

TRUCK NEWS

December 2012 Volume 32, Issue 12

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



Sixty feet of CONTROVERSY

Walmart Canada's 'supercube' trailer improves productivity by 30%. So, why isn't the industry celebrating its arrival?

By Julia Kuzeljevich, Carolyn Gruske & James Menzies

MISSISSAUGA, Ont. – On Nov. 6, Walmart Canada took the wraps off a radical new tractor-trailer design it says increases cubic capacity by roughly 30%.

The 'supercube' trailer was designed and built in Ontario, in partnership with Innovative Trailer Design. The trailer itself is 60.5 feet long, 7.5-ft. longer than the industry standard. A lowered floor and 126-inch interior increases trailer capacity by 28%, offering 5,100 cu.-ft. of storage, and a drome box mounted to the back of the cab adds another 521 cu.-ft. of carrying capacity. The trailer is pulled by a Freightliner cabover.

The tractor-trailer doesn't exceed existing length or weight restrictions.

Andy Ellis, senior vice-president, supply chain and logistics for Walmart Canada, introduced the design to stakeholders at the 2012 Transportation Sustainability Conference.

"The conference provided us with a chance to showcase the supercube trailer not only with supply chain and transportation professionals, but also with other retailers," Ellis said. "We've always said that sustainability is not a competitive advantage. We'll share the knowledge and technology put into this truck with anyone who's interested, just

Continued on page 13

Get used to slow economic growth, CIBC economist tells OTA delegates

By James Menzies

TORONTO, Ont. – Canadian consumers have been gorging on debt like it's a Thanksgiving feast, and now it's time for the after dinner nap.

That was how Emanuella Enenajor, economist with CIBC World Markets characterized Canadian consumer activity when addressing the Ontario Trucking Association's 86th annual convention.

She issued some alarms about the rising debt of Canadian households, but those warnings were tempered with some positive indicators as well, mostly out of the US.

While Canadian consumers have been feasting, Enenajor said Americans have been on a diet and are just now allowing themselves to "snack," by opening their wallets.

The housing market is slowly recovering, the auto sector is regaining some of its pre-recession shine and consumer confidence is improving, Enenajor said of the US. Still, she said the forecast is for continued slow

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A natural solution to high diesel prices



See pgs. 44-49

Inside This Issue...

- **Changing times:** Have drug and alcohol testing practices kept up with the times, including the legal use of marijuana and the increasing prevalence of designer drugs? Page 30
- **Summit for success:** The 2012 Surface Transportation Summit brought together more than 200 leading carrier and shipper executives. We have the full report. Pages 32-42
- **Focus on natural gas:** Comprehensive coverage of the Natural Gas Fleet Vehicles North American Congress. Pages 44-49
- **Collision Course:** Mark gets that helpless feeling when police seem unsympathetic about his plight. Page 60

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On-Site 
REFUELLING

Too much connectivity can be deadly. Unless you're a trophy whitetail.

I just returned from my annual (not quite annual, but I try) pilgrimage deep into the Eastern Ontario woods, where I spent a few early November days seeking out big bucks of the four-legged variety.

PETA cardholders, relax. A flick of the tail was the most I saw. I spent most of my weekend chasing something far more elusive: an Internet connection on the Blackberry.

My first intuition was to leave the Blackberry at home. I knew there were few spots where a connection would be obtained and I'm not so vain as to think my company can't survive without me for a few days. But I eventually decided to bring it along, you know, just in case.

I moved into camp Sunday afternoon, and by Monday morning I found myself discretely sliding my phone into my pocket and requesting the one watch where I knew I would get a signal. We call this spot The Flats. For a communications junkie, it should be called Nirvana.

When I saw the little red light start blinking on the Blackberry, I was more excited than if a 10-point buck



had emerged from the junipers I was watching. One quick glance at the Inbox wouldn't hurt anyone, so I snuck a peek to ensure the trucking world was getting by okay in my absence.

There were no signs of impending doom, so I turned it off for the rest of the day.

Tuesday, I was dispatched to a watch deep in the woods where a connection would be hopeless. Nonetheless, I brought my little plastic friend along just in case. Miracle of miracles, the red light once again began blinking, beaming in two days' worth of messages via a weak and sporadic signal.

Within our camp, it would be a cardinal sin to admit to checking e-mail while on the watch. I'd be strung up from the tree like so many deer. So I tensed up when evening debriefings would include: "So, you didn't see anything, James? That deer was headed

in your direction."

