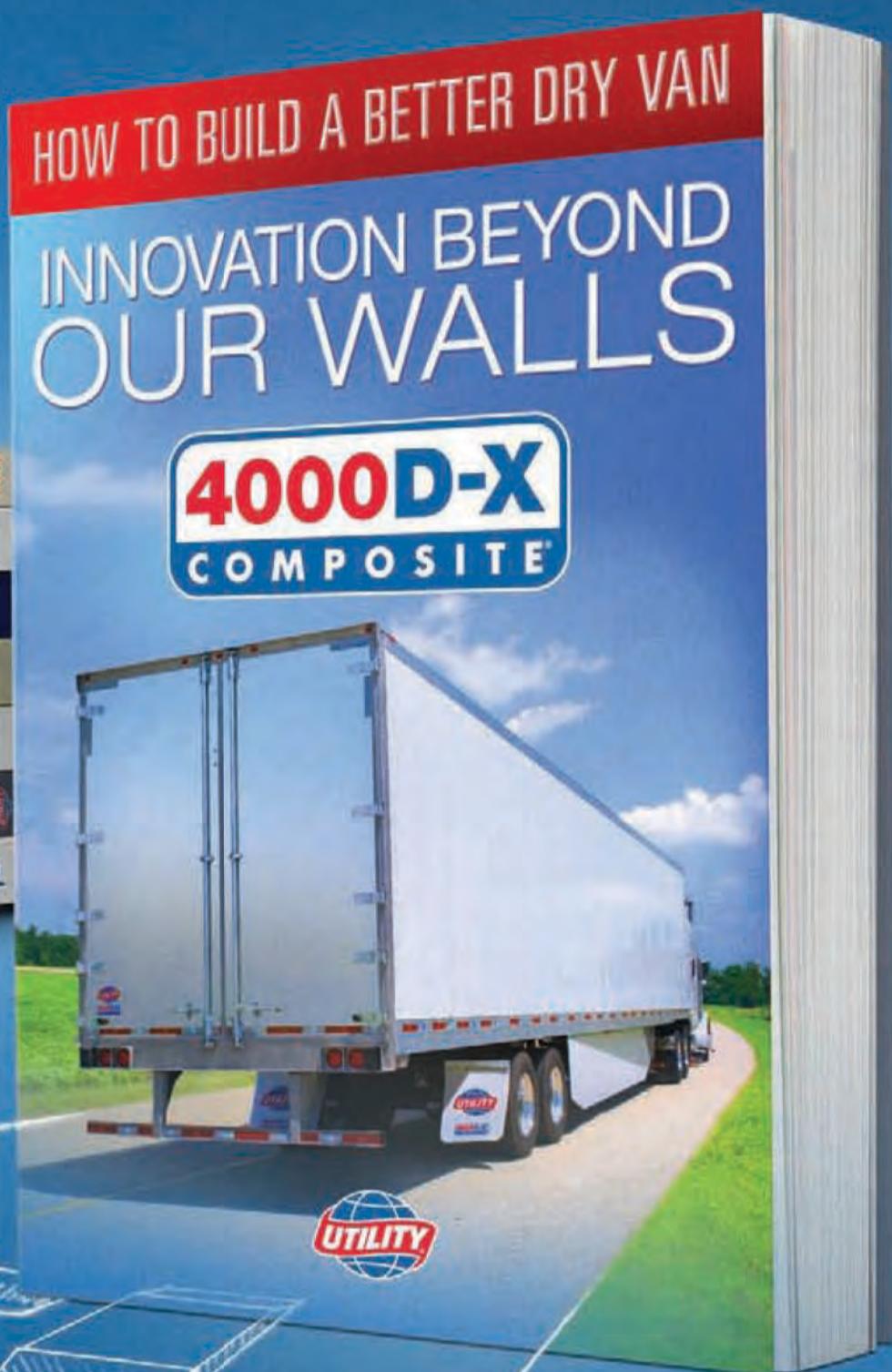


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ONTARIO

If something's amiss, they must dismiss

Speed limiter charges can be overturned if the enforcement officer can't demonstrate a thorough understanding of the EZ-Tap reader.

Continued from page 1

set at 121 km/h, well above the legal requirement of 105. As such, the operator was handed a ticket under the charge of: "Permit operation of commercial motor vehicle not equipped with working speed-limiting system."

This language is referred to in legal circles as the "short-form wording," or a summary of the offense that is written by the enforcement officer onto the ticket.

Justice of the Peace Donna Phillips, in dismissing the charge, ruled that: "The charge is not having a working speed limiting system. There is a system on the commercial vehicle that wasn't set at the right speed. The system is there, and the charge is not equipped with a working speed limiting system."

The legal community immediately took notice of the ruling, because it highlighted a potentially glaring loophole and called into question the validity of the short form wording.

Furthermore, the Justice of the Peace also found that there were legitimate questions about the enforcement officer's knowledge of the EZ-Tap device that's used to determine compliance with the law. Under questioning, it was apparent that the officer didn't understand all the fault codes generated by the device and that there was no way to be completely sure that the data transmitted wirelessly from the handheld device to the scalehouse computer was coming from the truck in question.

The ruling was appealed unsuccessfully by the Ministry of Transportation. It then took its case to the higher Court of Appeal, where a three-judge panel heard the case. The appeal was once again dismissed on the basis of the officer's understanding of the device's fault codes, but two of the judges found the short form wording to be sufficient, essentially eliminating that defense.

Jodi Burness of Thamseville, Ont.-based Burness Paralegal Systems, says the Don's Triple F case raised plenty of questions, many of which remain unanswered.

While the issue of the short form wording has been put to rest by the three-judge panel, the court's decision to dismiss the MTO's appeal provides hope for anyone looking to defend against the charge by calling into question the enforcement officer's knowledge of the EZ-Tap reader.

"What Don's Triple F tells us is that if a defense agent can raise that doubt, that unless you have a trained officer who can give very compelling and convincing evidence relating to the use of that device and prove beyond a reasonable doubt that the reading from the internal computer inside the scalehouse, that that reading conclusively belongs to your vehicle and they can answer all the questions relating to the fault codes, then Don's Triple F tells you you've got to dismiss," she explained. "That's the value of Don's Triple F."

Burness was not directly involved in that case, but she currently has "eight or nine" speed limiter-related

charges before the courts. She said to date, her firm has been able to overturn the charges in about 70% of the cases she has taken on.

However, she said there has to be a legitimate defense; it's not good enough to simply ignore the law and hope to defeat the charge on a technicality.

"Those charges are strict liability, the defendant has the right to defend the charge by showing they took reasonable care and exercised due diligence and did what a reasonable person would have done to comply," she told *Truck News*.

As an example, she cited a case where her client took six trucks to a mechanic and asked for the

speed limiters to be properly set. The mechanic set them to 107 km/h instead of 105, eventually resulting in a ticket.

"In that instance, there was no way the carrier can be held responsible," she said. "We were able to show this driver was a very safe and capable driver and so consequently, he never took the vehicle to its limit."

The client, she said, thought all along that the trucks were limited to 105 km/h.

Speed limiter charges have been disputed on a wide variety of grounds, and as a result, Burness said the MTO is wising up to any potential loopholes and is better educating its front-line inspectors on how to ensure they pres-

ent charges in a manner that will survive the legal system's scrutiny.

"We're not seeing as many mistakes (by enforcement officers) as we did a year-and-a-half ago," she said. "We're seeing better investigative charges."

Because there are no CVOR points attached to the violation, most carriers or owner/operators are willing to pay the fine rather than fight it in court. Burness said her firm charges \$600 plus expenses, while most lawyers would charge substantially more. That's more than the ticket itself. However, Burness says there are good reasons to defend against such charges when a reasonable defense is available.

"I always say that if there is a defense, why wouldn't you subscribe to that?" she said. "And just because today there are no CVOR points associated with that charge, doesn't mean that tomorrow there won't be, and now you have a record of conviction, because every time you say 'No, I'm not going to dispute this,' that's a conviction." □

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ONTARIO

Newly-named Trucking for a Cure convoy set to hit highway

The name has changed, but the commitment to the cause has not

By Adam Ledlow

DORCHESTER, Ont. – A convoy of charitable truckers will once again be taking to the highways in Western Ontario this fall to help drive out breast cancer. On Oct. 13, the newly-renamed Trucking for a Cure convoy (formerly Convoy for a Cure – Ontario West) will set out from the Fifth Wheel truck stop in Dorchester en-route to the TA Travel Centre in Woodstock to raise money for the Canadian Breast Cancer Foundation's (CBCF) Ontario Region.

Event organizers have set an ambitious goal for the group, hoping to earn \$50,000 for charity. Over the past two years, the convoy has raised more than \$81,000

for the CBCF.

Organizers have been working in earnest throughout the past year to get the Trucking for a Cure's (new) name out there, creating a new and improved Web site, increasing its social media presence via Facebook and LinkedIn, and putting in some good old-fashioned face time through its committee members at various trucking events, including Truck World, the Clifford Truck Show, the Road Today Truck Show and the Fergus Truck Show.

"At Trucking for a Cure, we feel we are creating a different view in the eyes of the public in general. (Through) attending the various events throughout the year, we

are able to talk with the people not only about our unique convoy and cause, but also about what it is we do out here as drivers in the industry," said Trucking for a Cure organizer Joanne Mackenzie. "They begin to understand the importance it has to their day-to-day needs. Usually by the end of the conversation, they're not only thanking us for what our convoy is doing, they also thank us for what we do as drivers."

As in past years, the convoy itself will feature a plethora of "pinked out" trucks bearing breast cancer supporters' calling card colour, but new this year will be the appearance of the CBCF's pink tour bus, making a stop as part of a province-wide tour.

Following the convoy's completion, attendees will hear the song stylings of southwestern band Kerosene Creek, guest speakers from CBCF

Ontario, and also have the chance to win various prizes including tires, tools, CBs and more.

Fundraising for this year's convoy is being conducted through online and offline pledges by drivers, company sponsorships, in-kind donations and a silent auction. The driver with the highest amount of pledges will have the honour of being named lead truck for the convoy.

In addition, the event's 'Pink Ribbon' sponsor Peterbilt Ontario has offered to match employee donations, dollar for dollar.

"Peterbilt Ontario has played a major role in our convoy over the years through their support and guidance," Mackenzie told *Truck News*. "Along with our sponsors, the support from trucking companies allowing their drivers to take part in the convoy is just as important. We encourage them to take part in the convoy by having in-house fundraising, 50/50 draws, etc., to help their drivers raise the highest pledges for that lead position in the convoy." For more information or to register, visit www.truckingforacure.com. □



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OTA seeking fresh batch of Road Knights

TORONTO, Ont. – The Ontario Trucking Association (OTA) is once again searching for nominations for its revered Road Knights Team, a collection of some of the "best and brightest" drivers in the province charged with representing the industry in public.

Sponsored by the OTA Allied Trades Division, OTA Road Knights are a group of Ontario professional truck drivers who serve as ambassadors throughout the community, travelling the province to speak to community groups, safety organizations, schools, car clubs, and the like.

"They play a key role in enhancing public understanding of how to safely share the road with a truck, the professionalism of truck drivers, the critical role played by the industry and the numerous careers that the industry offers," the OTA said in a release.

A selection panel made up of industry experts from government, safety, media and enforcement groups will select the 2013-2014 Road Knights team after nominations have been received. The selection process will take place in February and will involve a personal interview and presentation before the panel of judges. Road Knights serve a two-year term and will undergo media and public speaking training following the selection process.

To download a nomination form, visit www.ontruck.org. Or, for more information, e-mail reneelyle@ontruck.org. □



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WEST

Western Canadian trucking industry frustrated with limits on wide-base tires

By James Menzies

CALGARY, Alta. – Twelve years after new-generation wide-base single tires hit the North American trucking market, most Canadian provinces still impose limits on their use, even though they're arguably the most fuel-efficient tire available.

While Ontario and Quebec have allowed weight parity with duals, all other provinces continue to limit the tires to US load limits. This, even though impending national fuel economy standards for model year 2014-2017 vehicles will push trucking companies to spec' the most fuel-efficient vehicles possible.

There's hope in the industry that an anticipated report from Laval University will put to rest any lingering perceptions that the new-generation super-singles are more damaging to roadways than duals.



NEW TIRES, OLD PERCEPTIONS: Load limits on wide-base single tires across most of Canada has limited the use of the fuel-saving tires. The industry hopes a soon-to-be-released study from Laval University will change that.

"The pavement issue is the card (legislators) always come up with" to limit weights on wide-base tires,

explained Francois Beauchamp, field engineer with Michelin, which has been among the strongest pro-

ponents of wide-base single tires.

This limitation on fuel-efficient wide-base single tires is a major frustration for Canadian fleets running east-west. While they can load up to 9,000 kgs per axle in Ontario and Quebec, the limit is 7,700 kgs in Western Canada. Don Wilson, executive director of the Alberta Motor Transport Association (AMTA) said his group and other provincial associations, have been lobbying provincial governments to increase weights to 8,500 kgs to achieve parity with duals. This would allow the usual 17,000 kgs on the tandem axle group.

Wilson recently met with Alberta Transport Minister Ric McIver along with Westcan Bulk Transport CEO Tom Kenny to push for an explanation. Wilson said they heard a familiar response.

"He says right away 'I don't want to be known as the Minister who got hoodwinked by the trucking industry and gave these allowances and then all the infrastructure is falling apart and the taxpayers are on the hook for that,'" Wilson recalled.

Like Michelin, Wilson said the industry is eagerly awaiting the results of the Laval University study, which will hopefully prove today's wide-base tire is easier on pavement than some early generation super-singles. Even if wide-base tires are shown to be moderately harder on road surfaces, both Beauchamp and Wilson argue provinces need to look at the big picture and consider the environmental benefits of the tires. And Wilson pointed out it's rare for duals to be inflated to the same pressure anyway, which nullifies the argument that they're superior.

"How can that be any easier on pavement if you have one tire that's carrying more of the load?" Wilson pointed out.

Kenny said Westcan has been using wide-base tires to pull fully loaded tankers and has seen fuel economy improvements of 8.5% compared to duals. Rosenau Transport, which claims to be among the biggest users of wide-base singles in Western Canada, has seen double-digit fuel economy gains in its long combination vehicle (LCV) fleet running from Brandon, Man. to Edmonton, Alta., Wilson said.

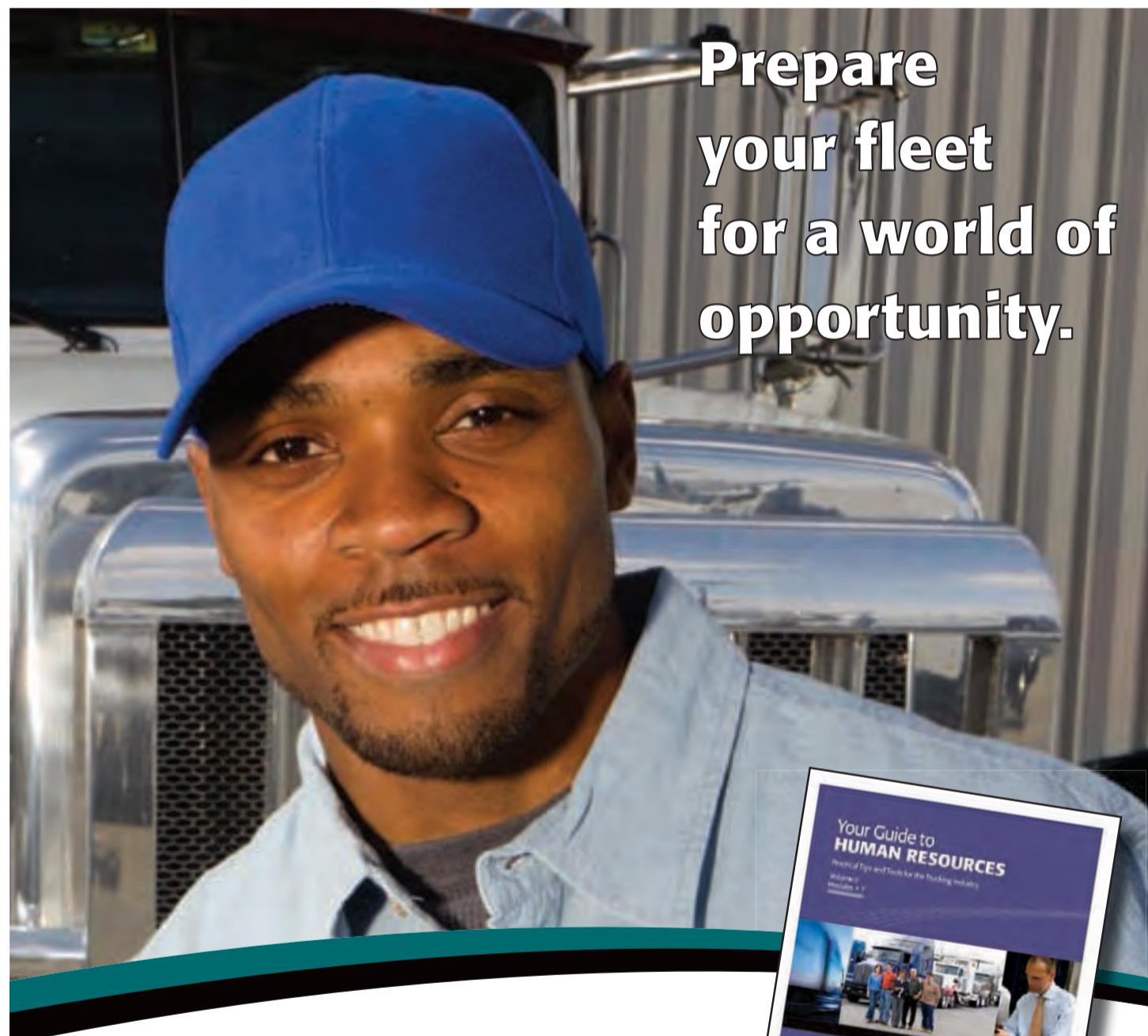
Unfortunately, every new Minister seems to have his or her ear bent by pavement engineers who are basing their assertions on outdated information.

"It's the same song and dance. They're listening to the same engineers and bureaucrats," Wilson said.

There also seems to be a reluctance among western Transport Ministers to be the first to put their neck out and allow increased weights on wide-base singles. Wilson said Alberta's Transport Minister McIvor indicated that Saskatchewan and B.C. are reticent to increase weights on the tires, but in conversations with officials from those provinces, Wilson said he got the impression they were open to the idea.

Regardless of who moves first, it's likely the three westernmost provinces will move in harmony, as members of the New West Partnership. If that should happen, Wilson is optimistic Manitoba would follow

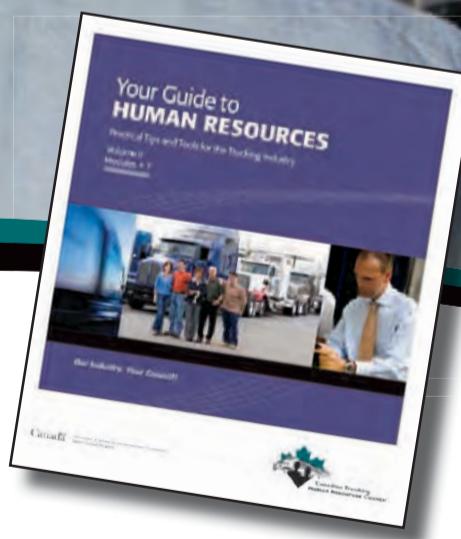
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suit. It's a matter of waiting for that first domino to fall.