My dependence on the Blackberry is just one symptom of the hyper-connected world in which we now live. This is evidenced even at the hunting camp. Several years ago, we began using walkie-talkies to stay connected, as is now required by law in Ontario (or some other "reliable" means of communicating).

We have come to rely on these tools so heavily that chaos ensues when the battery on one of the radios should die. Advancements in vehicle technology mean there's not a spot we can't get to by all-terrain vehicle. GPS ensures we never get lost. Technology has transformed our hunting experiences in the bush, much like it has changed the trucking industry.

The only difference is that while it has enhanced productivity in the trucking industry, I'd hazard a guess that our latest technological distractions have inadvertently saved the lives of more than a few deer.

Yes, you can have too much of a good thing. Next year, I'm leaving the Blackberry at home. I swear. □

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Tread carefully

Said it before, I'll say it again: tires have to be the most complicated "basic" products you will find on a commercial truck.

Drivers quick to blame their tires for an accident, or owner/operators keen to purchase cheap offshore tires to save a buck because "all tires are the same" would be wise to visit a tire plant or two.

That's what I've done over the past few months, first spending time at Bridgestone Commercial Solutions' flagship tire plant in Warren, Tenn., this summer and most recently at Michelin's US3 plant in Spartanburg, S.C.

Having spent hours at such plants and seeing first-hand the way they operate, I can tell you the sophistication and technology that goes into building



a truck tire today – from the chemical compounds used and the design of the grooves or beads to the mechanics of the curing process and detail that goes into the testing and quality control procedures – is truly a marvel to behold.

Take for example, Michelin's focus on quality control at its Spartanburg plant, birthplace of the X One, wide-base tire: Tires are taken off the assembly, cut into four pieces, and up to 230 measurements taken to ensure the plant is producing tires true to spec's. In this place every measuring implement right down to the most basic measuring tape and ruler on the plant floor must be tested to ensure it meets a national standard and labeled as such.

This is the same company whose

testing facility situated in nearby Laurens, S.C. boasts of 28 miles of test surfaces from smooth asphalt and concrete to tar and gravel to good old-fashioned construction site mud. And believe me, after spending time in the cab with some of their top test drivers, they put their products through hell to ensure they will deliver.

The attention to a tire's complete life-cycle is also impressive. For example, Bridgestone's Ecopia truck tire lineup is designed from the start to work with the company's Bandag Fueltech retread solution.

Using compounds specially engineered in the lab and paired with matching retread patterns, Bridgestone believes it has created a solution that provides low rolling resistance right from the new Ecopia tire through to the FuelTech retread while extending casing life.

Our annual national Tire Buying Trends survey shows that almost one-third of owner/operators intend to optimize their tire costs in the future not by selecting better products or adopt-

ing preventive maintenance practices but rather by focusing on price alone. Thirty five per cent tell us they have used cheap offshore tires from India or China, mostly at the drive and trailer positions.

Yet they also tell us that not one of these tires gets a passing grade when it comes to performance – the highest score is a measly 2.68 out of five.

Three quarters of O/Os don't bother retreading those tires either. Low price is the main reason O/Os are placing cheap tires on their rigs.

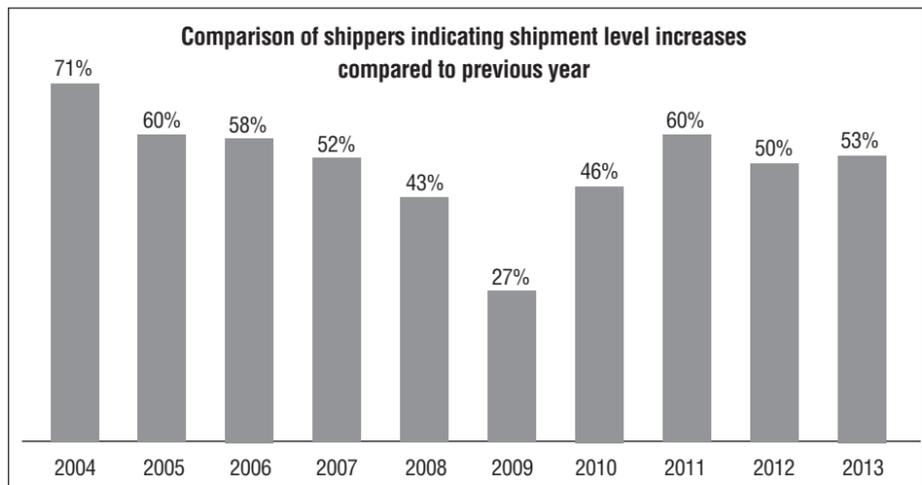
I say, that's awfully short-term thinking for a product that has such a large role to play in reducing fuel consumption and improving comfort and safety. So do your homework, speak with your dealer about intelligent tire solutions, and visit a reputable tire plant. It will open your eyes. □

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Did you know?

Shippers' projections for freight volume growth in 2013

How much more business can for-hire carriers expect next year?



Freight volumes peaked midway through the decade and began a slow decline until they hit rock bottom levels in 2009. There was a noticeable upsurge in 2010 and 2011 but those volumes have eased off somewhat since then. Our annual Transportation Buying Trends Survey polls Canadian shippers about the direction of freight volumes.

The first chart to the left shows historical shipper projections about freight volume growth in the coming year, dating back to 2004. It shows that shippers are slightly more optimistic about 2013 than they were about 2012 but their optimism, shaken by a slow recovery, is still not where it was back in 2011.

The second chart compares actual freight volume growth in 2012 with projected freight volume growth for 2013. There are two important takeaways: One, the percentage of shippers who forecast shipment volume growth for 2012 (50% as shown in the first chart) is very close to the number who actually experienced growth (48.7% as shown in the second

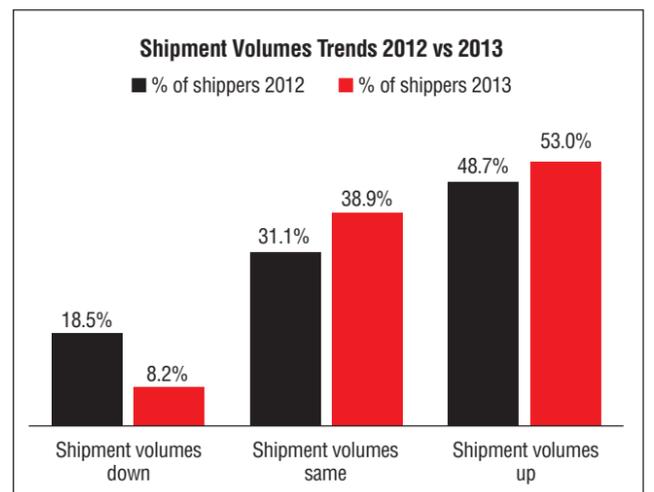


chart). The other takeaway is the drop in the number of shippers who expect shipment volumes to decline in 2013 (8.2%) compared to those who actually experienced declines in 2012 (18.5%). However, most of those who don't expect shipment volumes to decline next year, simply expect them to stay about the same with volumes this experienced in 2012. □

CLASS 8 TRUCK SALES TRENDS

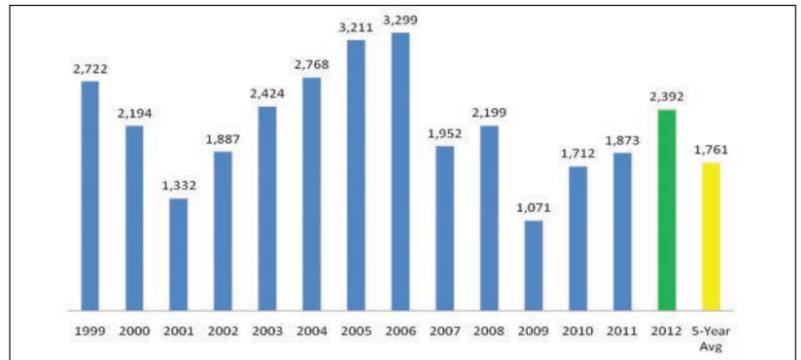
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Class 8 truck sales in September once again topped the previous year's tally but, just like the previous month, the year-over-year increase was not as pronounced as earlier in the year. The 2,392 Class 8 trucks sold into the Canadian market in September was about 400 units better than last year's performance. That was also more than 600 units better than the 5-year average. But it made for only the sixth best September since 1999. The slower sales growth in August and now September is further indication of a slowdown in truck purchases for the rest of 2012.