"It's a hard sell, but we're not giving up," Wilson said. "We have another meeting in the Fall and we'll keep pounding away."

Achieving parity with duals across Canada would be a huge benefit to the trucking industry. Right now, fleets from Ontario and Quebec that run into the US are restricted

as to the loads they can bring back into other Canadian provinces.

Beauchamp said the Laval University study is due out by the end of the summer. Its highly anticipated contents could provide the industry with the support it needs to strengthen its case in favour of wide-base tires and finally put to rest worries that the tires cause excessive pavement damage. Stay tuned. □

Pair of Saskatchewan truckers honoured for roadside heroics

REGINA, Sask. – Two Canadian truckers have been named the latest pair of Highway Angles by the Truckload Carriers Association. Laurent Pennacchio and Olegas Milevskis, team drivers for Yanke out of Regina, Sask., are being recognized for helping a young family involved in an accident.

On June 29, Pennacchio was travelling on Hwy. 17 in northern Ontario, while Milevskis slept. After coming around a sharp curve in the road, Pennacchio saw a vehicle that had just been involved in a serious accident. A woman and two children were standing nearby.

Pennacchio pulled over and woke Milevskis up. The men gathered safety jackets and flashlights and then approached the vehicle, only to discover a large moose lying on the ground that had collided with the car.

The father, who had been driving, seemed injured, but was not moving and was still inside the vehicle. Quite shaken, the mother was attempting to describe the location of the accident to a 911 operator, but her unfamiliarity with the remote area was making it difficult. Pennacchio provided the details so that emergency personnel could find the scene quickly. Then, the drivers comforted the woman and asked her permission to take the two children out of the cold and into their warm truck. Pennacchio stayed with the kids while Milevskis assisted with traffic control and waited with the woman. Both men stayed on the scene until the accident site was secured by police.

"I would like to thank your drivers (for) their assistance at the scene," wrote a constable of the Ontario Provincial Police to Yanke after the fact. "In this isolated section of highway – and certainly after dark – few people are willing to assist people in need. Cell phone service is spotty, which delays the response time of emergency crews, so any initial help is important." □

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WEST



Working trucks get their due at Working Chrome truck show

By Mark Lee

WINNIPEG, Man. – I've visited all the major truck shows in the past couple of years. I enjoy spending time visiting the trade shows and seeing all the new products on display, but each and every time, my first port of call is the show truck section.

As a member of the press, with a flash of my credentials, I can get photographs before the arena is officially opened and engulfed with visitors. I also get to visit with the drivers who bring their trucks to the show. This is a good thing, as once the doors open to the public, I would have no chance.

For me, this is one of the perks of my job as member of the team here, but truck shows are not just for the members of the press – they're for the drivers and fans of trucking, so why shouldn't they enjoy the same benefits? Largely that is because of numbers, but mostly because of the size of the events themselves. Manufacturers and other exhibitors spend a small fortune on their displays, so they want maximum bang for their buck. Every show I've been to tells me that they achieve that, but in many cases, the whole reason behind the truck show itself has been lost along the way.

This is not so at the last one I attended; not only was it a grassroots, back to basics truck show, it was also right in my backyard in Winnipeg. The people behind the show are Russell Dovzuk and James Lee (no relation) of the House of Chrome, which is on the south side of the Trans-Canada Highway, just to the east of the DoT scale at Headingley. The show has been going for a few years now, but had outgrown its original location behind the Chrome Shop and had moved to the show grounds just along Portage Ave., almost opposite the Flying J.

The show itself is called Working Chrome and it does exactly what it says on the tin. There are working trucks on show, not Trailer Queens built with no expense spared. Some of the trucks were under a load and some had taken the weekend off and travelled to the show. They were not just local trucks either. One of the truck show must-haves, a flat top 379 Peterbilt had come up from Iowa and another was White-line Trucking's Western Star from Dunchurch, Ont. They came just to

hang out and be a part of it.

The local truck dealers had a presence, but they had only parked a few of their trucks in amongst the working trucks. Representatives were on-hand to talk about the models on display, but that was more conversational than a sales pitch, so even that fit in with the theme of the show.

The big local carriers were all represented too, mostly with trucks on show – both owner/operator and company trucks – but the reefer division of Yanke, Cool Blue Express had two tractor-trailers on display and had a recruitment drive. Director Gerry Scott said it had been a successful exercise; they had also enjoyed the relaxed nature of the show.

The show grounds had ample parking for tractor-trailers and the Flying J and Husky truck stops are only a short walk away, so if the parking lots were full, truck drivers could still get in and spend a bit of time visiting with the trucks on show.

Quite a few did, too, as attendance was much higher than I would have thought. Over the three days, Aug. 3-5, more than 11,500 people walked through the gates, which is a fantastic achievement considering there were none of the usual goodies on offer, just a bunch of trucks lined up and looking their best.

To keep the show a friendly event, the organizers decided against a competition between the trucks. There were no losers, but they were all winners in their own right. The atmosphere was very relaxed. Most of the drivers were sitting on lawn chairs next to the trucks they drove through the gates. Most had been driving them all week, before cleaning them

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up for the show. Everyone I spoke to had plenty of time to chat and I never revealed that I would be writing about them in this magazine. Even though I knew I would be writing this piece, I had my truck driver's hat on that day.

The trucks on display ranged from the wonderful 1961 Kenworth K100 cabover of the Polet Family to the new trucks on display from the local truck dealers. There were some very interesting trucks on show, some like the brand new flat top Pete 389s combined the traditional look with modern mechanicals, others like the 389 glider kit of Mark Brandt still had the old-school motor under the hood. Another interesting glider kit was the Freightliner Coronado of Flying Eagle Transport. This was an off-the-shelf kit, purchased from and built by Fitzgerald Glider Kits in Tennessee. It has a pre-emission Series 60 Detroit engine. In addition to looking good, it also impressed both its driver, Bryn Lewis and company owner, Clarence Falk with its performance and economy.

Flying Eagle Transport also had a 379 Peterbilt at the show, but this one was as far from a flat top as you can get: a huge Double Eagle Sleeper sits on top of the 330-inch wheelbase. Custodian of this beast was Elmer Hanson and he was busy all weekend giving tours around its massive interior. However, this was not the biggest truck in the lot. That honour went to Brian Dax and his Big Red Giant (see cover photo), claimed to be the longest tractor unit in the world. The owner is waiting for the people at *The Guinness Book of World Records* to confirm that claim and put the Big Red Giant in its rightful position in the famous book.

Russell and James of The House of Chrome are promising more of the same next year. The first weekend in August, Winnipeg is the place to be. □



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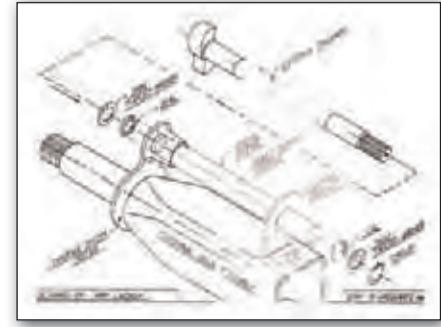
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INDUSTRY

London's embracing of trucks was my Olympic moment

Trucks played a surprise role in closing ceremonies of Olympic Games

Like most people on the planet for a couple of weeks this past August during the London 2012 Olympics I became a fan of sports that normally I wouldn't pay any heed too. (I am basically a hockey guy with a bit of baseball thrown in to get through the off-season).

Also, being a Brit-rock fan – or at least of the bands from the '60s and '70s – and of British toilet humour, I loved both the opening and closing ceremonies (except whenever IOC president, Jacques Rogge, gave a speech).

Having been lucky enough to visit London on numerous occasions I thought both ceremonies captured the essence and pulse of that great, vibrant city.

Indeed, we were told that the closing ceremony was an artistic portrayal of the everyday hubbub of life in London, including its traffic. So, the backdrop to the performances (by video at least) of John Lennon and Freddie Mercury were constantly moving traffic scenes which featured not only the ubiquitous London cabs and Austin mini's, but trucks (or as the Brits call them, lorries) – lots of them.

To most people this probably didn't even register, but to me

Industry Issues

DAVID BRADLEY

watching all those cars and trucks sharing the world's stage, and sharing the road (stylized but still a road), was a simple yet powerful recognition that the trucking industry is an important and accepted part of the fabric of London life. Maybe I am hypersensitive to these kinds of things but I thought "good on London."

I couldn't imagine that Toronto, Montreal, Vancouver or any other Canadian (or for that matter North American) city would even think to consider including trucks in such a performance.

Here, trucks and the trucking industry are still at best taken for granted, or considered a necessary evil. The "food not circuses" crowd, who no doubt would want to be heard here, don't think we need trucks at all and I am sure that any suggestion to feature trucks in a celebration of everyday life would have been greeted by them with hostility.

I suspect I may be overstating London's acceptance of trucks and its recognition of the importance of the industry probably didn't even enter into the thinking of those who planned the closing ceremony, but it was nice to see anyway. Just maybe someone gets it.

It is incredible how large cities in particular, which are so dependent upon trucks for supplying their cities and businesses with the necessities of everyday life, can be so decidedly anti-truck.

New York is often held up as the best example of that sort of thinking. Fines, fees, size and weight restrictions, truck bans, are all taken to a new level in the city that doesn't sleep. But, the Big Apple is far from alone on that front.

Transportation planners in the big cities have been and for the most part continue to be either ignorant or dismissive of goods movement needs. Perhaps that is in part because their political masters are also ignorant of the importance of goods movement and the essential role played by trucks, or they are downright hostile to the idea of accommodating truck traffic in any way.

The citizenry in large cities are also guilty of the same behaviour. Everyone wants the shelves stocked with the latest fashions in the shops; they want the markets filled with produce and meats. But

they don't want trucks on the roads (especially if it is *their* street); and they don't want to provide areas where the trucks can park, or where they can be safely and quickly loaded and unloaded. The sum total of most goods movement strategies these days seems to be that by investing in transit (and indeed having trucks helping to pay for transit) that will free up space for the trucks. Ya, sure. We've heard that one before.

I don't profess to have all the answers. The problems are surely more complex than I am able to portray in the space afforded me in this column. But, truckers are practical people. We don't expect everything to be paved over to make way for our vehicles. We know that an efficient, convenient transit system is vital to a city's economic, environmental and social health. We know that we need to share our workplaces with motorists, pedestrians and cyclists. We know that we must be respectful of neighbourhoods. But the essential role of goods movement and of the predominant mode of freight transportation – the truck – needs and deserves recognition and respect. We need our London moment. □

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

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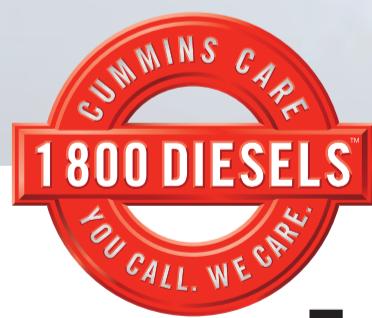
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Like Olympians, award-winning drivers should be remembered long after the spotlight fades

Private Links

BRUCE RICHARDS



Now that we are in 2012's post-Olympic Games phase and a beautiful summer is beginning to edge toward autumn, there can be a tendency to feel just a little let down, a little mellowed out as it were.

I'm told that it is quite normal following emotional highs such as the Olympics to move through the next phase, a coming down, before kicking back into high gear once again.

I felt a little like that the day after the closing ceremonies (that seemed to go on for days in themselves). Suddenly it was all over, finished, complete.

This after watching events in the early morning before leaving for the office, following results on the old Blackberry throughout the day, and then tuning in for more events and evening wrap-ups when I got back home. Those were exciting times (not including Greco-Roman wrestling – sorry if that offends anyone), and then suddenly we were all back to our regular daily routines.

Of course the highs and lows that observers went through over those few weeks were nothing – nothing at all – like those experienced by the athletes themselves. The podium moments in particular must have been indescribable emotional highs, and the disappointment in failure to win a medal couldn't be masked over by the achievement of making it to the Olympics.

Now of course, all of those participating athletes move on to the next phase of their careers, but I can't help feeling that they must have woken up a few days after the Olympics thinking "what now?" and perhaps needing some help to raise themselves back up to their preceding emotional and physical levels.

Albeit on a different scale, a different level, there are those in our industry that experience somewhat similar ranges of emotions when they achieve special honours.

Many associations, like the PMTC, offer award programs to recognize outstanding achievements or contributions to the trucking community. The individuals who receive those awards are often quite surprised.

In many cases they are the professionals who go to work every day, do the best they can – more often than not, do a little extra – and yet don't feel that they are particularly deserving of special awards.

Nonetheless, they find themselves standing on a stage gazing into a spotlight being celebrated by their peers and photographed with their awards. They are usually surrounded by their family and their employers, and the entire event is a once-in-a lifetime, if only momentary, very special experience for those who live their lives outside of the limelight.

Then they go home.

It's at some point, perhaps a couple of weeks following the ceremonies, that I wonder how they feel? After the crowds have left, the writers for the industry publications have interviewed them and they've been feted back at the workplace.

Most of us will have had a similar experience at some point in our lives and it's fair to say that we all get through the emotional low and return to normal, but most often we do it on our own. It's difficult for others to understand why there is a letdown at all.

That is why I am so pleased with the efforts of the PMTC's Hall of Fame sponsors to make the induction into the Hall a lasting memory for the drivers selected.

The inductees are the focus of the Hall of Fame Luncheon during the PMTC's annual conference. They are singled out for recognition of their truly outstanding safety records, provided with specially made mementos, and their stories are run in a number of trade magazines.

Then their achievement is made available for all to see on the PMTC Web site in the Hall of Fame section, where it remains in perpetuity.

But the sponsor of the PMTC's Hall of Fame, Huron Services Group, a CPC Logistics Company, provides more than sponsorship support. They are truly interested in and supportive of the Hall of Fame and they make every effort to provide the inductees with a memorable day and mementos that can be shared in the future with family, friends, and fellow workers.

Among the gifts Huron Services provides are individually monogrammed jackets, with the driver's name and Hall of Fame designation. Any driver would be very proud to wear one of those jackets.

Then, a few weeks following the event, Huron Services sends each inductee a hard-cover, photo-filled book containing pictures of the induction ceremonies, beautifully inscribed by their vice-president Bob Boyich.

I seldom single out PMTC's individual event sponsors for this type of recognition, but in this case I believe that Huron Services turns a moment in the spotlight into a lifetime of memories for these Hall of Fame inductees.

On behalf of those drivers I want to say 'Thank you.' □

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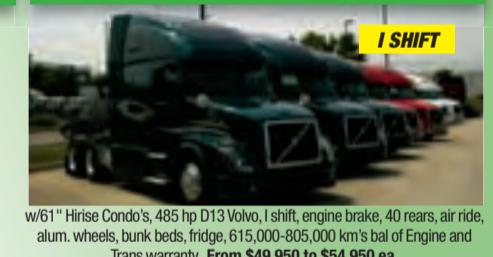
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OPINION

Applying the Smith System for defensive driving to everyday life

Sometimes you just need to step back and view the world through a different lens. I was reading over The Smith System for defensive driving and started thinking about how we can apply those proper visual habits to the issues we face in our professional and personal lives just as easily as we can apply them to our physical world.

The first seeing habit we develop is to 'Aim High in Steering.' As professional drivers we know that by looking at least 15 seconds ahead, we allow ourselves the reaction time we need to adjust for the changes ahead.

So I asked myself how often do I look 15 years down the road at my own life and the industry I work within? The answer was not often enough.

The second seeing habit is to 'Get the Big Picture.' As profes-



sional drivers we depend on our peripheral vision to detect movement, which we then investigate with our central vision and react to appropriately.

There are hundreds of issues we face every day affecting the path our lives may take and I had to ask myself if I was getting the big picture here? Am I just letting current events carry me along without even noticing their effect on my daily life?

The third seeing habit is to 'Keep Your Eyes Moving.' If we develop a fixed stare while driving, it is sure to get us into trouble. We need to keep scanning

and picking up on all that movement fed to us by our peripheral vision.

Do we do the same thing in our personal and professional lives? Think of the fixed stare we have developed around issues such as hours-of-service, electronic on-board recorders and speed limiters.

I started making these comparisons because I had just watched Sebastian Thrun's *Ted Talk* on Google's driverless car. It's a short video, just go to YouTube and search Sebastian Thrun. It's fascinating stuff and it put me on to a lot of different reading material regarding technology, transportation infrastructure and where we may be headed over the next couple of decades.

So you may be thinking, 'Come on Al, you don't honestly believe that trucks will be moving freight

down the road without a driver behind the wheel, do you?' Call me crazy, but yes, that's exactly what I'm proposing.

It's not going to happen for some time, but we already see signs of automation moving in that direction.

Anti-rollover technology and advances in braking systems are one of the first steps, parking assist that allows a car to park itself is becoming all the rage with auto manufacturers.

The agriculture industry has been rolling out automated sprayers and combines that use GPS to map a field and then complete the job without further input from the operator.

Pretty cool stuff, all of it. The potential benefits are huge and that in itself will continue to drive innovation and implementation of this type of technology. Watch Thrun's video and apply some of his observations about this technology to the trucking industry and you'll see what I mean. So that brings me to the last two steps of the Smith System.

The fourth seeing habit is 'Leave Yourself an Out.' Or, protect yourself from being trapped by errors of other people. If you don't practice the first three seeing habits diligently you will always find yourself boxed in, putting you in a situation that leaves you dependent on the actions and reactions of others.

The fifth seeing habit is 'Make Sure They See You.' If the people around you are not practicing those first three seeing habits you can wake them up by making sure they know you are close by and aware of what is happening around you.

As drivers we do this by flashing lights, blowing the horn, or making eye contact. In our daily lives we do the same thing by networking, Tweeting, posting messages on Facebook, blogging, writing letters to the editor, voting, lobbying, joining business groups, etc.

I can't help but think that we have developed a fixed stare surrounding the hours-of-service issue and its close cousin the electronic on-board recorder. These issues are in our immediate field of vision, just a few feet in front of us.

That fixed stare is preventing us from seeing the issues further down the road that require our attention now so that we have time to react accordingly. We're not getting the big picture. We are being reactive and not proactive. That is affecting our daily lives in the present moment and we are feeling the anxiety.

These five simple seeing habits are a great way to view the world we live in as well as the road ahead. □

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

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OPINION**Why are small fleets viewed as the scourge of the industry?**

I see my role here as a *Truck News* contributor as quite simple. Once a month, I climb up on my newsprint soapbox and offer an opinion on an industry-related subject, while periodically mixing in a little useful information. My only firm guidelines are to address these issues primarily from a small carrier's standpoint, and to avoid being confrontational or insulting towards any group or individual. The latter is my biggest challenge. Even if I wasn't painfully cynical and opinionated, some issues facing small carriers must be addressed with an occasional verbal jab, just to be properly understood.

This month, I need to temporarily change gears and shake up the whole premise of this column; kind of an uphill backhaul, if you will. Rather than offering an outright opinion, I'm using this month as an opportunity to raise questions instead. I don't expect answers; rather these questions are in-



tended as a tool for serious self-reflection by those managing both small and large carriers.

The largest share of industry interviews in trucking publications and the mainstream media are conducted with large carriers, for obvious reasons relating to accessibility, profile and recognition. (Aside from *Truck News*, few publications provide any outlet at all for the small fleet perspective). These interviews with owners of large carriers don't always express an opinion that is shared industry-wide. I'm not a huge fan of any industry organization or trucking support group – large or small – and in that, I'm not alone.