Monthly Class 8 Sales – Sept 12

OEM	This Month	Last Year
Freightliner	604	528
International	283	438
Kenworth	404	485
Mack	204	174
Peterbilt	384	288
Volvo	312	325
Western Star	201	163
TOTALS	2392	1873

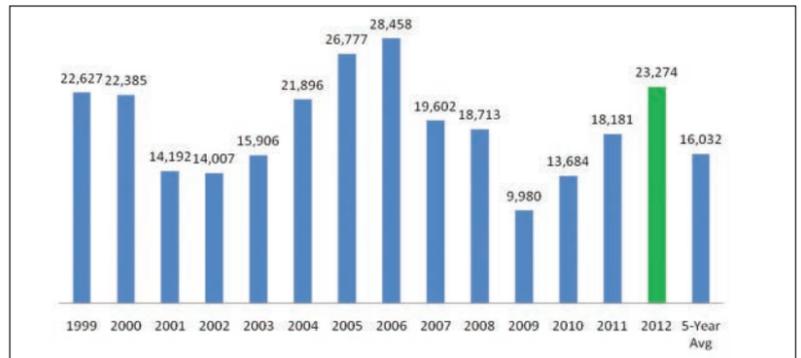
Historical Comparison – Sept 12 Sales



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

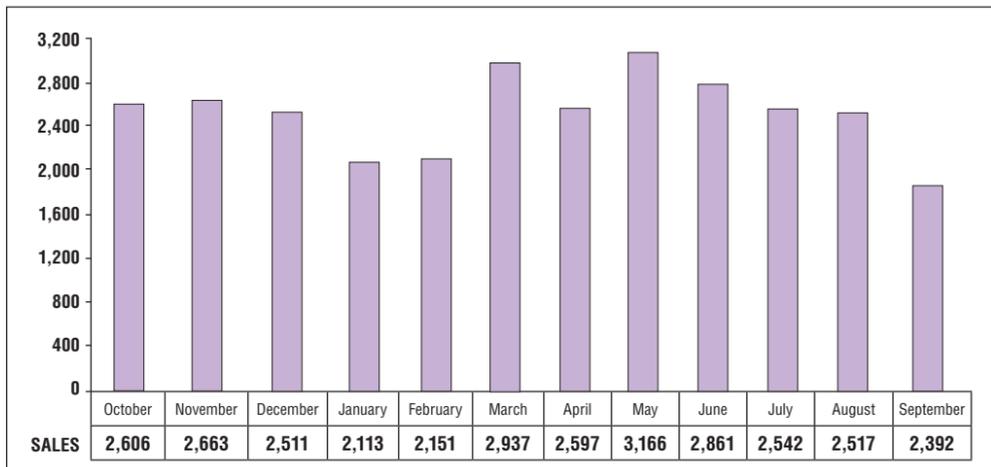
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	470	566	186	481	2,630	1,010	267	113	24	10	5,757
Kenworth	512	1,927	307	178	810	836	92	0	0	0	4,662
Mack	83	320	158	91	711	310	55	33	0	15	1,776
International	128	585	65	208	1,574	689	135	64	24	47	3,519
Peterbilt	301	1,059	234	423	535	457	133	19	0	0	3,161
Volvo	168	232	88	202	1,282	540	91	56	0	6	2,665
Western Star	310	618	70	35	230	302	62	94	4	9	1,734
TOTALS	1,972	5,307	1,108	1,618	7,772	4,144	835	379	52	87	23,274

Historical Comparison – YTD Sept 12



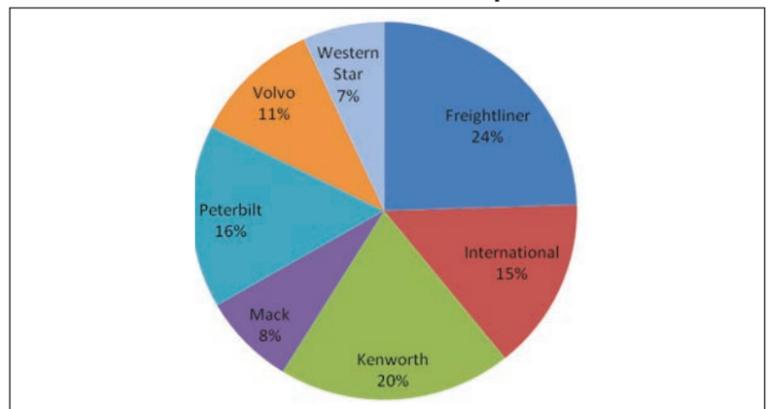
The Canadian and US economies have slowed over the summer, particularly in manufacturing, but there is still economic growth. Many industry experts believe the economic softening will impact Class 8 truck sales for the remainder of 2012. So far, sales in August and September have shown signs of a slowdown but the earlier monthly sales totals are helping boost 2012 to the third highest YTD total dating back to 1999. The 23,274 trucks sold after the first nine months in the Canadian market are more than 7,000 better than the 5-year average.