So how, aside from regular corre-

spondence with the *Truck News* editorial staff, does a small carrier representative offer his or her opinion? You will note that nearly every industry study or initiative is conducted by a panel consisting solely of OTA or CTA members who, arguably, conduct their affairs very differently than us smaller outfits. This usually results in noticeably slanted policy.

If the action was initiated by OTA or CTA, fair enough, but why the limited input for government-requested commentary? Although we make up the majority of trucks on the road, our presence doesn't exist on the national or legislative stage. Shouldn't this change? How? Any contact that I have had with transport ministries, past or present, left me with the impression that my opinion was not only unwanted, but an intrusion. Strange that if highway safety and productivity is supposed to be a universal goal, input from anyone heavily involved in

this industry should be anything less than welcome, whether or not you are affiliated with an association.

Ask a large carrier what has been the single biggest downfall to strike this industry, and many scornful fingers will be wagged towards smaller carriers; primarily involving deregulation. How, exactly, was this such a tragedy? Some of the largest carriers in Canada were born after deregulation. Those of us who continue to operate small are quite confused about what we've done wrong. Although supposedly the cause of falling rates, our freight rates, with some exceptions (even I can admit there are always exceptions) are traditionally higher than those offered by large carriers. At one time, trucking surveys identifying the largest carriers included revenue numbers which, when divided by number of power units, appeared laughable to the manager of a small carrier. The laughing grew louder when we noticed trailer inventories were two to three times the number of power units.

Most flow charts on expense calculations and staffing costs usually range from 2-4% profit margins, apparently because the industry has not shown a need for the profit margin chart to go any higher. In my experience, small carriers, although paying higher costs for equipment, fuel, and even drivers, are generally above 8%. Although our equipment is often older, our maintenance is frequently far above the standards followed by large fleets.

This is possible, mostly because our equipment is accessible to home base more often. The other reason is that more frequent preventive maintenance services are viewed as a good investment in equipment. We do not generally stretch maintenance intervals as do large carriers, because our equipment numbers are not so large that stretching intervals represents a savings; rather, it is a poor and misleading practice, or as I refer to it, false economics. Our drivers and owner/operators are generally very well paid. Bearing all these facts in mind, what the hell have we done that is such a detriment to the industry?

Nearly all the large carriers started small and grew quickly. This shows that in the early days, the owners of these companies displayed a nearly unmatched business sense and an uncanny, thorough knowledge of the trucking industry.

Simple good luck doesn't allow the growth from one truck to 1,000. So in the matter of rates and customer service, what happened? Did the ultra-successful growth formula get forgotten along the way? Did growth in vehicle numbers become more important than practical, manageable, and profitable growth? Or are we small carriers greedy, and reaching for unrealistic customer service goals?

I've saved my largest question for the end: We're all in the same line of work, during the same economic times. The phrase "Level the playing field" is used more often than a tire hammer during a pre-trip. The smaller carriers with a "revenue per travelled mile" 20% higher than the large carriers are not driving new Cadillacs. So why have I been able to ask any of the above questions at all? □

– Bill Cameron and wife Nancy currently own and operate Parks Transportation, a four-truck flatdeck trucking company. Bill can be reached at williamcameron.bc@gmail.com.

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OPINION

Technology replacing truck drivers with steering wheel attendants

I read last month's issue of this magazine on my smartphone. It's amazing how technology has allowed me to read a magazine at the touch of a button. Well, not even at the touch of a button – I just touched an icon on my screen and the complete magazine appeared as if by magic.

Look at that in isolation and it's quite an achievement. But is it really necessary and is it that much more convenient? In reality, all it changed was that instead of getting off my butt and picking up a copy of the magazine, I reached into my pocket and tapped on my screen. Everything I wanted from the magazine was still there in front of me, for sure, but the experience itself was not as pleasurable as actually sitting down and turning the pages myself. I was still in control of what I read, but at the same time, I wasn't in control of the magazine. I was in control of a bunch of microprocessors and other technological wizardry that was doing all the work for me.

It isn't difficult to flip a page, just as it isn't difficult to crank a window up or down, or shift a gear in a transmission, or to find a destination in an atlas, yet now to do any of those things all we have to do is push a button and a microprocessor does it all for us.

Trucks are going the same way. Get into the cab of a brand new model and there are no sticks and levers to be found, all you see are buttons and switches. Under the

You say tomato,
I say tomahto

MARK LEE

skin there are now kilometres of wiring and electronic control modules galore. The average truck now has more computing power than the space ship that took the man to the moon.

There are cars today that can park themselves. I'm not talking about top of the line BMWs or similar either, you can get all this on a sub-\$20,000 family car. Pretty soon this will filter down to trucks, cameras in the rearview mirrors will be linked to motors in the steering gear and all you'll have to do is hit the dock is touch an icon on a screen and the microprocessors will do the rest.

We already have automated manual transmissions that shift gears for us. They take information from a variety of sensors in the engine, transmission and suspension systems and come up with an ideal gear for the situation.

We have traction control, lane departure warning systems and adaptive cruise control that keep us a safe distance from the vehicle in front. Coming down the pike in the very near future is cruise control that is linked to GPS so that it knows when you're approaching a grade and gets ready to apply more

power or downshift.

My question is, do we actually need any of this? Or is it just being done because it *can* be done? Even going back to basics, do we really need a combination of switches and electronic motors to raise or lower a window when a simple winding handle and a few cogs will do the same job?

Do we need a computer to shift gears? Do we need a computer to judge a safe following distance or tell us that we're veering out of our travelling lane? Do we need a computer to get the truck on the power or in the right gear for a hill? Do we need a computer to tell us which way to turn at an intersection so we can arrive at our destination without getting lost?

The honest answer is, no we don't. I know that times change and that we need to improve things to progress, but sometimes progression can be a bad thing. In the case of trucking, I think that in the long-term it will do more harm than good. For one thing it will spell the end of the truck driver. We will be replaced by the 'steering wheel attendant.'

A truck driver knows when they need to shift a gear and they know how to time that shift so that it goes through smoothly. A truck driver knows that they're in the correct position on the highway, not too close to the vehicle in front or over the centreline or on the shoulder. A truck driver knows through the seat

of their pants or the feel through the steering wheel when the roads are slick, and drives accordingly. A truck driver knows how to read an atlas and find a destination.

On the other hand, a steering wheel attendant needs help in every one of those areas. They need the truck to shift for them, they cannot judge speed, distance and road position, they rely on traction control to judge road conditions and apply brakes and cut the power so they can keep it out of the ditch. How can that possibly be considered as progress?

I can see a time in the near future when all the truck drivers have disappeared and been replaced by steering wheel attendants. The freight will still move and to the outside world, nothing will have changed – until there's a malfunction in one of the systems and the steering wheel attendant doesn't know how to react, because all the basic skills of keeping a truck on the road have been eroded due to years of having everything done for them by a computer – and there's a catastrophe. It's a scary thought. □

– 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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ELECTRONIC ON-BOARD RECORDERS

Wheels moving on Canada's EOBR mandate

CCMTA committee chair provides update on impending rule

By Julia Kuzeljevich

KING CITY, Ont. – The federal government is currently looking at the development of a Canadian standard for the use of electronic on-board recorders (EOBRs) that would also apply in the North American context.

Many companies have implemented EOBRs on a voluntary basis, not just for hours-of-service compliance.

But they are adopting the technology under the following conditions: the lack of a North American standard, the proliferation of products, the fact that inspectors are frequently not familiar with the products, and the fact that there are driver reservations about using EOBRs in the first place.

Peter Hurst, chair of the Canadian Council of Motor Transport Administrators' (CCMTA) steering committee on EOBRs, presented an update on the committee's work to attendees of the Private Motor Truck Council's annual conference in June.

Hurst, a professional engineer who has worked for two provincial governments, is director, carrier safety and enforcement branch, at the Ontario Ministry of Transport.

In the US, said Hurst, the Federal Motor Carrier Safety Administration (FMSCA) was actively developing a new EOBR rule that was to be effective this June, and that would target carriers with a 10% or higher violation rate. The rule would have assisted in the enforcement of HoS, while incorporating new performance standards.

The rule was vacated by US courts, however, and the FMSCA is working on new legislation for a universal EOBR mandate, to apply to all carriers operating in the US.

"They ran into some issues, many of which were related to driver harassment," said Hurst. "We have no idea yet on the status or rollout."

In 2010, the CCMTA conducted a review of issues around the fea-

sibility of EOBRs.

The development of a proposed NSC standard for EOBRs is underway. The final phase is a review of options for implementing a new National Safety Code EOBR standard.

The CCMTA undertook a literature review, developed a discussion paper, and solicited stakeholder input with key considerations, including factors such as application and implementation (scope), data requirements and privacy, and whether the standard would be technically flexible or specific, noted Hurst.

Input came from various carrier organizations, like the PMTC, Canadian Trucking Alliance, Motor Coach Canada, and the Owner-Operator Independent Drivers Association, manufacturers, the Truck Manufacturers' Association, the Canadian Construction Association, and the Ontario Provincial Police.

"Four things stood out. There

is a significant causal factor in many collisions. The stats we have seen would suggest driver fatigue is an issue, paper logbooks are antiquated, it's easy to cheat with a paper-based system, and it's not uncommon to have two logbooks and to present the one that's needed."

Because of the inconsistencies in enforcement and standards, there is a ratified national protocol for inspectors who encounter EOBRs. In some cases, it involves a request for a faxed report.

The development of an EOBR standard is currently underway in Canada. In the winter of 2011 the development of a draft EOBR standard was initiated, assessing the US rules against provincial laws, regulations and other limitations.

"It has to be flexible enough to be used in the US," said Hurst.

Quebec, Ontario and Transport Canada have also been working on an EOBR pilot.

'Our officers will not go into a cab, so how are they going to see a display? We had a huge debate about this,'

Peter Hurst, CCMTA

was a divergence of opinion on how it should be applied – should it be a targeted mandate? A universal mandate? Technically flexible and performance based?" said Hurst.

It also emerged that EOBRs should be used for HoS enforcement only, and no other info should be considered.

The use of EOBRs is the future, he said.

"They are mandated in Europe, and under consideration in the US. It's my view, and not necessarily the view of other regulators, that if we had an environment where everyone was using them there'd be no need for our inspectors to ask for HoS at roadside inspections – it would save everyone a lot of time," said Hurst. "We know driver fatigue

"There's a consultant looking at this. Now we're drafting a standard," he said.

The core principle will be to stick to the HoS rule, focus on what is required, and not what it's capable of, and make sure the standard is applicable to all trucks, markets and jurisdictions.

"Some drivers feel they are being monitored too closely, and we feel some of the harassment charges are coming from this," he said.

The work outline set by the project team which met in late spring identifies the key elements of the standard.

The first layer would be system requirements and performance: driver ID, date, time, location, distance travelled, odometer, jurisdiction (because of different

rules in jurisdictions "North of 60," the standard would not be designed around this), duty status, driving cycle, off-duty time deferral, availability, submission, information recording, review, display and reporting.

"It needs to be as flexible as possible otherwise we might as well go back to paper. Our officers will not go into a cab, so how are they going to see a display? We had a huge debate about this. We just said let's stick with a graph grid – everybody is familiar with that," said Hurst.

With the first round of consultations complete, the committee has reviewed stakeholder input, and will prepare its next draft towards mid-summer, with a penultimate draft standard ready for the Deputy Council of Ministers in the fall of 2012.

"It's penultimate for two reasons: I don't want us to get too far ahead of the United States. My experience is that every time we harmonize with the US it causes us nothing but grief. We end up adopting the US standards. But if we build a standard that is out of step with the US it's going to lead to more problems at the border, so we want to wait and see what's going to happen in the US and make sure we're at least consistent. We really do also need to do a final policy review. There's a variety of systems out there and vastly different costs associated with them," said Hurst.

He said that no matter how the standard is rolled out "there's going to be opportunity for tampering as well. If you were to ask my opinion, in this day and age and fiscal environment, I don't see all 14 ministers agreeing to implement, all at once, mandatory EOBRs. They might be willing to introduce them on the basis of poor carrier performance and for carriers with safety issues. But I've been wrong before," said Hurst.

The next steps are to finish the standard, and examine some implementation options.

"We haven't decided whether it will be done internally or by a consultant. The whole intent of this is to get everyone doing the same thing at the same time, not an easy feat. There will be pressure, when we're done, for at least one province to move forward," said Hurst. □



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EQUIPMENT

Spec'ing tactics evolving with rising equipment costs

Fleets looking to maximize productivity to offset higher costs of Class 8 trucks

By James Menzies

DALLAS, Texas – As shippers continue to commoditize trucking, it behooves carriers to do everything they can to squeeze more productivity out of their equipment. That was the message from Tom Kretsinger Jr., president and COO of American Central Transport (ACT), when speaking at the Commercial Vehicle Outlook Conference Aug. 23.

"This year, we've had very little ability to increase our prices," Kretsinger said. "If costs are going up but the prices that you can charge are not going up, then what is your solution? The only solution is to find ways to increase productivity. To increase your costs without increasing productivity an equal amount or more isn't rational."

For ACT, that has meant tak-

ing a sophisticated approach to spec'ing new equipment and adopting traditionally unorthodox spec's such as 6x2 drive configurations. ACT bought 50 trucks with so-called 'dead axles' last year and gained four-tenths of a mile per gallon while also adding payload.

"The residuals on it are unknown, but the thing that's surprising is, we've had some of these available through our lease-purchase program and we've had some operators specifically ask for them," Kretsinger said. "They understand how much money they can save on fuel."

He noted some driver training is required to prevent excessive tire wear when slippage occurs.

When spec'ing new equipment, ACT forms a committee with representation from the finance and

maintenance departments. They look at: reliability; dealer support and footprint; reputation; driver acceptance; and resale values, among other variables. Top of mind, however, is total cost of ownership.

"We don't look so much at the price of a new truck itself," Kretsinger explained. "We would like the lowest price we can get, but really the price is what it's going to cost to operate that piece of equipment over its life, which for us is normally about five years."

Moving to tag axles and wide-base tires has seen some ACT drivers improve their fuel mileage by as much as 1 mpg. Kretsinger said the company recently hosted a Kansas City barbecue for drivers who could reach 8 mpg and 14 drivers were invited. Twelve of the 14 were owner/operators, he hastened to add.

When shopping for new equipment, ACT develops a master spec' with comparable components across the various truck

brands. It also relies on past experience, surveys such as JD Power & Associates and networking to determine which vehicles are the most reliable and well liked by drivers. Residual value often gets overlooked, but Kretsinger said it's an important consideration.

"It's a very important part of the life-cycle cost," he explained. "We do spec' our trucks for the residual market unless it's something like a dead axle where we think we can make it up ahead of time."

The company mostly orders mid-level interiors, which are appreciated by drivers, potentially lowering driver turnover and are also easier to sell later. Kretsinger said it's important to work closely with the OEM when spec'ing new equipment.

"The OEM people we deal with are good folks," he said. "They're pretty straight shooters and we don't see much in the way of fluff. There are times when they want to sell trucks more than others,

Natural gas has potential, but challenges remain for early adopters

C.R. England's LNG fleet not yet delivering a return on investment, executive says

By James Menzies

DALLAS, Texas – C.R. England is struggling to achieve a payback on a fleet of five day cab tractors running liquefied natural gas on a dedicated run between Southern California and Las Vegas, according to Dan England, chairman of the 4,800-truck fleet.

Speaking at the Commercial Vehicle Outlook Conference, England said the five Kenworth T800 trucks equipped with the Westport 15-litre HD LNG engine were deployed last October and are currently running a loop for Coca-Cola that takes them 250 miles in each direction. There are LNG filling stations at both ends of the route, England explained, with each of the trucks running about 500 miles per day.

The trucks are on a full-service lease with Paccar but "pretty staggering" maintenance costs of about 11 cents per mile (compared to 5-7 cents for diesel-powered vehicles) are eating into the fuel savings, England said.

said the LNG trucks require oil and fuel filter changes twice as frequently as their diesel counterparts and valve adjustments have been required after just 60,000 miles compared to 500,000 miles on diesel tractors.

"You begin to see, there are some additional costs associated with running LNG versus diesel," England said.

There have also been more frequent breakdowns with the LNG

England said. "And it will, with volume it will come down."

Despite the "bumps in the road," England said there are benefits to transitioning to natural gas.

"The reason we jumped into it is, we want to be environmentally responsible and save emissions, but most of all we want to run these things profitably and get a return on investment," England said. "Natural gas is still new and evolving and we have no doubt that we're going to see a pretty good percentage of our fleet five years down the road running natural gas."

England also threw water on the idea that fuel surcharges will be a

'We want to be environmentally responsible and save emissions, but most of all we want to run these things profitably and get a return on investment,'

Dan England, C.R. England

trucks. One was placed out of service for two consecutive weeks and of 19 engine-related breakdowns, 10 were related to the LNG system itself, England said.

"We're not real high on what's happening with our application right now," England said. "To get to a break-even point on a 15-litre engine, we have to be out there with a diesel cost of about \$4.80 and it isn't there now, so obviously we're not breaking even with these 15-litre trucks."

He said Paccar has been working with the carrier to address issues and that he still feels natural gas is a viable option going forward. He said the 12-litre ISX G will likely be a better fit for C.R. England's application and he also said engine costs must come down to make natural gas more feasible.

"Quite simply, the cost of these engines has got to come down,"

thing of the past when natural gas takes hold.

"It shouldn't go away," England said of the fuel surcharge. "There are a lot of things to sort through here; we do feel the benefits of natural gas need to be passed along to our customers and ultimately the consumer, but by the same token we feel the carrier oughta be able to benefit from some of the savings we look forward to accruing because of natural gas."

While C.R. England's results have been less than spectacular, the technology will continue to evolve, insisted Kennon Guglielmo, chief technical officer, Econtrols, which produces fueling systems and components. He said when broken down to the price per unit of energy (or BTU), diesel currently costs eight times as much as natural gas.

"In the US, anything less than a 2:1 energy ratio between oil and

natural gas is not enough to cause a critical mass movement towards natural gas adoption," Guglielmo said. "Shale play came along and that plots us currently at about 8:1 today. The cost of a BTU of natural gas today is 1/8th the cost of a BTU of oil and that's what gets you down the road."

Robert Carrick, vocational sales manager, natural gas with Freightliner, said fueling infrastructure remains the biggest barrier and that too is improving. OEMs already offer a wide range of natural gas products, but fueling them remains the challenge.

"We hear all the time it's the chicken and the egg syndrome. I'm here to tell you the chicken and the egg syndrome is dead – it's the chicken and the feed," Carrick said. "We, and our colleagues in the transportation industry, can build all the trucks you want with natural gas, we can get all the engines we need from Cummins, the tank manufacturers can come up with all the tanks we need to put on these trucks. The problem is there's no place to feed these chickens, that's the bottom line."

Carrick said a compressed natural gas truck running 80,000 miles a year can produce a payback in a year-and-a-half at today's fuel prices. Daimler Trucks North America (DTNA) has 1,500 natural gas trucks in service, 900 of them grossing up to 80,000 lbs.

Carrick said he's hopeful the US Natural Gas Act will be passed next year, which will result in expanded fueling infrastructure and incentives to offset the cost of the technology. If that happens, natural gas could suddenly surge into the mainstream, he suggested.

"Our forecast internally at Daimler, we think if all these stars align, we can easily be doing 20% of our build as natural gas by 2020," he said. "That's certainly a very attainable goal." □

A bigger concern has been the higher maintenance costs. England

and you'll see that in the price. Then, the other thing we do is we try to do multi-year purchases at once, but that also becomes difficult. Everyone in the industry is trying to figure out what's going to happen in two years – how do you do a three-year deal?"