12-Month Sales Trends



For the twelfth straight month, sales climbed above the 2,000 mark, reminiscent of the industry's capacity boom years of 2005 to 2007. The 2,392 trucks sold in September do reflect the fourth consecutive monthly decrease since the highpoint of 3,166 trucks sold in May but they are 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 – Sept 12 YTD



Three quarters of the way into the year, Freightliner is having a banner year, commanding almost a quarter of Class 8 sales. Kenworth is in the number two spot for marketshare and enjoying the fact that its strong western network is able to tap into the stronger western economy. Troubled International is at 15% share of the market after announcing a change in direction with its engine technology and changes to its management team. Peterbilt has moved upwards considerably to grab a 16% share. Volvo is the only other OEM to enjoy more than 10% market share.

Source: Canadian Motor Vehicle Manufacturers Association

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IN BRIEF

Ontario trucker charged with stunting. And speed limiter violation, too.

MONO, Ont. – In one of the Ontario trucking industry's least proud moments, a truck driver has been charged with stunt driving after being clocked by OPP travelling 136 km/h in an 80 km/h zone.

The infraction took place Nov. 8 at 5:55 a.m. on Dufferin County Road 18 (Airport Rd.) in the town of Mono, Dufferin OPP report. Road conditions were slick at the time and the tractor-trailer was loaded with salt, police report.

The driver was charged with excess speeding (stunting) and operating a commercial motor vehicle not equipped with a working speed limiting system, contrary to the Ontario Highway Traffic Act. □

Hooked Up wins online publishing award

Headline News e-newsletter redesigned, now published daily

TORONTO, Ont. – Hooked Up, the biweekly e-newsletter written by Truck News editor James Menzies, has won a silver Canadian Online Publishing Award.

The award was presented at a ceremony Oct. 22 in Toronto, Ont. The COPAs reward excellence in online publishing and are presented in three categories: business-to-business; custom/religious/association; and daily and weekly newspapers. Hooked Up won in the B2B category.

Other winners included The Toronto Star, Globe & Mail, Maclean's and the National Post.

Hooked Up provides commentary and analysis on the news, equipment, management, maintenance and community issues that you care about – all in a quick-hit format.

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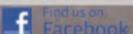


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Volvo VED13 485 H.P. engine, 12 spd. Volvo trans. Ratio 3.21. 229 W.B. A/Ride susp. Raised Roof sleeper. \$66,950

1 SHIFT

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BORDER

Government-backed bridge one step closer, following Michigan vote

DETROIT, Mich. – The people of Michigan have defeated a ballot proposition that would hold up construction of a second bridge at the Windsor-Detroit border crossing.

Proposal 6 was a proposed constitutional amendment supported by the owners of the private Ambassador Bridge to delay or block the planned New International Trade Crossing (NITC) bridge between Detroit and Windsor.

Ontario Trucking Association president David Bradley has called the vote results “terrific news that shows that the people of Michigan reject the self-interest and cronyism that so many of the state’s legislators have fallen victim to in recent years.”

The OTA says the voters’ defeat of Prop 6 helps clear the path for Gov. Rick Snyder and Canadian officials to proceed with the NITC project unimpeded.

“As has been said so often in the last 12 hours – the people have spoken and the people are always right,” said Bradley. “The people have rejected a proposal that would have denied Michiganders and the people of the entire United States as well as Ontario and Canada the benefits of the most important infrastructure project in years.”

Denis Lebel, Minister of Trans-

port, Infrastructure and Communities, issued a statement, calling the results “good news for travelers, workers and industry on both sides of the border.”

“The new bridge will attract new investments and business opportunities to boost our local and national economies and will result in much needed jobs for Ontario and Michigan communities,” he said. “The new crossing will also increase border capacity to handle future trade and travel growth, and will be built with the security of both our countries in mind.”

Bradley, who has been an ardent supporter of a new, publicly-owned bridge for many years credits the efforts of Gov. Snyder, and the hard work of a dedicated group of private citizens and business groups “in overcoming a campaign against the new bridge

which has been founded more on financial might than what is right.”

He also commended the government of Canada and its officials in the Canadian Consulate in Detroit for its leadership.