With the cost of fuel and equipment rising, Kretsinger said the obvious place to look for improved efficiencies is fuel consumption.

"There's no expense to running a truck that's bigger than fuel," he said, noting that going from 6

mpg to 7 mpg yields annual fuel savings of about US\$3,000 per truck. With shippers looking to drive down transportation costs and in many cases staffing traffic departments with purchasing managers instead of transportation experts, Kretsinger said im-

proving productivity is the only answer.

"Our customers, at least now, will not pay for (the extra costs of trucking)," he said. "If we don't get it back somewhere, we're just shrinking our margins and that's not sustainable over time." □

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HEALTH

Going green for your health

For many years now, going green has been promoted as a way of conserving a healthy planet. On a personal note, going green is also a way of maintaining a healthy body. Complementing your meal with a bowl of salad can add many important nutrients to your diet. With the huge variety of salad options now available, you can satisfy your taste buds and your health needs at the same time.

Many health experts recommend that adults eat two to three cups of salad each day (more than a few lettuce leaves on a sandwich).

Studies have shown that when eaten regularly, salads help prevent osteoporosis, iron deficiency anemia and help protect from cancer, cardiovascular disease, and Alzheimer's disease.

A traditional lettuce salad supplies the following beneficial nutrients: Vitamin A and beta-carotene which helps maintain mucous membranes, skin and vision; flavonoids which protect from lung and mouth cancers; Zeaxanthin, a carotenoid which protects eyes from age-related macular disease; Vitamin K which improves bone mass and limits Alzheimer's disease; folates which helps synthesize DNA; Vitamin C which helps fight infection and inflammation; dietary fiber; and the B Complex Vitamins which maintain healthy metabolism, skin, hair, nerves and reduce

Preventive Maintenance

KAREN BOWEN

the risk of pancreatic cancer.

There are five main types of lettuce: crisp-head, leaf, romaine, butterhead and celtuce. Each provides its own unique nutritional composition.

Iceberg is the most familiar type of crisp-head lettuce. Unfortunately, this crisp-head lettuce contains the least amount of nutrients as compared to all other types of lettuce. Iceberg lettuce is 96% water and has less than 10% of the Vitamin A of romaine lettuce and fewer than 7% of that found in leaf lettuce. Although it is fairly high in Vitamin C, red leaf, butterhead and romaine lettuce have much more.

Leaf lettuce comes in many colours, ranging from bright green to reddish-bronze. No matter the colour, its frilly, rumpled leaves are high in Vitamins A and K, as well as niacin, riboflavin and beta carotene. However, green leaf lettuce has the most Vitamin K and riboflavins than any lettuce type and red leaf lettuce has the highest levels of Vitamins A, B-6 and beta carotene.

Romaine lettuce leaves range from light green to cream colour. Romaine lettuce contains much

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Butterhead lettuce leaves are dark green or light purple with a buttery texture. They grow in small, loosely folded heads around a cream-coloured centre. This lettuce is high in niacin and iron, and has a similar amount of Vitamin B-6, potassium and riboflavin as leaf lettuce. Butterhead lettuce is quite low in beta-carotene; the only lettuce with less is iceberg.

Celtuce lettuce varieties are also known as stem lettuce, asparagus lettuce and Chinese lettuce. With celtuce lettuce, the stem is also edible. Celtuce's frilly leaves can be used in salads.

However, because of their strong flavour, they are often used in stir-fry and stews. Celtuce is second only to romaine lettuce in Vitamin C content, and it has the highest niacin content of all the lettuce types. Celtuce is also high in potassium, and is a good source of magnesium, phosphorous and calcium.

With their crispy freshness and health benefits, lettuce salads have served us well over the years. Yet recently, many more salad options have been available in most grocery stores and truck stops.

A wide variety of pre-packaged salads, pre-washed salad ingredients, and lettuce now allow us to inexpensively broaden our palates and increase our nutritional intake.

For example, spinach has become quite popular, either alone or when added to a lettuce base.

In addition to the nutrients it shares with lettuce, spinach is a good source of niacin and zinc, and a very good source of protein, Vitamin E, thiamin, calcium, iron, magnesium, phosphorus, potassium, copper and manganese.

Another typical option, a 'mixed greens' salad, contains baby romaine and oak leaf lettuces, Swiss chard, arugula, mizuna, frisee, and radicchio. Swiss chard is a very good source of dietary fiber, Vitamin E, calcium, iron, magnesium, phosphorus, potassium, copper and manganese and a good source of thiamin, and zinc.

Arugula is good source of protein, pantothenic acid, zinc and copper, and a very good source of and the same minerals as spinach. Mizuna, noted for its mild mustard flavour, contains beta-carotene. Frisee and radicchio, from the chicory family, are a good source of dietary fiber and potassium.

Since a two-cup bowl of undressed salad typically contains less than 10 calories, it is always a healthy meal complement for anyone.

In the fall, coloured leaves add beauty to the scenery outside. Leaves can also add health and vitality to your insides. Munch a salad and go green. □

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



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HEALTH

Coping with corns and calluses

Tarping, shifting and steering are common causes of these ailments

Due to the work demands of the professional truck driver, corns and calluses can become a significant issue. Although in most cases they are not a serious medical condition, corns and calluses can become very irritating and painful, making life on the road uncomfortable.

Corns and calluses are hard, thickened areas of skin which result from repetitive friction and/or pressure. The most common locations to develop them are on the hands and feet. Symptoms associated with corns and calluses include tenderness and pain under the skin, a hardened raised bump, a rough area of skin or flaky dry skin.

Although corns and calluses

Back behind the wheel

DR. CHRIS SINGH



are similar in appearance, there are distinct differences between them. Corns are smaller and have a hard centre, surrounded by an area of inflammation. Also, corns tend to occur on areas of skin that do not bear weight such as the top or sides of your toes. Corns also tend to cause pain when pressure is applied to them.

Calluses, on the other hand, tend to be much larger and develop on the soles of the feet and other areas that are subject to

constant pressure and friction.

The most common cause of corns and calluses is wearing improperly-fitting footwear.

Loose-fitting shoes may cause your feet to constantly rub against the shoe. Similarly, tight-fitting shoes can cause compression of the foot.

Another common cause is wearing shoes and sandals without socks. This can cause excess friction on the feet, which can in turn lead to irritation.

For truck drivers, a common location for calluses is on the palms of the hands or fingers. This is most commonly due to gripping the steering wheel for long periods of time and constantly shifting gears. Flatbed truckers tend

to develop calluses on their hands caused by repeated pressure from securing and tarping loads.

In the majority of cases, corns and calluses are simply a nuisance. However, conditions such as diabetes or other circulatory illnesses can lead to complications. Thus, it is important to seek medical attention if you are suffering from any of the aforementioned conditions.

The treatment for calluses and corns is really quite simple. In most cases, avoiding the repetitive actions that caused them to develop will cause them to heal. However, if a corn or callus persists or causes significant discomfort, medical treatment may be required. The first form of treatment involves your doctor trimming the thickened skin with a scalpel.

At this time, your doctor may prescribe an antibiotic ointment to reduce the risk of infection. Another commonly used treatment is salicylic acid. This is the active medication found in common over-the-counter patches.

Custom-made foot orthotics or shoe inserts may be prescribed by your doctor in order to correct underlying foot deformities. In very rare cases, surgery is required to correct the alignment of the bones causing the excess pressure.

As I always say, prevention is the best treatment. Wearing properly fitting shoes is a good place to start. Good quality shoes will provide your foot with the proper support and alignment.

Keep in mind that if you can't move your toes freely then the shoes or boots are probably too tight.

Also, wearing gloves with padding can significantly reduce your chances of developing corns and calluses on your hands. Until next month, drive safely! □

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

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TAX TALK

Learn how to use CRA's online services

Monitoring your own online profile has its advantages

Last month I referenced situations where owner/operators were lied to by their accountants and tax preparers. I mean, when you get a letter from Canada Revenue Agency requesting your latest GST/HST return, how many times do you have to hear your accountant tell you, "I just sent it in" when you know in your gut that he didn't?

No matter who prepares your tax return, it's up to you to make sure it's accurate and filed on time. When you're counting on someone else for help, how do you verify that your personal or business tax accounts are up to date?

You have to contact CRA. You can call, of course, but you should be prepared to wait a long time on hold.

Tax Talk

SCOTT TAYLOR

A better way is to manage your CRA accounts online. A few years ago CRA introduced two programs as a way for individuals and businesses to have online access to many of their accounts and to perform various functions and filings with CRA.

**My Account
for Individuals**

My Account for Individuals lets you view 11 years of tax returns, so if

your tax return was filed you'll see it online.

If your 2011 tax return is shown as "not received," and your tax preparer says he sent it in, you'll know you need to correct the problem by: a) submitting the return; and b) finding another tax preparer.

You can see information about your personal tax refund, your balance owing and payments on the account, set up or change banking info for direct deposit of your refund, check your RRSP limits, and get details about any payments from Child Tax Benefit, GST/HST Credit, Universal Child Care, and other related programs.

You can also change your address and phone numbers online

so your CRA mailings will update properly.

My Business Account

My Business Account is a similar electronic service for accessing CRA business accounts and asking CRA account-specific, tax-related questions. Business owners can use My Business Account to interact electronically with CRA on their GST/HST, payroll, and corporate income tax accounts. Not sure if your accountant filed your GST/HST return? Just go online and check.

Not only will the online service tell you when the return was filed, but once the return has been processed it will tell you when the money will be direct-deposited into your bank account. Now that's darn handy information!

You can also file returns, check account payments and balances, view correspondence from CRA, update bank info, request a CPP/EI ruling, and register a formal dispute.

Another feature we use with all of our clients is called Represent a Client. Our clients sign a CRA form to authorize us as a representative. This gives us access to almost all the same information and features available through My Account and My Business Account.

One service that saves tons of time and aggravation is that we can get info on missing tax information slips – T4s, T4As, T4A(P)s, T4A(OAS)s, and T4Es. If these slips get lost, we can simply go download them from CRA.

Actually, there's another common use of this service. If our client is at the bank getting a loan or refinancing and needs a copy of his latest Notice of Assessment from CRA, we can go online, download it, and fax it to the bank for him. A big convenience and a fast solution.

Signing up

You'll find lots of information about both programs at www.cra-arc.gc.ca, including demos to walk you through. Signing up takes four steps: you provide some personal information; create a CRA user ID and password; create security questions and answers; and enter a CRA security code, which will be mailed to you.

An electronic push

In keeping with CRA's push to become more electronic, many of its District Tax Offices are going to stop offering payment counter services. So no more running to CRA at the last minute to pay your account.

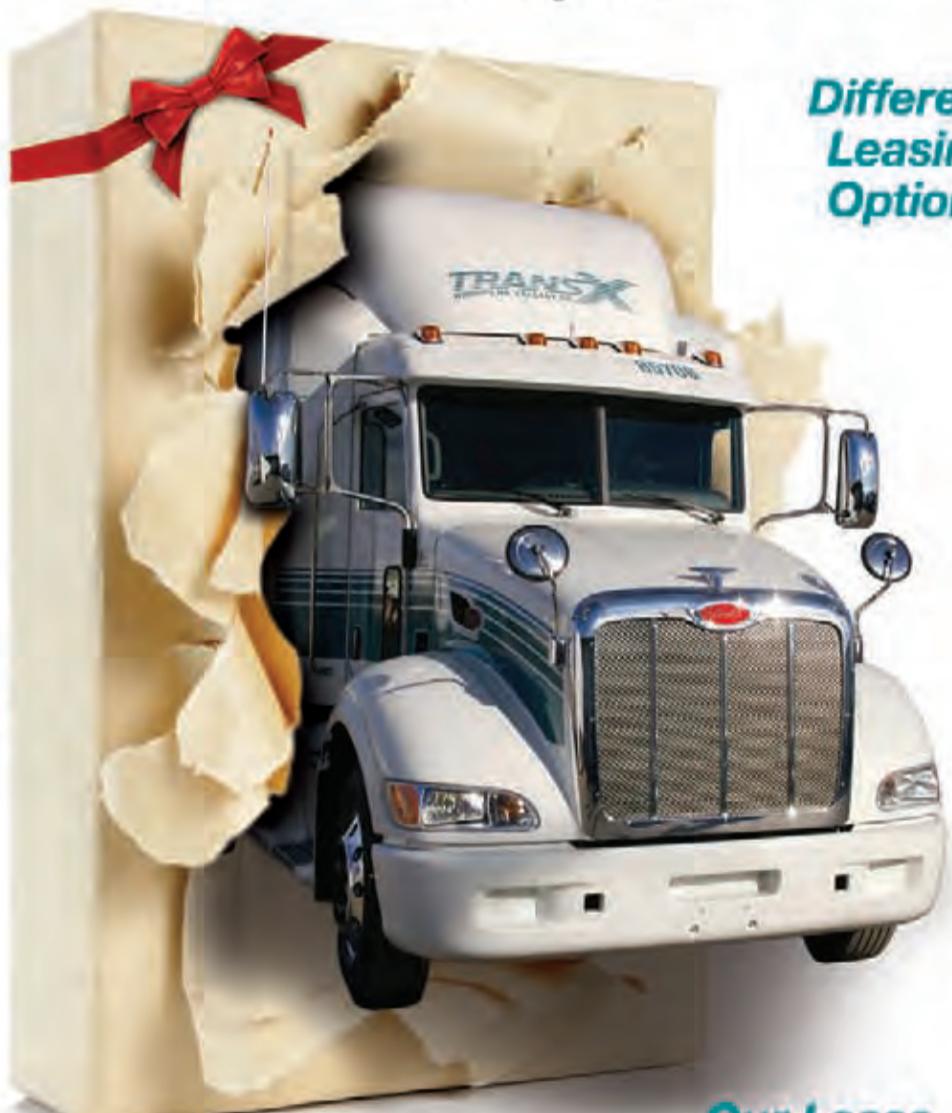
According to CRA, you now only have three ways to make a payment: pay through your bank's Web site or phone banking; pay through CRA's My Payment service; and pay by cheque with a bank teller. Funny that CRA no longer lists mailing a cheque as an option.

I know not everyone is comfortable with CRA's emphasis on online account management. If you need help or reassurance, contact your accountant or tax preparer. And if you don't think you'll get a straight answer, talk to me. □

– 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

The age of character

**Guest
Column**

ALFY MEYER



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I recently read your coverage about how the Ontario government was planning to change the discriminatory licence renewal practice for senior drivers. Due to the protracted driver shortage that has plagued this industry for years now, this news is obviously being welcomed by both trucking companies as well as affected drivers.

Still, I have to wonder, is this really the great news it's touted as being? Over the last several years, as our workforce has aged, I've seen more elderly drivers limp, hobble, stoop and shuffle their way across North American truck stop parking lots than ever before. Obviously these drivers have chosen to work well beyond their retirement date. Some do it because they wish to stay busy as well as supplementing their pensions. After all, driving a truck still pays far better than being a security guard or Walmart door greeter.

Others continue to drive because they actually enjoy the lifestyle, the driver camaraderie and are loathe to give it up just because some civil servant or bureaucrat says they're too old. And finally there are the aforementioned limpers and hobblers, regardless of their infirmities or handicap, they keep on trucking due to necessity; exacerbated by financial desperation, thanks in part to the economic collapse of 2008.

Yet how often do we hear the lament of employers – whether in trucking, garage repair shops, construction or landscaping – complaining how they can't attract hardworking, dependable, dedicated younger people into their industry. Case in point; my brother-in-law operates a landscaping company. Each season he's confronted with the same dilemma of recruiting experienced, committed workers, even though he pays much better than the competition. New recruits all want to be lead hands so they don't have to work as hard, they want to work executive banking hours (like the 1% who screwed the economy) and they especially don't want to get their hands soiled. Nobody wants to start from the bottom, get dirty and work their way up to earn proper seniority.

The same argument holds true in many labour-intensive industries. Many younger employees come into the job with an unrealistic sense of entitlement.

Don't get me wrong. I'm not suggesting all young people are lazy or spoiled. I know many fine young people, including my own children (and through them, very fine other young people) who all studied and worked hard, demonstrated a strong work ethic, were responsible and displayed good character. They all eventually

Continued on page 52

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OPINION

Older drivers will carry the load

Continued from page 50

came to earn the enviable jobs and positions they now enjoy.

Unfortunately, far too many of the younger working class today (and lately, that seems like everybody) have a laissez faire attitude towards life and job; not to mention some unreasonable expectations of what they're entitled to.

So where does all this whining get us? It seems throughout western societies, as the labour pools are drying up (a time and age thing) that the future of our society's well-being and prosperity is becoming more dependent upon the skills, productivity and dependability of a senior labour force. Hey, that's me! This is kind of ironic. I can still recall that the mantra used to be 'The youth of today are the future of tomorrow.'

My wife is dismayed at the notion, even my insistence, that I intend to continue driving well past my retirement age, as are many people in my situation. She insists those remaining years were to be our 'golden years.' What with the market collapse, we're still fortunate to have some silver left, let alone gold.

At least with trucking, as long as you remain reasonably healthy, you can drive until you die...or you actually get too old – literally.

Really though, is this concept, working until you die anything new? Actually, retirement is a relatively new concept of a modern society. Throughout history, people worked until they became too infirm or died. They also had closer-knit families, churches and communities that supported the elderly and infirm better. Back then, if you were a pauper, destitute, without family or didn't die when you were expected to – like at age 50 – you had work houses or asylums to live in and there was always the age-old, tried and true profession of begging.

Think about it. Today, we older truckers are desperately needed to support, even save civilization as we know it. Kinda makes ya feel like a superhero. What an interesting turn of events.

It seems if we old-timers were to quit, there's no one to take up the slack. The mantle of responsibility once again falls upon our large shoulders. Yet up and down the road I see them, men and women of my age, driving hard, working long hours, being away from home days and weeks at a time and doing it very well (albeit with some justifiable whining).

So my fellow truckers, continue to limp, hobble, stoop, and shuffle and yes, even waddle; all the while holding your heads high because you continue to demonstrate what the true nature of character is – and it comes with age. Keep on truckin'. □

– Alfey Meyer is a health-conscious professional driver who doesn't plan on hanging up the keys anytime soon. You can check out his blog at www.TheIntrepidTrucker.com.

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BOOK REVIEW

Trucker Ghost Stories

A UFO abduction at Deacon's Corner Truck Stop in Winnipeg and a female trucker gets French-kissed by a ghost in her Peterbilt bunk. A trainee and his over-the-road mentor on a driving test run hit a mother and her baby, but there's no body to be found. When the police arrive, the trainee explains breathlessly, "Thank God, I missed her." The police officer says stone-faced, "Yeah, by about 28 years."

These are a few examples of stories told by truckers in the new book *Trucker Ghost Stories*, compiled by author Annie Wilder and just released through Tor Books Inc.

Trucker Ghost Stories is Wilder's third book, continuing her theme of ghosts and tales of the unknown. She should know about ghosts and spirits. She lives in a haunted house in the small picturesque town of Hastings, Minn.

She suspected that it was haunted when she first toured the house with her realtor. She bought it anyway, and she was right.

Wilder's first book was entitled *House of Spirits & Whispers*, which describes the strange events that occurred in the 120-year-old house immediately after she moved in. She discovers that the house is inhabited by the spirit of the previous owner, Leon.

Wilder is fearful at first, but begins to learn to live peacefully with the spirit, who tends to be a rather benign ghost. She and her husband claim to have seen Leon and often feel his presence. I toured the house a month or so ago and sadly, I did not see or hear Leon but did experience a few anomalies, such as lights blinking on and off inexplicably.

Wilder's motivation to write a book about true tales of haunted highways began while watching *Ice Road Truckers*. She said, "Oh my gosh, I have an idea for the perfect mash-up of paranormal and uber-masculine profession: trucker ghost stories!"

She remembers the days back when she was a young girl answering phones at her father's sand and gravel company.

While trucks loaded up, Wilder had a few minutes to meet the drivers but especially remembered trucker Bill Sykes, a tall

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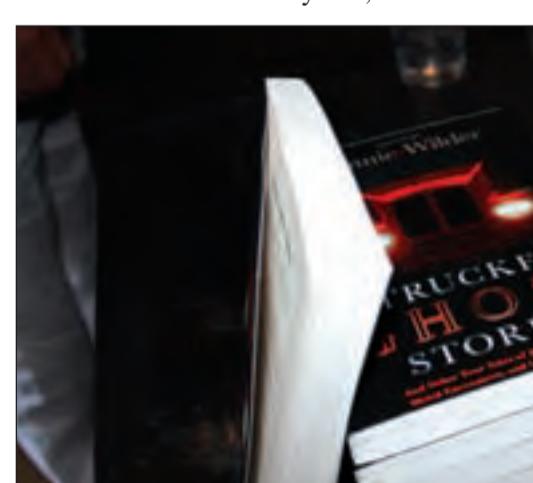
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TALES FROM THE ROAD: Author Annie Wilder signs a copy of her new book *Trucker Ghost Stories*.

rail-thin fellow who wore cowboy boots, black slicked-back hair and a long chain on his wallet. He loved to tell the story of a little ghost girl he saw on the highway. Wilder was hooked on ghost stories.

As she began to gather ghost stories from truckers around the world, she had a vivid dream about Sykes...or was it his ghost, because Bill has been gone for a few years?

In her dream, Sykes showed up with his black slicked-back hair and simply nodded to her and left. She took that as a sign that she had his blessing. It took a few years but Wilder's book *Trucker Ghost Stories* is in book stores and online. I read it and loved it, but then I have enjoyed ghost stories since my father and his friends swapped spooky stories back in rural Cape Breton when I was a kid. I am still a bit of a skeptic, but I keep my mind open. After all, I have only seen one ghost. That's a story for another time.

For bunk-time reading, if you aren't easily spooked, pick up a copy of *Trucker Ghost Stories*. The Forward is beautifully written by trucker Terry Aldershof. He has driven nearly six million miles.

He writes: "These are our stories – stories told by real truck drivers and by their families and colleagues in the transportation world. If you met us, you will be able to recognize us by what they call the thousand-yard stare in our eyes – for we have seen so much more than you ever will." □

– Stan Campbell is host of *Trucker Radio*, a syndicated radio show that can be heard on dozens of country music stations across Canada, the northern US and in Europe. For more info, visit www.TruckerRadio.com.



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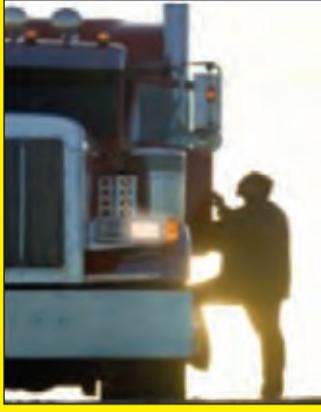
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OPINION**On sidelines of NHL lockout**

As I write this month's column, the NHL owners and the players are miles apart on a new agreement. Yet again, the only real loser in this tug-of-war is going to be you and me.

I consider hockey my favourite sport. Oh sure, I do enjoy spending Sunday watching football, or golf, but for me, hockey rules. In fact, I can count on one hand how many Saturday night games I miss in a season.

If I'm at a dinner party that night, I usually negotiate with the host to at least have the game on even if it means no sound.

If the planets are all aligned and the TV is visible during dinner, I'll pre-plan my spot at the table to get the best vantage point.

You get the picture, and I'm sure I'm not the only one that goes to these extremes.

So when I started hearing about the current problems in negotiating this new contract, I had a flashback to the last time this happened.

The only good that came out of it was that I got a temporary exemption on Leafs jokes. After all, if they aren't playing, they can't be in last place.

So as we all stand by and wait for the Gods of Hockey to figure out how much money they'll be raking in going forward, you and I sit on the sidelines and wait.

Publisher's Comment

ROB WILKINS

And at the end of it all, there will be those who will tell you that they are so disillusioned by the whole process that they won't watch hockey again. They'll say the players and the owners have crossed the line and their greed has caused their kids (we'll call them little Billy and Susie) to boycott hockey forever.

The sad fact is, once this is all said and done, all will be forgiven and we'll all go back to watching our national sport. It's in our blood, just like trucking is for many of you. TV ratings won't plummet and we'll tune in to Don and Ron just as we always have. By the end of the season (if there indeed is a season), all will be forgiven. I wonder if Don and Ron get paid regardless of whether or not there's a season? If not, maybe they could team up for some colourful commentary on Bowling for Dollars.

Break out the bowling shirts; it's going to be a long, cold winter. □

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

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Bridgestone provides deep dive into its operations

By Lou Smyrlis

NASHVILLE, Tenn. – In the words of its own president, Kurt Danielson, Bridgestone Commercial Solutions (BCS) has a tendency to focus on “doing” and not spending enough time talking about its accomplishments.

The company took an important step towards spreading its message last month by inviting business press editors to a Media Boot Camp here to get the inside story on all the new tire technologies and training BCS says will make a real difference for its dealers and customers.

BCS is shooting for some aggressive goals over the next few years, including improving the rolling efficiency of its tires by 25% and reducing the CO₂ content per sale by 35% by the year 2025. Danielson and vice-president of marketing Scott Damon emphasized that

the company is relying on providing total tire solutions and paying close attention to the unique needs of customers rather than producing products and expecting the market to adopt them.

“During the recession, everybody took a closer look at their business and started running it tighter. We have seen a shift in our customer base where they are saying ‘Help us manage our tire programs better, help us find solutions to reduce downtime,’” Danielson said. “Buying a ‘good tire’ is no longer good enough.”

The Media Boot Camp included a deep dive into the company’s new Bridgestone Ecopia truck tire line-up and Bandag FuelTech retread solution. The two product lines, which include five new tires and four retreads, are designed to work together. Using specially engineered com-

pounds which have been paired with matching retread patterns, BCS believes it has created a solution that provides low rolling resistance from the new Ecopia tire straight through to the FuelTech retread while extending casing life.

The Media Boot Camp also included an extensive tour of the company’s Warren flagship tire plant and its education centre. The plant produces around 8,500 truck tires a day, employing four shifts. Plans to increase production by another 1,000 tires a day go into effect next year.

After a drive down the highway, journalists were also treated to a tour of the company’s North American Manufacturing Education Centre where Randy Hanson, technical training solutions manager, showed and explained the different machinery used in a Bandag

retreading plant.

The centre is used to provide educational support to BCS dealers and customers who come to learn such things as basic tire construction, conditions for tire failure, and equipment maintenance and troubleshooting. □

Volvo's 'ballerina' truck stunt video goes viral

GREENSBORO, N.C. – Volvo Trucks’ European division has drawn the eyes of millions to its new FH series via an online video that showcases the truck’s driveability and handling in thrilling fashion.

The video, dubbed ‘The Ballerina Stunt,’ features a young woman walking a slackline (think tightrope, only not tight) between two trucks driving at full speed. American slackliner Faith Dickey is shown successfully crossing between the two trucks before they enter a tunnel.

The film was recorded on an almost completed new stretch of motorway in Croatia, with no oncoming traffic.

Volvo Trucks officials and stunt coordinator Peter Pedrero said safety was of paramount importance for the stunt.

“Stunts are not for the reckless. Safety always comes first. You have to prepare for the worst possible scenario at all times, and plan for how to deal with it. Preparation down to the tiniest detail, meticulous planning – they’re absolutely vital,” revealed Pedrero.

The sweaty palm-inducing film has proven a popular one, with more than 5.7 million views on YouTube since the video was added Aug. 16. Volvo officials say the stunt was possible to carry out due to the excellent stability and handling of the new Volvo FH, which allowed both trucks to maintain a steady gap throughout the stunt.

“It’s not enough simply to say that we are good. We wanted to demonstrate just how much progress we’ve made in the area of driveability and handling,” said Ulf Nordqvist, project manager for the new Volvo FH series.

You can find the video on YouTube by searching for ‘Volvo Ballerina Stunt.’ □

TruckPro expands dealer network

MONTREAL, Que. – TruckPro has announced the addition of seven new members to its network since January. The entire network now consists of 71 service centres, the company announced.

New members include: Mailman’s TruckPro Center, Hebbville, N.S.; Garage Alain Bernier, Senneterre, Que.; DMD Truck & Equipment Services, Picton, Ont.; Quality Truck Repair, Oshawa, Ont.; W. Thur & Sons, Elmira, Ont.; Applecarts Logistics, Fort Saskatchewan, Alta.; Central Valley Truck Services, Kelowna, B.C.; and Creston Truck Services, Creston, B.C. □

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OEM/DEALER NEWS

Volvo I-Shift, Mack mDrive now produced in US

HAGERSTOWN, Md. – Volvo Group has brought production of the Volvo I-Shift and Mack mDrive automated manual transmissions to North America.

The organization has spent US\$8 million and created 50 new jobs in bringing production of its transmissions to the US, the company announced.

"This is an important addition to our North American production capabilities and highlights I-Shift's tremendous growth since its introduction more than five years ago to the North American market," said Ron Huibers, president, Volvo Trucks North American sales and marketing. "I-Shift has been a game-changer, providing Volvo customers with clear fuel efficiency and productivity improvements. We're glad to see the industry now adopting this type of technology."

Also joining the assembly line at Hagerstown is Mack's mDrive. Mack has been building powertrain components at the plant since 1961.

"Expanding our manufacturing activities in the US is important to Mack," said Kevin Flaherty, president of Mack Trucks North American sales and marketing, and a vocal proponent of US-based manufacturing.

"Bringing mDrive assembly to the Hagerstown facility while also meeting the growing demand we've seen since the transmission's introduction in 2010 exemplifies our commitment to investing in what our customers need." □



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Western Star offers SPIF option

FORT MILL, S.C. – Western Star is now offering trucks that comply with Ontario's Safe Productive Infrastructure Friendly (SPIF) requirements, straight from the factory. The SPIF-compliant Western Star features a 22,000-lb Watson/Chalin steerable pusher axle with 72-inch customized tandem spacing that maintains full axle capacity, the company announced.

The SPIF Option Package provides body builders and upfitters with the hardware required to comply with the regulation and reduce upfit time and complexity, according to the company. The system automatically deploys the lift axle when the truck is loaded.

"Our Ontario-based customers can now meet stringent SPIF compliance regulations without sacrificing load capacity or axle performance, all while meeting the highest quality standards expected when installed by Western Star," said Guy Lemieux, marketing segment manager, Western Star. "This builds on Western Star's heritage of offering factory-installed solutions to meet customer's needs."

The factory-installed SPIF unit is now available for order on all Western Star trucks. □

Fontaine Trailer adds Quebec dealer

MONTREAL, Que. – Fontaine Trailer has added Remorques St. Henri to its Canadian dealer network. Remorques St. Henri will be handling the complete line of Fontaine platform and step deck trailers for all of Quebec.

"We are delighted to be represented in Quebec by Remorques St. Henri," said John Hammond, Canadian regional sales representative for Fontaine Trailer Company's platform business. "They are truly a professional organization and are known to deliver industry-leading service and support. That's what Fontaine Trailer Company is all about, and that's why this is such a great fit." □

Want to maximize your tire investment? Take care of the basics: Bridgestone

By Lou Smyrlis

NASHVILLE, Tenn.—The considerable amount of science going into every tire to improve its durability and fuel performance can unfortunately be quickly undone by shoddy maintenance practices.

Consider that a study of scrap tire piles across North America found that the main cause for truck tire scrap-outs is “run flat,” an industry term for tires kept in operation with their inflation 20% below what it should be. Run flat is often the root cause of sidewall ruptures, tread separations and fatigue damage.

And, of course, underinflation has a large impact on fuel performance. Industry research shows that a truck tire underinflated by 10% can reduce fuel efficiency by 0.5%.

“As a fleet, if you have a lousy air pressure maintenance program, you can buy all the new technology you want and you will still be leaving fuel economy on the table,” warns Guy Walenga, director engineering, commercial tire products and technologies, Bridgestone Americas.

Walenga was among a host of truck tire experts who briefed transportation industry journalists on the science behind truck tires at Bridgestone’s Media Boot Camp held here.

Proper vehicle alignment is another basic that has to be taken care of to ensure you are getting the fuel performance and durability you are paying for out of your tires.

The recession and slow recovery has caused many fleets to tighten their operations and try to do more with less; that has made it even harder to stay on top of proper tire maintenance practices.

“It’s our job to make sure (fleets and owner/operators) are keeping their eye on the ball with their tire

practices so they don’t come back to bite them six months down the road,” said John Boynton, vice-president, sales, Bridgestone Commercial Solutions.

The company actively helps out by putting on educational seminars, conducting fleet inspections, working through the findings, and collaborating with fleets to put better tire programs in place, pointed out Kurt Danielson, president, Bridgestone Commercial Solutions. It also educates its dealers to help them understand good and bad maintenance practices, which they can then pass on to their customers.

“You’ve got to take care of the basics,” Walenga stressed. “These tires are assets, not commodities. They are expensive stuff.” □

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Ryder opens first B.C. sales centre

SURREY, B.C.—Ryder System has opened its first-ever sales centre in British Columbia. Located at 9616 188th Street in Surrey, the centre is situated along the 57 Trans-Canada Highway and just down the street from Ryder’s full-service maintenance facility on 190th street. Darryl Wood will serve as the facility’s used vehicle sales manager.

“The Surrey facility enables Ryder to better serve our valued B.C. customers and accommodate the increasing demand for quality used vehicles in the Greater Vancouver area,” said Michael Cagney, director of asset management for Ryder. “With this new location, we can conveniently provide businesses with affordable, professionally-maintained used vehicles to support their needs.”

Ryder will be hosting an official grand opening event for local businesses at the new facility on Sept. 25. The event will feature a barbecue and raffle drawing, as well as discounts on vehicles. □

Trailer repair shop's invention looks to prevent trailer-top tumbles

By Adam Ledlow

MISSISSAUGA, Ont. – Trailer roof repairs are a common practice in truck and trailer yards, but a simple misstep can spell disaster for both the company and the technician. To avoid the injury-related – and, ultimately, legal – ramifications of falls from trailer tops, many companies simply outsource such services, regardless of the simplicity of the repair.

Sousa Truck Trailer Repair had been just such a company, before opting to take matters into its own hands. The Mississauga-based company has created the tentatively titled 'Mobile Fall Arrest System,' a safety system designed to prevent falls during trailer repairs. Starting as a few scribbles on the back of a napkin over the Christmas holidays by company president John Sousa, the prototype is now in its seventh

incarnation and ready for use by the company.

So, what sets Sousa's system apart from others like it? Johnathan Sousa, customer service rep for the company and son of the elder Sousa, explains: "Every mobile fall arrest system has three parts: there's the anchorage part, there's the lanyard and then there's the harness. We've developed an anchor that can fit onto the top rail of the trailer so that we can hook up our lanyards to our body harness and be able to do repairs on the trailer. We've also attached two wheels onto the top of the anchor so that it can be mobile on top of the trailer so that you can move from repair to repair."

The mechanism is in line with RR521 (regulations than govern working at heights). The system is



SAFETY-CONSCIOUS: Inventors of this safety system hope it will one day be an industry standard.

also capable of withstanding up to 5,000 lbs of force, divided between the aircraft cable, the anchor, the

lanyard and the harness.

Sousa says the company's mechanics have had the opportunity to test drive the Mobile Fall Arrest System and have given it the thumbs-up from both a safety and ease-of-use standpoint.

"The best thing is that they are comfortable using it. If it's an inconvenience, then no one's going to want to go through the trouble of suiting up in it to get on to the trailer," he told *Truck News*. "If it takes too much time, then...you're just charging your customer more and that's something that you want to avoid."

While marketing the product to outside repair companies is a possibility down the line, Sousa says that for the near future, the safety system will be limited to the company's hands.

That said, Sousa notes that he would like to see the product ultimately become the industry standard for trailer repair.

"We'd like it to be a regulation that you need this mechanism to get on top of a roof," Sousa says. "We'd just like to eliminate the number of mechanics getting injured on the job as much as we can. There's no worse thing than someone putting out their life to make money for their family – so we'd like to make it a much easier process for everyone."

To see the system demonstrated, watch for an episode of *TMTV On the Road* at www.youtube.com/transportmatters. □

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Trailer Wizards opening two new Sask. branches

REGINA, Sask. – Trailer Wizards is opening two new branches in Saskatchewan. The new locations – in Regina and Saskatoon – are intended to link Trailer Wizards' Prairie region between Calgary, Edmonton and Winnipeg, the company recently announced.

According to officials, the new Trailer Wizards locations will offer customers: a wider selection of trailers and parts; a convenient one-stop trailer shop; state-of-the-art equipment; and competitive pricing.

"Saskatchewan is a growing province," said Gary Myroniuk, vice-president of the Prairie Region for Trailer Wizards.

"Our new locations will help to create jobs, make equipment readily available, and potentially lower the cost of companies doing business in and around the province."

The Regina location, managed by Mary-Lou Gibson, can be found at 445 Winnipeg Street and can be contacted at 306-522-3495.

The Saskatoon location, managed by Ron Gurski, can be found two miles north of 71st Street on Highway 12 North and can be contacted at 306-230-6688. □

Tire makers cope with raw material price volatility

By Lou Smyrlis

NASHVILLE, Tenn. – Business volumes continue to look positive for North America's tire manufacturers but the outlook on their costs remain uncertain due to volatile raw materials pricing.

"Predictability has been almost impossible with raw materials. There are too many things going on. It's like trying to predict the stock market," attested Kurt Danielson, president Bridgestone Commercial Solutions during the company's recent Media Boot Camp.

A basic truck tire with four-belt construction can contain 14-15 different rubber compounds. The price of rubber has come down of late but is still up substantially when looking at it over a 10-year window. There is concern that once the North American and world economies kick back into full gear the resulting increase in production will place pressure on raw material inventories and thus pricing.

Higher raw materials costs pose a particular challenge to tire manufacturers selling into the for-hire and owner/operator truck market segments. Profit margins remain thin in these sectors and as a result most customers are very adverse to any price increases.

Would this then be the right time to buy more rubber and other raw materials at the current lower pricing in anticipation of higher pricing to come?

Not necessarily, according to Danielson and other Bridgestone officials.

"We are trying to take as much volatility out of the equation as we can because it's not good for us and it's not good for the trucker. We have plans to hedge as much as we can. But there is a risk in buying too far out," Danielson said.

The many offshore manufacturers based in India and China which have been pumping low-cost tires into the North American market are another threat the established brands have to contend with when considering their pricing.

For their part, Bridgestone officials say they differentiate themselves by focusing on and educating buyers on total cost when it comes to tire purchasing.

"It's not about the acquisition price. It's about the total cost over the life of the tire," said John Boynton, vice-president, sales, for Bridgestone Commercial Solutions. "Customers are saying 'Help us with the predictability of our tire costs,' rather than 'What is the cheapest price you've got?'"