Bradley doesn’t expect the battle to be over as NITC may still end up in legal wrangling, but he added, “the only court that truly matters – the court of public opinion – has rendered its decision.”

Alluding to US President Barack Obama’s re-election Nov. 6, Lebel noted: “We will continue to work with the Obama Administration and our partners in Ontario and Michigan to obtain the necessary Presidential Permit to allow this important bridge to proceed. Together we will get the job done and build a bridge for the future.” □

Sandy cost trucking \$140M per day

NASHVILLE, Ind. – The US trucking industry incurred short-term losses of US\$140 million per day as a result of Super Storm Sandy, industry analyst FTR has estimated. However, those losses will be easily recouped thanks to an increase in freight demand, Noel Perry, senior consultant with FTR reports.

His per day estimate of lost revenue is based on 20% of the industry not moving freight because of the storm and its aftermath.

“While some fleets will surely lose revenue during the initial phases of the latest disaster, storms like Sandy create new demand later,” explained Perry. “Retail outlets need immediate resupply that only trucking’s time-sensitive character can accommodate. Plus storm damage needs to be fixed. That creates longer-term additional freight tonnage. While the storm is devastating to many, the trucking industry will see mostly positive effects.” □

OOIDA to throw big bash for 40th birthday

GRAIN VALLEY, Mo. – The Owner-Operator Independent Drivers Association (OOIDA) is throwing a party to celebrate its 40th birthday. And you’re invited.

The association is celebrating its 40th on Oct. 18-19, 2013 at Kansas Speedway, at what it has dubbed the Heart of America Trucking Show. It will be open to members, non-members and the public.

“We wanted to get the word out as soon as possible so that the trucking community can save the date,” said Mike Schermoly, marketing director with OOIDA.

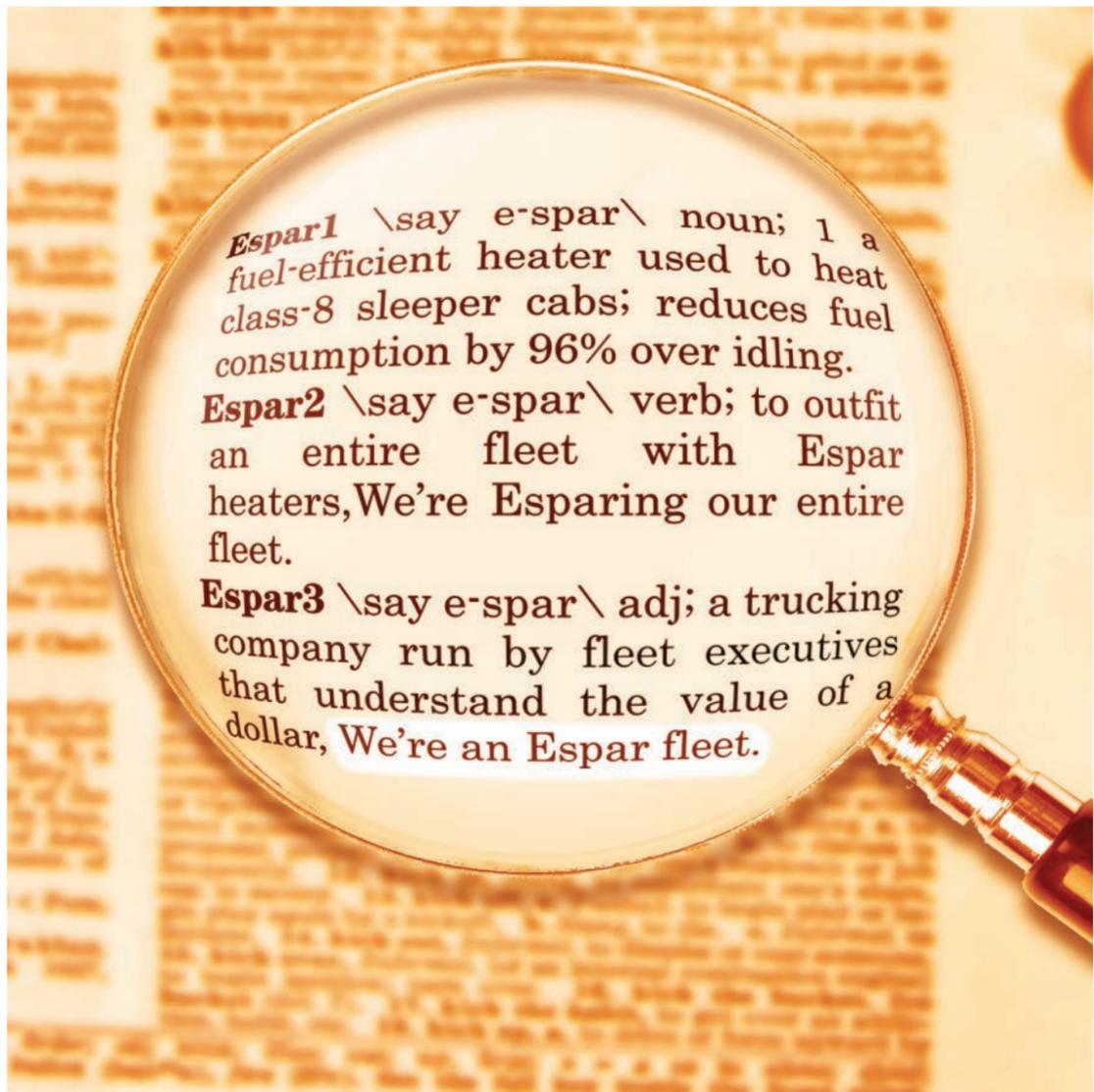
“Forty years of representing professional truck drivers is a milestone that gives our members and friends a great reason to celebrate. We are pleased to be able to hold the event here in Kansas City at an exceptional venue in a world class motorsports facility like the Kansas Speedway.”

Additional details will be released in the coming weeks, the group said.

Activities will include a truck beauty contest, contests, educational sessions, concerts, food and vendors. □

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CANADA

New trucking HR organization rises from ashes of CTHRC

OTTAWA, Ont. – The Canadian Trucking Human Resources Council (CTHRC) will fold next year, and in its place will be the newly formed Trucking Human Resources Canada.

The new organization has the support of the Canadian Trucking Alliance, Private Motor Truck Council of Canada, *Truck News* publisher Glacier Business Information Group and Newcom Business Media.

It will focus on: identifying human resources issues, trends and opportunities in the trucking and logistics industries; supporting the recruitment and retention of human resources needed to meet industry demand; partnering on initiatives that impact human resources; providing a national forum for gathering and sharing best practices; and

promoting career opportunities and career paths within the trucking and logistics industries.

“Trucking HR Canada will be a forum for gathering and exchanging ideas and information relating to human resources and best practices in training,” says Angela Splinter, executive director of the new organization. “As a national, partnership-based organization, we will collaborate to promote safe, secure, efficient and professional trucking and logistics.”

The CTHRC will phase out of operations early in 2013.

“By including the most prominent membership-based fleet organizations in Canada, and publishers of the largest trade magazines in the trucking and logistics industry, our new organization is immediately positioned to support the broadest

range of businesses and ensure HR needs, resources and strategies are effectively communicated to the industry at large,” Splinter says.

“We are very hopeful that a new national organization which focuses on working with industry partners can help us as we work to address what most carriers believe is the industry’s toughest challenge – making sure we have top-quality people who are recognized as skilled labour and treated as such, to pilot our vehicles in the future,” says David Bradley, president and chief executive officer of the CTA.

Bruce Richards, president of the PMTC adds: “PMTC is a firm believer in the need for exceptional human resources practices in the trucking community. Our members recognize the value of proven training curricula and delivery

methods, as well as the bottom-line results that can be delivered by superior hiring and retention practices. We are pleased to be a part of the new organization in helping to bring awareness of high-level HR practices to the forefront of the Canadian trucking community.” □

Shell, HDDC offer scholarships

BURLINGTON, Ont. – Shell Rotella and the Heavy-Duty Distributor Council of Canada (HDDC) are teaming up once again to offer their Heavy-Duty Technician Scholarship.

The pair will award a total of \$15,000 to six students pursuing accreditation in such career areas as trucking, logistics, supply chain management, engineering, mechanics, fleet maintenance, importing/exporting, third-party logistics, and shipping/receiving.

On March 30, Shell and the HDDC will select a total of six scholarship recipients across Canada to each receive \$2,500 toward the completion of their post-secondary technical studies.

The committee will choose students based on their academic merit, financial need, and their commitment to contributing to the success of the trucking industry. Successful applicants will be notified by phone and e-mail by the end of April.

The application deadline is Feb. 28. For more information about eligibility or to apply, visit www.Shell.ca. □

Bulk DEF prices decreasing

TORONTO, Ont. – Diesel exhaust fluid (DEF) prices remained steady at the pump in October, at 80 cents per litre, while costs of totes and bulk deliveries are on the decline.