Danielson also pointed to the increasing amount of government regulation, particularly on the environment side, which he believes will make it continually more difficult for offshore low-cost tire providers to stay in the game.

And with the SmartWay program now extended to retreads, shippers themselves may start to play a larger role by demanding that their carriers only use SmartWay-approved products.

"The offshore products are a threat but we don't fear them long-term because we believe we have something that differentiates us," said Scott Damon, vice-president, marketing. □

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Navistar's new path

Navistar executives speak out on their new engine platform, why their in-cylinder emissions strategy didn't pan out and the key advantage they have going forward.

By James Menzies

LISLE, ILL.—A bold bid to establish a “sustained, product-based differentiation” within the marketplace fell short as Navistar International announced last month it would add selective catalytic reduction (SCR) exhaust after-treatment to its engine line.

Navistar had originally committed itself to achieving EPA2010 emissions standards using only advanced exhaust gas recirculation (A-EGR), while all its competitors chose to pursue SCR, which requires the use of urea-based diesel exhaust fluid.

During a candid discussion with trade press journalists at Navistar's Lisle, Ill. headquarters, Jack Allen,

president of the North American Truck Group, said the company was forced to change its emissions strategy when it became clear it would be unable to certify its 13-litre Advanced-EGR MaxxForce engine before cashing in the last of its emissions credits. Credits were earned for producing engines that were cleaner than required under previous emissions standards, but those credits ran perilously low before the company was able to certify its A-EGR engines at 0.2 grams NOx.

“That's really where the wheels came off the cart,” Allen said. “It's not in the technology; it's really in the timing of that technology being

ready versus when the credits were going to run out. We got to the point in the intersection where those two factors were coming together like a freight train.”

Allen lamented, “It looks like we'll never know if the technology and the credits would have lined up.”

Navistar's initial decision to take a different approach to EPA2010 emissions standards than all its competitors was borne from a desire to achieve a long-term differentiation in the marketplace, Allen explained.

“The real key is, you have to provide an advantage for yourself but you also have to provide an advantage for the customer or the formula doesn't work. When we looked at 2010 emissions, we thought there was a way to have a sustained competitive advantage with a non-urea engine,” Allen

recalled. “We really believed we had the opportunity to get there from a differentiation standpoint, and we think it would've been good for our customers to have a system that didn't require SCR and that provided a lower operating cost.”

Moving forward, Navistar International says it will pay non-conformance penalties (of US\$3,775 per engine) while also redeeming its remaining emissions credits until it's ready to roll out its new ICT+ (In-Cylinder Technology Plus) solution next

May. ICT+ combines Navistar's in-cylinder emissions technologies with proven selective catalytic reduction (SCR), which will be supplied by Cummins. It will also offer International trucks with the Cummins ISX15 engine as early as January.

Allen said Navistar has secured a \$1-billion loan and is confident the production and sales of its engines into the North American market will go uninterrupted as it transitions to the new technology.

“We continue to expect there's not going to be any interruption in our production,” Allen said. “We'll go from building trucks with the interim NCPs to building trucks with the final NCPs until we get to the point where our SCR system is integrated into all of our products. By our projection, we have enough credits to get us into next year, certainly until the other side of when the Cummins engine will be available (in January).”

As for its relationship with Cummins, Allen said a Memorandum of Understanding is in place, which will soon be proclaimed an official supply agreement.

“It's quickly moving to a supply agreement to re-establish a strategic relationship with them across a number of fronts, the first one being their aftertreatment system,” Allen explained. He said Navistar maintained ties with Cummins through the past two years and in fact sold more than 11,000 trucks with Cummins power into its export markets in 2011.

“It wasn't a big stretch to get back together with Cummins,” Allen said.

Navistar officials said in some ways, the company will benefit from adding Cummins' SCR technology to its trucks after the system has proven itself over a couple years in the field.

“Everybody had issues delivering their (EPA2010) products,” said David Majors, vice-president, product development, North American platform with Navistar. “That's the benefit of us coming in later with SCR, those lessons have been learned.”

Navistar will also benefit from the extensive knowledge it gained on controlling NOx in-cylinder, officials said.

“The advantage we have is we've gone way deeper into EGR than our competitors have had a need to,” said Tim Shick, vice-president, North American engine sales. “That's what we feel is going to give us an advantage going forward.”

While Navistar will dial back EGR flow rates, Allen said “because of all the work we've done on our in-cylinder product, we're in the best market position to be able to optimize the engine and aftertreatment and to drive the best performance and best fuel

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economy in the marketplace."

Navistar hasn't yet decided whether it will continue to develop its own 15-litre MaxxForce engine, or rely solely on the Cummins ISX15 to appease customers with big power requirements.

"We're going to have to make some decisions on whether we continue with that engine or go with the ISX," Allen said. "The decision hasn't been made." Allen confirmed to *Truck News* that the International LoneStar would remain an offering.

"We will add SCR to the LoneStar product and then we've got to evaluate the 15-litre, the cooling and all that kind of stuff to determine if we can go forward with the 15-litre (on the LoneStar)," he said. "We'd sure like to. The LoneStar is a product in our future, for sure."

For now, Navistar is focusing most of its attention on its highest volume products, bringing out its ICT+ engine and packaging the SCR system on the ProStar+ chassis. The installation of the SCR system has been fairly straightforward, officials said. They showed visiting journalists an International ProStar+ with a Cummins ISX engine with SCR under the hood.

The Cummins engine was pulled from a competitive truck and installed in the ProStar+ and driven from Colorado to Illinois without any issues, Majors explained.

Most trucks will use a switchback installation configuration, with the majority of the SCR components packaged underneath the passenger side steps. The company already has developed several SCR configurations on its various chassis to fit the needs of the vast majority of its customers.

"It's a pretty clean installation for us," said Majors. Officials said new trucks with either ICT+ or the Cummins engine with SCR will be priced competitively.

"We compete in a very competitive market today and it's our intention to compete in that market going forward from a price/value equation," Allen said.

There are about 40,000 MaxxForce 13 advanced EGR engines currently in the market, and Allen said Navistar expects them to retain their value.

"What happened when the industry went from 2009 to EPA2010 and what happened to the value of a non-SCR used truck? It went up, there was a marked pickup in the value of used trucks during that period in time," Allen reasoned.

Shick noted the base engine will remain the same when SCR is added next year.

When a decision was made to add SCR, Navistar moved very quickly to communicate the new strategy to employees, dealers and customers. Dealers, Allen said, appreciate the certainty of the new approach and the expanded product line but engineers who've committed the last few years of their lives to achieving the EPA2010 standard without SCR had mixed feelings.

"Are people disappointed the original strategy didn't work? Of course. But clarity of a direction is a really powerful motivating factor; probably more powerful than any of us realized until we did it," Allen explained. "The time this was taking, the anxiety it was driving, the uncertainty...I think there's a lot of relief."

While a seemingly humbler Navi-

star is looking ahead and eager to roll out its new engine line, Allen made no apologies for the company's motivations to pursue a non-SCR engine.

"Great American companies innovate," he said. "Great American companies differentiate themselves in the marketplace. It doesn't always work out as well as intended."

Whether or not Navistar could eventually have gotten its MaxxForce 13 certified if it had more time, and whether doing so would have provided the truck and engine maker with a significant advantage in the market, are questions that will go unanswered.

"I would just say, we came to the conclusion that the time required to continue on the process we were on, relative to the anxiety this was causing internally, with the dealers, the analysts and investors, that it was time to take a different direction and move ahead," Allen said.

"There was no real one event that drove that. We made a decision to go in a different direction and that's where we're going." □

Beleaguered Navistar replaces CEO

LISLE, III. – Shortly after *Truck News'* visit to Navistar's HQ, the company appointed Lewis B. Campbell, former chairman, president, and CEO of Textron, as executive chairman of the board of directors and interim CEO for the company. Daniel C. Ustian stepped down as chairman, president, and CEO and left the board of directors. The company also announced that it has promoted Troy A. Clarke, currently president of truck and engine operations at Navistar, to the position of president and COO of Navistar.

The announcement came shortly after the company's decision to change gears with its engine platform, adding selective catalytic reduction exhaust aftertreatment to its engine line after originally committing itself to achieving EPA2010 emissions standards using only advanced exhaust gas recirculation.

"Lewis Campbell is a high-calibre executive who brings to Navistar deep and broad strategic, technical and operational skills and a proven track record of leadership with global industrial companies – including 24 years of experience in product design, engineering and manufacturing in General Motors' automotive, trucking and component businesses and seventeen years in senior leadership positions at Textron including more than 10 years as chairman, president and CEO. We are very pleased to have him join the team," said Michael N. Hammes, Navistar's independent lead director.

Campbell served as chairman of Textron, a \$12-billion publicly-traded industrial company, from 1999 to 2010, CEO from 1998 to 2009 and president for most of the period from 1994 to 2009. □

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While a seemingly humbler Navi-

OEM/DEALER NEWS

ABS Trailers turns 25, offers discount for remainder of anniversary year

REASON TO CELEBRATE: ABS Trailers staff gather for a photo to commemorate the company's 25th anniversary.

ASBESTOS, Que. – ABS Trailers, a fast-growing manufacturer of live bottom trailers, is celebrating its 25th anniversary this year.

The company got its start as a subcontractor a quarter century ago and began manufacturing live bottom trailers in 1990.

Today, it has a presence across Canada, with sales offices in Ontario and Quebec and distributors in Atlantic Canada (Gillis Truckways) and Western Canada (Fort Garry Industries). Francois Gouin, president of ABS, said the company kicked off the 25th anniversary celebrations at the start of the year with a Christmas party for staff, customers and suppliers.

The celebration has continued throughout the year, in the form of a \$1,600 discount on certain trailers. That deal will be offered until the end of the year, Gouin

told *Truck News*.

Gouin attributes the company's recent success to its single focus on manufacturing live bottom trailers.

"We are a live bottom manufacturer, we don't do any other type of trailer," he said. "Our goal is to be the leader. We're not the biggest, but we want to be the best. We keep this in mind all the time and whenever we're on the road talking to mechanics, drivers and company owners, we really take what they say about our trailer into consideration. We aren't making all kinds of surround equipment, we don't try to promote all kinds of equipment on the trailer, we have a trailer made for aggregate and rock and granular transportation and we keep with the one mission which is to transport material efficiently with the best price and nice looking equipment."

This year also marks the development of an interesting experiment in Quebec, where the company has built a prototype trailer where the two rearward axles on a three-axle trailer oscillate in line with the front of the vehicle. While it's not SPIF-compliant for the Ontario market, it shows great promise in Quebec, Gouin said.

"It give us a really good feeling of what the future might be," he said, noting the technology was imported from Europe.

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

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NEW PRODUCTS

Thermo King unveils Precedent line of EPA-compliant reefer engines**Officials say new line boasts double-digit fuel savings**

By Adam Ledlow

MISSISSAUGA, Ont. – Thermo King is looking to set a “precedent” with its new trailer temperature control program, going as far as to say it has “staked (its) legacy” on the reefer unit’s performance. The new unit, aptly branded the Precedent, comes at the close of a years-long process of achieving regulatory compliance with the Environmental Protection Agency’s latest standards.

The final – at least for the foreseeable future – set of regulations for engine emissions (for engines with 25-50 hp), dubbed Tier 4, come into play beginning Jan. 1. Officials say the Precedent was built from the ground up in an effort to deliver “double-digit fuel savings, best-in-class performance and lower life-cycle costs.”

Announced in concert with the Precedent, Thermo King will also be offering a full range of EPA-compliant truck and auxiliary power unit (APU) solutions.

“Building on a long history of state-of-the-art engineering, we called on our global development teams to create breakthrough solutions that add value while providing regulatory compliance,” said Ray Pittard, president of Thermo King North America. “The innovative Precedent platform and new truck and APU solutions provide our customers with the peace of mind that they have met regulatory requirements while delivering leading performance, significant fuel savings and lower life-cycle costs – all tested under real-world conditions.”

To celebrate the launch of the Precedent, Thermo King of Toronto invited media, customers, and other industry officials to attend an afternoon celebration at its Mississauga facility Aug. 30, where *Truck News* received an up-close look at the latest from Thermo King’s reefer line.

Engine

Recognizing the different needs of its customers, Thermo King is offering the Precedent in two series: the S-Series and C-Series. The S-Series features Thermo

King’s ‘Evergreen’ solution, which is designed to meet the strictest requirements of the 2013 emissions regulation without having to invest in compliance technologies down the road.

A “cutting-edge” fuel injection system is designed to deliver optimal fuel injection at “exactly the right time” to control particulate matter emissions within the engine cylinders via a high-pressure common rail that elevates fuel pressure to approximately 20,000 psi, according to the company.

The fuel injection system allows the engine to run cleaner, which Thermo King officials say eliminates the need for an expensive, high maintenance aftertreatment system like a diesel particulate filter.

Another factor in the Precedent’s “clean” approach is its diesel oxidation catalyst (DOC), engineered to reduce hydrocarbons and carbon monoxide without penalizing fuel efficiency.

The fuel injection system, DOC and a custom-made exhaust gas recirculation (EGR) solution combine to create a triple threat: “a total system that not only runs incredibly clean, but also helps deliver double-digit fuel savings for your operation,” the company boasts.

For customers seeking a lower first-cost option, Precedent is also available in the C-Series, which Thermo King promises will still offer “improved efficiencies” and “superior reliability” – without breaking the bank.

The current S- and C-Series options include:

- The S-600, a greater-than-25 hp single-temperature unit with an Evergreen engine for use in California;
- The S-700, a greater-than-25 hp high-capacity single-temperature unit with an Evergreen engine for use in California; and
- The C-600, a less-than-25 hp single-temperature unit with an allowed useful life in California of seven years.

A multi-temp option, the S-600M, is scheduled to be released in October.

Options

Thermo King officials say the new Precedent platform offers a variety of engine options and configurations that keep all applications in mind.

The Precedent offers both high (19 hp) and low (12 hp) options in its SmartPower package. The 19-hp motor offers the same heating and cooling capacity as a diesel engine without sacrificing fuel via a 460-volt power solution, the company says.

The 12-hp motor is intended to maintain controlled temperatures once they’ve reached their desired set point and is available in either a 230- or 460-volt power solution.

Customers also have the option of a traditional alternator or an



READY FOR TIER 4: Thermo King says its new Precedent reefer line will deliver substantial fuel savings.

electronically driven battery charger, in addition to a variety of aesthetic options, including available LED lighting, chrome grills and accessories.

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

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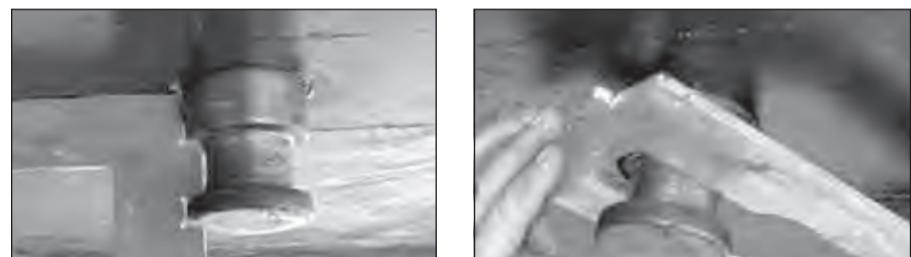
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NEW PRODUCTS

Radar advancements bring big improvements to Meritor Wabco's OnGuard

By James Menzies

ROCHESTER, Mich. — Meritor Wabco has greatly enhanced its OnGuard collision mitigation system, by improving the radar and adding stationary object detection.

The new OnGuard system, available Oct. 1, combines a collision warning system with adaptive cruise control with active braking and collision mitigation. The new system features a vastly improved radar that can differentiate between large and small objects, which will significantly reduce the number of false alarms generated by items such as pop cans.

"It has very improved object tracking capabilities," Alan Korn, director, brake systems integration with Meritor Wabco explained during a recent demonstration. "What's critical for stationary object detection is, most current radar systems have a very difficult time. It's easy to see the object but it's difficult to determine the size of the object with radar. Today, we see every object but what we can't differentiate is the difference between a Coke can or a heavy truck – it just sees it as an object. This next generation can differentiate the size of the object."

The new version of OnGuard to be released this year provides audible alerts when a stationary object is detected. A new version, slated for release in 2014, will add automatic braking when an object is detected in the path of a vehicle.

Another improvement over the previous OnGuard system is a feature called Evasive Maneuver Check, which determines if there are vehicles alongside the truck and then uses that information to decide when to intervene. A truck driver who has cars on both sides of his vehicle will receive an intervention earlier than one who can safely make an evasive maneuver when warned of an imminent rear-end collision, officials explained.

Korn said this is possible due to a new short radar beam that can



STANDING ON-GUARD: Radar advancements have significantly improved Meritor Wabco's OnGuard collision mitigation system.

see across a 56-degree span in addition to the long beam that looks 200 metres ahead but only has a span of 18 degrees. (By comparison, the current OnGuard system has a single radar beam that sees across a 10-degree span up to 150 metres ahead). The radar is now able to detect up to six vehicles, compared to the previous version, which could identify only three.

"With the new system, if it sees there's a vehicle in the adjacent lane, it realizes the driver can't do an evasive maneuver so it can start the braking process earlier," Korn explained. "We believe this is going to further reduce the number of rear-end accidents that are going to occur."

The new system also offers auto-alignment, which eliminates the need to periodically adjust the alignment of the radar.

Also new is an improved driver display, with a larger, higher-resolution screen with day- and nighttime settings to reduce driver distraction.

The OnGuard system's adaptive cruise control sounds audible alerts, haptic warnings (a rapid pulsation of the brakes to get the driver's attention) and then applies the appropriate brakes when a rear-end collision is imminent. It

is functional regardless of whether or not the vehicle is in cruise control.

"Our next generation of OnGuard is a step change in the functionality of collision safety systems and we believe it represents a significant technological leap forward in reducing crashes involving commercial vehicles," said Jon Morrison, president and general manager, Meritor Wabco. "With more than three billion miles logged on more than 25,000 OnGuard units in the market, our depth of experience in this technology takes us to the next level to further reduce the risk of rear-end crashes on our roads and highways."

Meritor Wabco demonstrated the system to *Truck News* on a high-speed track at Ford's Michigan Proving Grounds. All manner of potential crashes were avoided on the track even when the driver's foot remained on the throttle. While the company doesn't promise to eliminate all rear-end collisions with its OnGuard system, it says it will at least slow the truck down enough to mitigate the impact and hopefully prevent injuries. In most cases, however, the system seems capable of preventing the accident altogether. The system seems particularly useful

when a distracted driver comes upon stopped traffic or in the event of medical emergencies in which the driver is unable to bring the truck to a stop on his own. □

Meritor Wabco offering LDW with drowsy driver alert

ROCHESTER, Mich. — Meritor Wabco has announced availability of a lane departure warning system that offers drowsy driver detection capabilities.

The system, built on the SafeTrak technology developed by Takata Corp., will be available for fleet installation beginning in October, the company announced. Meritor Wabco's LDW system is a forward-looking, vision-based system that monitors the road and the vehicle's position in the lane. It provides audible alerts when the driver strays from his or her own lane without the turn signal activated.

The system uses "advanced image analysis algorithms" to detect a wide variety of lane markings and can even determine the lane parameters in bad weather, including snow, officials say.

Included in the system is a Driver Alertness Warning (DAW) function that notifies a driver when they have been weaving within their lane of travel. Company officials cited Federal Motor Carrier Safety Administration (FMCSA) data that shows "failure to keep in proper lane" is the third most cited reason for a fatal truck accident. The FMCSA has also projected that fleets can achieve a payback of as much as US\$6.55 for every dollar spent on lane departure warning systems.

The system uses a single camera that's mounted to a bracket on the windshield. It offers automatic calibration and simple diagnostics, Meritor Wabco officials said during a press preview of the technology.

The first version, which will be available in October, will offer lane departure warnings and drowsy driver alerts. A more advanced system, to come later, will add video storage capabilities as well as a collision warning system.

"Customers recognize our continuous commitment to optimize safety products and have expressed great interest in our new system," said Jon Morrison, president and general manager, Meritor Wabco. "With more than 800 million North American commercial truck miles logged, Meritor Wabco's LDW system with the addition of next generation SafeTrak technology by Takata broadens our portfolio of active safety systems for the commercial vehicle, allows us to be a single, integrated supplier for all critical safety needs, and provides the fleet with a valuable tool in improving safety and reducing costs."

Meritor Wabco will handle all sales and technical support for the system. □

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Bridgestone showcases the science behind new Ecopia tire designs

By Lou Smyrlis

NASHVILLE, Tenn. – Tires could very well be the Rodney Dangerfields of the trucking world; they simply don't get the respect they deserve. They may seem simple and utilitarian but the science that goes into their construction is considerably sophisticated.

That much is quickly made evident as one listens to Guy Walenga, director of engineering for commercial products and technologies, Bridgestone Americas. Walenga has a wealth of knowledge about tire design and during the company's Media Boot Camp held here recently, he shared it with transportation industry journalists.

That "simple" truck tire with a basic four-belt construction actually includes 14-15 different rubber compounds, each chosen for a specific set of properties, not to mention a series of agents to help the rubber cure faster, resist oxidation, etc. Each of these compounds cures under a certain temperature, time and pressure yet they must all cure at the same time to produce a tire.

That's just the basics, of course. As Walenga showed, tire design has taken on a great deal of sophistication over the years. For example, Bridgestone's focus is on a total tire solution. Its new Ecopia lineup, first introduced to the market at the Mid-America Trucking Show in the spring, includes five new tires (steer, drive and trailer positions) and is married to four new tread designs in the Bandag FuelTech line (drive and trailer positions).

The idea is to provide a fuel-efficient solution from the original tire through to the retread.

Utility adds two dry van steel options

CITY OF INDUSTRY, Calif. – Utility Trailer has announced that two new high-strength steel options are now available for its 4000D-X Composite dry van. The high-strength steel side panel option is currently only available for the DX-100, which comes as an alternative to the standard .040" aluminum side skin. Officials say the option provides a means of countering fluctuations in the price of aluminum.

Using the same exterior side skin material found on plate trailers, the new option features .016" high-tensile 80,000 psi, pre-painted white galva-

Bridgestone believes the tires can save up to 29% in total tire wear costs when retreading an Ecopia casing with Bandag FuelTech.

Walenga walked through several of the enhancements built into the new tires. Within the tire tread, Bridgestone is using a patented polymer technology called NanoPro-Tech. Using this technological advancement, quality carbon black is dispersed more uniformly within the rubber, better controlling particle movement and thus reducing energy loss. Why this matters is because the end result, according to Walenga, is improved fuel economy through lower rolling resistance.

The company has also turned to a proprietary sidewall compound to reduce heat generation, which reduces rolling resistance and improves fuel economy without compromising protection for the tire. The sidewall of the M710 drive radial and the R197 trailer Ecopia tires also contain less bead filler volume as a way to lower tire weight and improve fuel economy. Walenga said about two pounds have been removed from the tires through this design enhancement, which had been used in the Japanese market for about six years before being tried in North America.

"You can barely see the difference but if you touch the tire you can feel it," Walenga said.

The company's line of wide-base singles, called Greatec Ecopia, include a patented Waved Belt design to improve durability and create a more retreadable casing, particularly when paired with a Bandag FuelTech product. □

nized steel panels that cover the full length of the trailer, including the front wall. Additionally, a new sidewall system will be made available for both the optional DX-100 and the standard DX-101. It features 18-gauge, 100,000 psi galvanized steel sidewall posts in the bay area, which officials say offers significant weight savings for increased payload capacity.

"When combined, this unique pairing reduces weight while adding to the bottom line, making it a winning combination," said Craig Bennett, Utility's senior v.p. of sales and marketing. □

Chevron introduces new synthetic engine oil

DALLAS, Texas – Chevron has introduced a new Delo 400 LE synthetic 5W-30 engine oil it says can improve fuel mileage by up to 2% in Class 8 long-haul vehicles and 4.5% in medium-duty trucks.

The oil was formulated to maximize fuel economy while also meeting engine manufacturers' performance requirements, Chevron announced at the Great American Trucking Show.

The fuel-saving potential is in comparison to SAE 15W-40 oil and has been validated through SAE J1321 fuel consumption testing, Chevron says.

The new oil complements Chevron's Delo 400 LE SAE 10W-30 oil to provide a line of oils that excel at improving fuel economy without sacrificing engine durability, the company claims. It insists its fuel-efficient engine oils have proven through lab and field durability tests to match 15W-40 oils in engine wear and drain intervals.

"We understand that many of our customers are focused on managing fuel costs. Lubricants can play an important role in improving fuel economy, allowing fleet owners to reduce operating costs and stay competitive," said Jim Gambill, North America Commercial and Industrial brand manager, Chevron. "Chevron is committed to helping its customers decrease expenses by delivering products designed to reduce fuel consumption. Our new Delo 400 LE Synthetic SAE 5W-30 is part of Chevron's vision to offer a line of lubricants that deliver fuel economy without sacrificing engine or component durability."

In addition to improved fuel mileage, Chevron says its newest offering provides consistent cold engine starting, minimizes operating costs and extends emission control system life. Delo 400 LE Synthetic SAE 5W-30 will be available across North America in the fourth quarter of 2012, Chevron announced. □

Meritor Wabco's ESCsmart to adjust to changing vehicle characteristics

By James Menzies

ROCHESTER, Mich. – Meritor Wabco's electronic stability control (ESC) has gotten smarter.

The company recently showcased a new "self-learning, drive-it-away" ESCsmart system.

It responds to the changing performance characteristics of a vehicle over time without requiring future calibrations once the truck leaves the assembly plant, officials said.

As a result, the new system always performs optimally through the life of the vehicle. It also reduces system maintenance by eliminating the need for recalibrations, even after wheel alignments or when an ECU is replaced in the field.

The new and improved ESC system from Meritor Wabco will be available in 2014.

"We continually look at ways to improve base technology so that we can offer the industry more value. ESCsmart is a significant step in the evolution of electronic stability control," said Jon Morrison, president and gen-

eral manager, Meritor Wabco. "The technology advancements with self-learning will not only help save manufacturers time and cost in the validation and application process, but fleets can reduce downtime due to the need for reprogramming the ECU every time they have a truck and/or trailer configuration change."

Meritor Wabco currently has more than 150,000 stability systems deployed across North America.

During a recent demonstration, Alan Korn, director, advanced brake systems integration with Meritor Wabco, said the company's ESC system has a 100% re-order rate.

The system is available on trucks built by Daimler Trucks North America, Paccar and Navistar.

A University of Michigan Transport Research Institute study has found that electronic stability control can reduce roll-over crashes by 50% while eliminating 25% of loss-of-control accidents. □



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NEW PRODUCTS



Mack has upgraded its **Pinnacle highway model** with: an optional centre storage console; optional ambient red floor lighting; a standard 'dead pedal' for improved ergonomics and comfort; a standard dash-mounted shifter keypad for the mDrive transmission; and self-cancelling turn lights, which are standard on trucks and optional on tractors. Also new is a remote in-dash sleeper auxiliary HVAC switch so the driver can pre-warm or pre-cool the sleeper cab from the driver's seat. For more details, see a Mack dealer.

Webb Wheel has introduced the Vortex Unlimited **brake drum** for drive, steer and trailer axle applications. The company says the drum has been designed to run cooler than other drum brakes due to improved heat transfer efficiency. The drive and trailer axle configurations feature Webb's wear indicator, which the company says indicates operators can expect 25% more life from the Vortex Unlimited. Operating temperatures are about 10% lower than standard drum brakes,

thanks to cast-in exterior ribs that conduct heat away from the brake surface. For more information, visit www.webbwheel.com.

Friction manufacturer Fras-le has come out with a new **air disc brake pad program** for the North American aftermarket. The program includes 11 part numbers sold under the Extreme Service brand, covering more than 59 applications on 12 brake systems, the company announced. The Fras-le air disc brake pads are made of OE-quality friction material and offer reliable, quiet, durable and longer life performance, the company claims. For more, visit www.fras-le.com/nabrakes.

tle maintenance and no lubrication, the company says. They're available for single or tandem axle configurations and are rated up to 40,000 lbs. The Air Trac is also available in single and tandem drive axle configurations and has a maximum capacity rating of 46,000 lbs. For info, visit a Pete dealer.

Betts Spring has expanded its line of spray suppression components to include **quarter fenders**. The SprayOff poly quarter fenders are available for immediate shipment for distribution throughout North America, the company announced. For more information, visit www.betts1868.com.

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Accessories



Meritor Wabco has announced a new **electronically controlled air suspension (ECAS) for 6x2 configurations**. The system allows the driver to shift weight to the drive axle to reduce wheel spin in low-traction situations. More fleets are spec'ing 6x2 configurations to increase payload and save fuel. Meritor Wabco officials said about 400 lbs can be saved by switching to a 6x2. However, the configuration can remain a challenge in low-grip scenarios. ECAS is designed to improve a truck's air suspension control system by electronically maintaining a set ride height between the axle and chassis as road and vehicle characteristics change. The pressure control of the air springs is only adjusted when there's a change in the load, officials explained. The new system will be available beginning this month.

TRP has announced availability of a **driveshaft component program**. The program offers premium u-joints and center bearings in a variety of sizes and applications, the company announced. It also offers axle seals in various sizes. More info is available through Kenworth and Peterbilt dealers or by visiting www.trpparts.com.

Peterbilt has added its **proprietary Air Leaf, Low Air Leaf and Air Trac drive axle suspensions** to its Model 382. The truck maker says the new suspensions offer a smooth, controlled ride and excellent braking and handling features. The Air Leaf and Low Air Leaf suspensions require lit-

Mack has come out with its own proprietary **Bulldog-branded coolants**. The new coolants include: Mack Bulldog Extended Life (ELC) Coolant; and Mack Bulldog Heavy-Duty (HD) PF Coolant. The former has a service life of 600,000 miles/12,000 hours/48 months while the latter is good for 300,000 miles/6,000 hours/24 months. They're designed for use in a wide variety of cooling system applications including on-and off-road and stationary engine applications as well as gas, diesel and natural gas truck engines.

Truckers who still prefer a printed road atlas over GPS will be pleased to know the 2013 edition of Rand McNally's Large Scale Motor Carriers' **Road Atlas** is now available, featuring maps that are 37% larger. The atlas was last printed in 2010. It features tear- and water-resistant pages, a spiral binding for stay-flat pages and maps with larger images and types than those in the regular book. The atlas is available for US\$59.99 exclusively in Travel Centers of America and Petro locations across the US. □

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FLEET NEWS

Wheels Group buys MSM Transportation

BOLTON, Ont. – MSM Transportation has been purchased by Wheels Group in a deal expected to wrap up by the end of September.

MSM has been named one of Canada's 50 Best Managed Companies for 15 straight years and has operations in Bolton, Ont. as well as in California.

It boasts same-day service within southern California and has established high-volume consolidation lanes to major Canadian cities and select US destinations.

"The acquisition of MSM supports our strategic goal of enhancing and

broadening Wheels' portfolio of logistics services by adding a well-established multi-national LTL component," said Doug Tozer, CEO of Wheels. "MSM customers will benefit with access to additional logistics services provided by Wheels. A quick integration is anticipated, given the high degree of compatibility between information systems and with both companies being ISO-registered for over a decade."

MSM earned revenue of about \$44 million in 2011. The purchase price is about \$18.6 million, Wheels Group reported. □

Bison's Britton Transport buys US trucking firm

GRAND FORKS, N.D. – Britton Transport, a US subsidiary of Bison Transport, has acquired Scott's Express and Scott's Transportation Services, located in Grand Forks, N.D. Scott's is a nationwide trucking and truck brokerage company, specializing in agribusiness throughout the US and parts of Canada.

"The acquisition of Scott's expands and builds upon Britton's customer relationships and capabilities as a logistics service provider in the Red River Valley," said Dave Britton, president of Britton. "Scott's has a long tradition of service excellence among agricultural shippers within the valley and will continue to service its customers with Britton's support. We are excited about the opportunity to serve Scott's long-term customers with Britton's asset-based capabilities."

Brad Seymour, president of Scott's, will continue with the company in the transition of ownership and servicing of Scott's customers. He says, "I have known Dave Britton for over 25 years and have a high regard for the way Britton does business. We are very pleased to be joining forces with Britton and I feel it gives our employees and our customers a platform to grow in the years ahead."

Founded in 1952, Scott's was initially operated as a filling station, but soon after began sourcing trucks on behalf of local potato farmers, becoming the first truck brokerage in the Red River Valley. Today, Scott's continues to service the potato and specialty crop sector. Financial details concerning this transaction have not been disclosed. □

TCA renews annual search for North America's Best Fleets to Drive For

ALEXANDRIA, Va. – The Truckload Carriers Association (TCA) is now accepting nominations for the fifth annual Best Fleets to Drive For contest and survey.

Best Fleets to Drive For is an annual evaluation of the best employers in the trucking industry. The survey is open to all for-hire trucking companies with 10 or more trucks, regardless of TCA membership status. Participating fleets are evaluated against a range of criteria reflecting current human resources best practices. Nominations will be accepted until Oct. 31.

The fifth instalment of the awards comes with a couple of changes to help simplify the process, according to organizers. For one, after a company has been nominated by one of its company drivers or owner/operators and agrees to participate, it will be asked to provide more details electronically rather than through a telephone interview. CarriersEdge will still discuss the survey materials with the company via telephone, but the new process is designed to "greatly reduce" interview time.

"The change will create one centralized, integrated system that allows for easier and timelier communications between nominated companies and TCA/CarriersEdge," officials said.

New questions have also been added to this year's survey. Drivers will be asked how much they trust the company they have nominated. Companies

will be asked if they have researched and understand the reasons why their people leave. The survey also asks how much companies invest in developing their drivers; for example, do they have a line item in their budget for training and other driver development activities?

After a company has provided the necessary information electronically, interviews will be conducted as necessary with senior management and a random sampling of the company's drivers. Top finishers will be identified as Best Fleets to Drive For, and the highest scoring fleets in each of the Company Driver and Owner/Operator categories will be named that category's overall winner.

"When we first launched Best Fleets, it was virtually unknown, and some companies were skeptical about getting involved," said Mark Murrell, president of CarriersEdge, which conducts the survey for TCA. "Now, it has become a huge badge of honour to be named a winner, and especially an overall category winner. Companies love the visibility it brings them... and their recruiting departments make the most of it by plastering the contest logo in their marketing pieces and on their equipment. Everyone wants to drive for, and be, a Best Fleet."

Drivers and owner/operators may nominate trucking companies by completing an application form on www.BestFleetsToDriveFor.com. □

PROFITABILITY DASHBOARD

	TransCore Canadian Spot Market Freight Index 2007-2012							
	2007	2008	2009	2010	2011	2012	% Change Y-O-Y	% Change M-O-M
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	295	-6%	-2%
Jul	219	264	156	238	245	233	-5%	-21%
Aug	235	219	160	240	270	235	-13%	1%
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 2007-2012

Canadian spot market freight steady in August

TORONTO, Ont. – Spot market freight shipments both within Canada and cross-border remained steady in August with an increase of 1% from July, according to the latest results from TransCore's Canadian Freight Index. However, year-over-year load volumes were down 13%.

Cross-border volume accounted for 71% of overall loads while intra-Canada freight made up 25% of the total load volumes.

Equipment availability increased 3% month-over-month and 13% year-over-year.

Available capacity has continued to increase from the beginning of the year with August volumes sitting at the highest levels year-to-date. August equipment volumes were down only 3% from the peak posting levels of August 2007.

"While an increase was seen in both equipment and load postings, the equipment-to-loads ratio for Au-

gust widened to the largest variance in 2012, depicting a larger increase in available capacity," TransCore officials said in a release.

Top destinations for loads imported into Canada were: Ontario (54%), Western (25%), Quebec (20%), and Atlantic (1%).

Top regions for import equipment into Canada were: Ontario (52%), Western (24%), Quebec (21%), and Atlantic (3%).

Top regions of origins of loads within Canada were: Western (43%), Ontario (27%), Quebec (22%), and Atlantic (8%).

The top states of origin for loads destined to Canada in order of most loads were Ohio, Pennsylvania, Illinois, California and Indiana. Texas dropped off from the top five – into ninth place – for the first time in months.

The top destinations for freight originating in Canada were New York, Texas, Pennsylvania, California and Florida. □

N.A. spot market index surges in August

PORTLAND, Ore. – TransCore's DAT North American Freight Index outpaced August 2011 volumes by 8.4%, marking the sixth time in 2012 volume has exceeded prior year levels. Freight volume on the spot market, month-over-month, edged above July 2012 by 1.1%, following a typical seasonal pattern, TransCore said.

The monthly DAT North American Freight Index reflects spot market freight availability on TransCore's network of load boards in the US and Canada.

Truckload freight rates on the spot market continued their ex-

pected seasonal decline in August from their June peak, however, rates across all equipment types were higher year-over-year.

Rates for dry vans declined 5% compared to July, but were up 2.3% versus August 2011. Refrigerated van rates slid 4.7%, but increased 5.8% year-over-year. Flatbed rates dipped 1.1%, but rose 2.9% when compared to the same month last year.

Rates are derived from the DAT Truckload Rate Index and do not include fuel surcharges. Spot market rates are paid by brokers and 3PLs to the carrier. □

US trailer orders weak in July: ACT

COLUMBUS, Ind. – Keeping in line with seasonal fluctuations, July posted weak order totals for the US trailer industry at 14,500 new orders. Orders were down 5.9% month-over-month, according to the latest figures in ACT Research's *State of the Industry: US Trailers* report.

"The net order picture was a bit stronger than new orders, but still down 2% month-over-month," said Frank Maly, director of commercial vehicle transportation with ACT. "Additionally, the decline in orders outpaced the slide in production, resulting in the lowest level of backlog since last December. July shipments were up 14.8% year-over-year, although they were down 12.6% from last month."

Maly further noted that confidence and availability of funds are at the centre of the pullback by credit buyers, impacting ongoing trailer order demand. □

US for-hire truck tonnage flat in July

WASHINGTON, D.C. – US for-hire truck tonnage was flat in July, but up 4.1% compared to last July, marking the best year-over-year gain since February 2012.

Year-to-date, tonnage is up 3.7% compared to 2011, according to the American Trucking Associations.

"July's reading reflects an economy that has lost some steam, but hasn't stalled," ATA chief economist Bob Costello said. "Certainly there has been some better economic news recently, but I continue to believe we will see some deceleration in tonnage during the second half of the year, if for nothing else but very tough comparisons on a robust August through December period in 2011."

Costello added he expects the slowdown in new factory orders will constrain manufacturing output, which will impact truck freight volumes. He's also concerned about the recent jump in the total business (manufacturing, wholesale, and retail) inventory-to-sales ratio. "Unintended gains in inventories will hit trucking negatively as the supply chain works off stocks," Costello said.

He kept his tonnage outlook for 2012 to the 3-3.5% range as reported last month. □

Cost of ground transportation for Canadian shippers drops in June: CGFI

TORONTO, Ont. – The cost of ground transportation for Canadian shippers decreased 1.3% in June when compared with May results, according to the latest results from the Canadian General Freight Index (CGFI).

The Base Rate Index, which excludes the impact of accessorial charges assessed by carriers, decreased by 0.95% when compared to May.

Average fuel surcharges assessed

by carriers have seen a decrease from 22.1% of base rates in April to 20.8% in June.

"Looking back, total freight costs have now registered close to the same level as June 2011," said Doug Payne, president and COO of Nulogx, which facilitates the CGFI. "It appears that the combinations of downward pressures on base rates are being offset by higher fuel and accessorial charges from a year ago." □

US trucking conditions continue downward trend in June: FTR report

NASHVILLE, Ind. – Trucking conditions continued their downward trend in June, declining a half point from May to a reading of 4.5, according to FTR's Trucking Conditions Index.

The results were weaker than initial expectations, FTR said. "The current economy continues to increase modestly, supporting 3% tonnage growth," FTR said in a release. "However, this is not enough to sustain a stronger pricing position for carriers during the summer shipping season."

The Trucking Conditions Index is a compilation of factors affecting trucking companies. Any reading above zero indicates a positive environment for truckers with readings above 10 a sign that volumes, prices and margin are in a solidly favourable

range for trucking companies.

"We expect the index to further weaken slightly during the summer months, but to remain in positive territory," said Jonathan Starks, director of transportation analysis for FTR.

"Improvement will resume as we head into the fall peak, as traffic builds and the delayed introduction of new federal regulations begin to restrict capacity. This trend will continue into 2013, culminating with the introduction of new hours-of-service rules by the (Federal Motor Carrier Safety Administration) in July of next year. Given our expectations of a rising driver shortage, combined with a tailwind versus year-ago fuel prices and continued modest freight growth, the index should steadily increase into 2013." □

Class 8 orders recover in August, Classes 5-7 reach seven-month low

COLUMBUS, Ind. – Class 8 preliminary net orders for August recovered from July, while Classes 5-7 net orders were at their lowest level since January, according to a report from ACT Research. The final numbers, which were slated to be released mid-September by ACT, will approach 16,200 units for heavy-duty Class 8 trucks and 13,900 for medium-duty Classes 5-7 vehicles, officials said. The preliminary net order numbers are typically accurate to within 5% of actual.

"Class 8 orders were still caught between the economic soft patch and seasonality," said Kenny Vieth, president and senior analyst at ACT Research. "When seasonally adjusted, orders were the best since February at 18,400 units."

"Seasonal adjustment provides no cushion for Classes 5-7, however. Seasonally-adjusted, medium-duty orders dropped to 13,100 units, another seven-month low. RVs, and to a lesser extent, buses, offset stronger truck orders during the month." □

FUEL ECONOMY

Common sense solutions for the pursuit of fuel economy

With so much talk recently about the importance of maximizing fuel economy, I would like to share some observations with you that I have discovered over the years.

With the rising price of fuel and the need to be more efficient in our daily trucking routines, common sense often gets overlooked while technology garners most of the attention.

Ten years ago, one of my supervisors asked me to try a liquid product that made claims of increased fuel economy. I was quick to discount any product that made such claims as 'snake oil,' but took on the task of monitoring and graphing any net benefits of the product.

To achieve the accuracy required, I set strict parameters to ensure the results were reliable. The truck was a 379 Peterbilt day cab with a C-13 Cat running to Michigan daily.

I made sure tire pressures, levels, and speed were constant and consistent. I began to time traffic lights and reduced my roadside stops. I observed a decent improvement in fuel mileage while other trucks testing the product did not.

As a result, we did not purchase the product by the case. Still curious about the results, I continued employing the same parameters as when testing the product and the results did not change – my fuel mileage remained good. It became apparent that the strict parameters for accuracy set at the start of the

Guest Column

ANGELO DIPLACIDO



test were what was causing the improvement in fuel economy. To my own embarrassment, it was driver conduct that made the improvement – not the product.

A month or so later I was asked to take a truck for a test drive. The truck's regular driver had reported poor handling, lack of power, and poor fuel mileage. After inspecting and taking the nearly new Pete 387 for the day, I really didn't want to report my findings because I knew what the end result would be.

Every tire was down 20 lbs and the engine was down three gallons of oil. Again, driver conduct was the culprit, albeit on a much larger scale. Needless to say, I didn't make any friends that day.

Since those days of 89 cents a squirt, I keep a mental note of the factors that cause my vehicle to labour excessively, whether it's my own personal vehicle or a company truck. Some people call it 'hypermiling.'

It's really not that extreme or high-tech; mostly it falls into the realm of common sense. Low fluid levels will cause radiator fans to activate more frequently and the detrimental effects of inadequate

lubrication are obvious. Like the aforementioned Pete 387 that wasn't performing to expectations due to driver neglect, I have encountered a lot of equipment in this state. The vehicle may still be able to pass a roadside inspection in this state, but performance will suffer. Here are some of the most commonly overlooked problems:

Tire pressures: Tire pressures fluctuate by up to 15 psi between summer and winter temperatures and must be adjusted to their cold settings. 'Cold' refers to their ambient temperature at rest. This not only maintains consistent fuel mileage but also extends the life of the tire by preventing irregular wear. Many fleets in the summer may be running on 115 lbs whereas, in the winter the tires are running on 85 lbs.

Fluid levels: Too often, fluid levels are deemed to be not safety-related and as a result, they get ignored.

Non-functioning greasing systems or the lack of grease: Poor lubrication can cause a vehicle's performance to suffer.

Shock absorbers: They may appear intact and devoid of any signs of leakage, but there's no guarantee of a functioning control system, since evidence of a malfunction can

easily be washed away under normal use. Salt spray, road dust or a random power washing can make leaks invisible at a quick glance. Without conducting a heat test, there is no way of knowing if shocks are working. Daily and roadside inspections do not identify non-functioning shocks.

Lastly, I would like to add that not enough attention is given to new technology. I'm not speaking about truck technology, but rather the advances in communication between parties involved in the movement of goods.

A driver can be notified of an error before the fuel is wasted. An on-board GPS can get a truck to its destination the first time without wasting fuel searching or pulling over to read maps.

Getting lost is costly. Satellite monitoring systems may cover hard braking, idling, and excessive speed, but they don't identify all the problems outlined in this column.

The tips outlined above are rudimentary steps to fine-tuning fuel mileage. While emerging truck and trailer technologies have helped pinpoint efficiency losses, we've taken a step back by ignoring the simple rules. □

– Angelo Diplacido has been trucking for 30 years, both as an owner/operator and company driver.



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Last Employer _____

Name _____ Company City _____ Prov/State _____

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SAFETY

Cooler heads will prevail when working with reefers

Every experienced trucker knows that cooler heads will always prevail. The phrase just holds a special meaning for those who haul reefers.

Indeed, truckers who remain focused on a few important procedures can address many of the common challenges that are linked to refrigerated loads.

The job begins with keeping a close eye on the equipment itself. Coolant levels, belts and oil levels need to be inspected before any trip to ensure that everything will work as designed. And a regular look at the reflection of warning lights in the West Coast mirror – or the automated messages sent to a smartphone – will help to confirm that the system continues to run as it should.

The focus on equipment is hardly limited to hot summer days. Those who haul reefers through the Prairies during winter months may want to keep the refrigeration units idling all the time rather than relying on an automated start and stop cycle.

The cost of the extra fuel will pale in comparison to storage fees and time in a service bay if the reefer unit fails to start when required.

And while any mechanical system can fail at one time or another, fleets can prepare their drivers for technical problems by supplying lists of qualified service centres or dealerships that should be called if temperatures begin to shift.

As important as the pieces of equipment may be, however, the systems also need to be used correctly if they are expected to protect their cargo.

Reefers are designed to maintain temperatures rather than actually cool a load. This makes pre-cooling strategies particularly important. For example, it can take four to six hours to cool a trailer down to the 34 F (1 C) needed to protect a load of apples, carrots or broccoli. The 28 F (-2 C) needed for frozen foods can require more time than that, and a summer heat wave will only add to the timelines.

Obviously, the sooner dispatchers can inform drivers about the temperatures needed for the next load, the better.

Human errors present a challenge of their own. Some drivers have been known to forget to press the 'Enter' key after punching the related temperatures into control pads, leaving the reefer to default to the temperatures that were selected for the last load.

A focus on the condition of the trailer itself will also play a role in the cooling process.

The reefer's cooling flow of air needs a clear path for its trip around the cargo. Securement devices like straps and logistics bars can help to maintain an unobstructed flow of air around the bulkheads, and a well-placed pair of discarded skids can create their own barriers against any shifting cargo.

Meanwhile, the reefer chute that stretches into the trailer will need to be free of any obstructions, and checked for rips caused by forklifts

Ask the Experts

DAVID GORUK & MATT GRAVELINE

that lift skids just a little too high.

But the potential for damaged cargo is not limited to temperatures alone. It's why the drain holes found along the frame rails at the front and back of the trailer should be cleared of any debris like chunks of old pallets, allowing any unwanted water to escape.

As important as the conditions inside the trailer may be, drivers also need to monitor the original temperature of any new cargo that is loaded on-board.

No matter what style of pulp thermometer is used, the most accurate temperature readings will be measured along the out-

side of the pallet and at the centre of the load. Then it is a matter of comparing these readings to the required temperatures identified on the bill of lading, and contacting dispatchers if there is any difference.

At the very least, the document can be marked with news that a shipper did not allow the driver to examine the load.

After all, a constant stream of information will be as important as the cool breeze from the reefer.

Drivers who inform dispatchers about temperature problems will protect the fleet from the cost of rejected loads.

Dispatchers and shippers who hear about equipment breakdowns will also have the chance to work together to save the cargo. And those who call their insurers as soon as a receiver rejects a load can enjoy the support of a

skilled insurance adjuster while the freight can still be inspected.

Challenges are bound to happen. The solutions are simply a matter of paying attention to the details and keeping your cool. □

– This month's experts are David Goruk and Matt Graveline. David is a risk services specialist and has served the trucking industry for more than 25 years providing loss control and risk management services to the trucking industry. Matt is a senior risk services consultant for Northbridge Insurance, and has more than 20 years' experience in the trucking industry as both a long-haul driver and an owner/operator. Northbridge Insurance is a leading Canadian commercial insurer built on the strength of four companies with a longstanding history in the marketplace and has been serving the trucking industry for more than 60 years. You can visit them at www.nbfc.com.

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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. Mark sees one of the girls waiting for her ride one morning and sits down to talk to her. She's not in the mood for conversation and seems afraid that she might be caught talking to Mark by her pimp. When the man arrives, it's clear he has control over her. Mark offers her the option to stay with him, but she leaves with her pimp anyway.

Mark sees a Truckers Against Trafficking bumper sticker on a truck and he asks the driver about the organization. It seems awareness is key to combating the problem so that night Mark calls the police as soon as he sees the girls working the lot. The police stop things for a while, but everything is back to normal as soon as they leave. Mark thinks there has to be a better way...

Mark stopped at the truck stop three more times and each time he'd been disappointed by the progress the police were making in shutting down the operation. Each night he would call the police to report the prostitution going on in the parking lot and each night a police car would show up, cruise around a while, then drive off without making an arrest.

Once, an enterprising young officer actually went around knocking on doors looking for young girls. He may have actually visited trucks with girls in them, but they were probably hidden away in sleepers and his questions were likely answered with a dumbstruck, "Nope, sorry officer. I don't have any prostitutes in my truck. Maybe over there."

It was like turning on a light in a darkened room and watching the rats run and hide. As soon as the police showed up the girls all disappeared. But they were back at it within minutes of their departure. It was so routine it was almost comical.

By now it had been a couple of weeks since Mark first called the police and besides the appearance of a marked cruiser every once in a while, it appeared that nothing was being done. That didn't mean there

wasn't an investigation going on, or some undercover sting in the works, but all Mark had to go on was what he could see, and from what he could see, nothing was happening.

Mark thought about that, wondering if there was something he might be able to do that would get the ball rolling. If something happened to increase awareness of what was going on, then there'd be dozens of cops out here and the operation would be shut down in a day.

He came up with a plan.

•

Around six that morning, while it was still dark out, Mark started up Mother Load and moved her around to the last spot on Party Row. Then he watched the lot closely and a half-hour later a girl exited a truck down the line and began looking for her next client.

Mark flashed his headlights and the girl immediately headed towards him.

She climbed up into Mother Load. "Hey," she said. "You want to have sex with me?"

It was a different girl than the one he'd spoken to in the restaurant, but she was one of the regulars and would suit his purposes fine. "Sure," he said.

"Well you better make it quick. My ride's going to be here any minute."

'Perfect,' Mark thought. All he had to do was stall for a little while. "How about we just talk a bit?"

She turned to get out of the truck.

"I'll pay you," Mark said. "I'll pay whatever the rate is, but all you have to do is talk."

"You pay in advance?"

"How much?"

She told him and Mark gave her the money. Then she said, "What do you want to talk about?"

Mark asked her name, where she was from and a dozen different questions about who she was and what she was doing here in this truck stop. Since he'd paid her she didn't mind answering his questions. Her name was Cheryl and she was from Calgary. She ran away from home to get away from an abusive stepfather and wound up in Ontario where she met a man named Garfield. That had been two months ago. She'd heard that her mother and stepfather had separated, but she was working for Garfield now and there was really no way out.

"Does he have a gun?" Mark asked, figuring that would be a good thing to know.

"You a cop?"



Illustration by Glenn McEvoy

"No. I just know guys like Garfield don't like you talking to men."

"Yeah, well...he's not here is he?"

Mark smiled, liking this girl's pluck. He was about to ask her about the gun again, but at that moment the blue van pulled onto the lot.

"That's him now, isn't it?"

"I better be going."

Mark reached over and put a hand out to block her. "You're not going anywhere." Then he started up the engine.

"What are you doing?"

"Getting you outta here." Mark had fully expected her to make another attempt to get out of the truck, but she seemed happy just to sit tight and see what happened next. Mark asked her again, "Does he have a gun?"

"Not that I know of."

Mark put Mother Load in gear and moved off the line, cutting the van off in the process. When the van screeched to a halt Mark rolled down his window and said, "I've got Cheryl. She's going to work for me now." And then he drove off.

As he'd hoped, the van followed.

Out on the highway, Garfield pulled up alongside Mark for a while, shouting obscenities and threats through an open window.

But eventually he fell back, probably wondering how in the world he was going to pull over a semi-trailer with nothing more than a van.

But for someone without a plan he was persistent, following Mark for 20 kilometres with no sign of giving up.

Which meant it was time for phase two of Mark's plan. He got on the radio, switched to Channel 9 and started talking.

"This is Mother Load and I'm looking for some help from my friends westbound on the 401," he said. "After looking for her for six months, I've just found my daughter working a truck stop outside Kingston. I'm taking her home to her momma, but her pimp's following me in an old blue van. The girl says he might have a gun on him, she can't be sure."

"I see you Mother Load," came one response.

"I'll be there in a minute," came another.

There was plenty of other chatter, including someone who said they'd called the police.

Mark slowed to just under a hundred to allow the other trucks in the area time to catch up. In about 10 minutes three trucks had found him, a box trailer, a flatbed and a straight truck. Shortly after, the blue van was boxed in by the three trucks, which slowed down in unison to squeeze it onto the shoulder.

The police were on the scene in no time and Mark ended up being pulled over by a pair of marked OPP cruisers, one of which had been travelling eastbound and drove over the median and against traffic to get to him.

"What's going to happen now?" Cheryl asked.

Mark shrugged. "I think Garfield's going to be in a lot of trouble, you might be able to go back to your family, and a lot more people are going to know what's going on."

She smiled at him then, a genuine smile, young and joyful and befitting a girl Cheryl's age. "Thanks," she said. □

If you've seen suspicious activity at truck stops that could be linked to human trafficking, notify police. More information is available at www.pact-truckstop.org. Mark Dalton returns next month in another exciting adventure.

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



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TSQ

MISSISSAUGA, Ont. – Satisfaction is a subjective thing. One man's dream job could be another's worst nightmare. Such is the case with truck driving, a line of work which, despite being demanding and lonely and occasionally nerve-wracking, has historically been able to attract a steady line of workers.

In recent years, carriers have struggled with recruitment and retention more than ever before, as a generation of new workers gravitates towards office jobs with more predictable nine-to-five schedules. Our sister publication, *Motortruck Fleet Executive*, has spent the last six years trying and answer the question of what makes for a satisfied driver via its annual Driver Satisfaction Survey, and will be asking that question once again in the September/October issue. To supplement the survey, *Truck News* went to the Husky Truck Stop in Mississauga, Ont. to ask drivers how satisfied they are with their jobs – and what they would do to



Truck Stop Question

ADAM LEDLOW

How satisfied are you with your job as a truck driver?

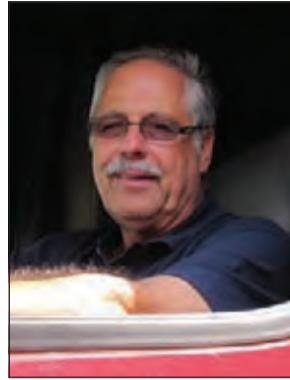
make them better.

Mark Losier, an owner/operator contracted with New Brunswick's Armour Transportation, says when it comes to being satisfied at work, nothing quite beats being your own boss.

"I get to be by myself, and work when I want, eat when I want, sleep when I want," he said.

If he could change something about the industry, it'd be the nit-picky rules and regulations, specifically the new hours-of-service rules, as well as being held without pay at the loading dock.

Rheal Goguen, another driver



Rheal Goguen

with Armour Transport, says he likes his role as a truck driver – the whole package, including the "hustle and bustle" of traffic – but says patience is a job requirement. "Waiting time for loads is what really gets to guys," he says.



Angelo Diplacido

Angelo Diplacido, a driver with Erb Transport out of Mississauga, Ont., is very satisfied with his employer ("They're fantastic"), but the industry in general? Not so much.

"The pay hasn't changed in 30 years. The infrastructure hasn't been kept up in Ontario...we've got highways to nowhere," he says, adding that gridlock is the result of the way highways are maintained.

If he could change one thing, Diplacido would like to see more mentorship and apprenticeship programs to make sure drivers don't get "fed up" with the business – even if he hasn't. "Other jobs have bored me, this doesn't bore me at all. Every day's different, every day's challenging," he says.



John Medicraft

John Medicraft, a driver with Trappers Transport out of Winnipeg, Man., says that while he likes working for his current employer, the industry – and other drivers – just aren't what they used to be.

"Before, you used to be able to get on the radio and ask somebody for help; nowadays you can't do that anymore. Drivers just don't seem to get along with each other," he says.

If he could make a change to the industry, he would like to see drivers be able to split their hours again.

"One day, you'll get up in the morning and you'll drive for 10 hours straight, you feel good. Sometimes you'll get up and you'll drive for two hours and you think, 'I gotta go take a little nap...I just didn't sleep well the night before,'" he says. "If it was all by the hour that would be really good, then when you're sitting at the shipper or receiver for two, three hours, you're not really complaining about it."

Noella Strong, a driver with United Van Lines, says she's not only satisfied with her job, but puts herself in the "extremely happy" category, and tips her hat to United for that satisfaction.

"They treat their drivers with respect," she says, adding that she's happy in "all other aspects" of her job. "To be honest, I really have no complaints. If I had to throw one thing in there, perhaps a little more home time. That would be it though." □

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