The October issue of *DEF Tracker* provided updates on the North American DEF market, including pricing in every US state and Canadian province.

In the US, pump prices went up four cents per gallon between September and October, to US\$2.80/G. That’s the second highest average pump price in the past 12 months, *DEF Tracker* reports. Canada’s pump price average of 80 cents per litre is consistent with previous months.

Also over the past 30 days, 77 new locations in North America began offering DEF at the pump.

Christopher Goodfellow, North American emissions analyst at Integer Research, said “Reductions in raw material costs and moves by distributors to capture market share have caused diesel exhaust fluid prices to decrease in tote refill, and FTL and LTL bulk delivery modes during October.”

For more info on *DEF Tracker*, visit www.integer-research.com. □

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"FULL STAINLESS" 2006 UTILITY 50' x 102" REEFER



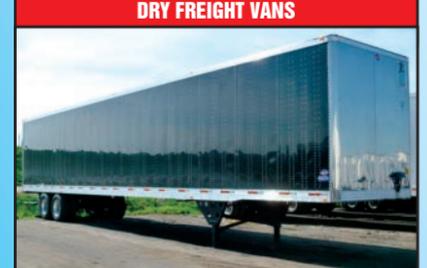
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QUEBEC

Quebec boosting photo radar presence

By Carroll McCormick
MONTREAL, Que. – The passing of Law 57 this June entrenches photo radar for speeding and running red lights in Quebec. The plan continues

to be to use photo radar in targeted areas where there is a history of excessive accidents or infractions and where there is a perceived need to reduce speeding, such as in school

zones and roadwork zones.

So far Transports Quebec has decided to place photo radar in eight roadwork zones, according to an Aug. 30 press release. Two are on the A20, just east and just west of Quebec City, one is on Hwy. 175 just north of Quebec City and another is just east of Que-

bec City on the A40. Nearer Montreal there are photo radars on the A20 in Saint-Simon, the A10 in Carignan and in Richelieu and the A40 in Vaudreuil-Dorion.

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ground, the highway signs will have an orange background. Signs must indicate the locations of photo radar devices, since the stated objective of the program is still that of deterrence, not hauling in buckets of cash. That said, Law 57 states that a driver cannot wriggle out of a fine just because a sign was not visible or absent.

There are maps on the Transports Quebec Web site that show where the original 15 photo radars were installed in 2009. The list of eight road-work sites is in that Aug. 30 press release; otherwise, the "possible presence of photo radar" is noted at the bottom of the descriptions of the work sites on Transports Quebec's "Quebec 511" Web pages.

Even before Law 57 was passed, Quebec's Minister of Transport announced that the city of Gatineau would install four mobile radar devices and one red light camera system in 2013. This pilot project will run for at least 18 months. Four mobile devices will also be installed in Quebec City next year.

Last February, Quebec announced that it would deploy an additional 25 photo radar devices and red light cameras around the province in 2013, bringing the total number, including the Gatineau, Quebec City and road-work devices, to 56.

The rule of thumb for choosing which areas to equip with photo radar and red light cameras will remain that of the original pilot project, launched in 2009: Choose areas where there is an elevated risk of accidents and where traditional police surveillance is difficult. The growing implementation of

photo radar and red light cameras is not a major problem for the trucking industry, according to Marc Cadieux, president and director general, Quebec Trucking Association (QTA). However, this may simply be because so few trucks – only about 40 trucks a month – are nabbed.

Because the photo radar and cameras only identify the vehicle – not the driver – the onus is on the owner of the vehicle to track down the offending driver and wring a confession out of him or her.

However, as Francois Rouette, a transportation attorney with the law firm Cain, Lamarre, Casgrain, Wells, warned back in the early days, Canadian citizens have the right not to incriminate themselves and they can not make confessions under duress; i.e., threats from the vehicle owner.

Or, as Cadieux puts it, "It is the issue of having to confront the driver that will never put us at ease. There is no carrier that is at ease with this, on having to track down an employee and sit him down in the office."

If the vehicle owner was not the driver he has just 10 days to finger the driver and send in the right form.

"For companies that have drivers that are on the road, this is a very short time. This was our concern with the project from the beginning," Cadieux says. "We were opposed from the beginning, because of the obligation and bureaucracy on our side, from administering that. The administration sounds easy, but it is not for all carriers. There is a lot of legwork to be done to get to the person who was driving the truck." □

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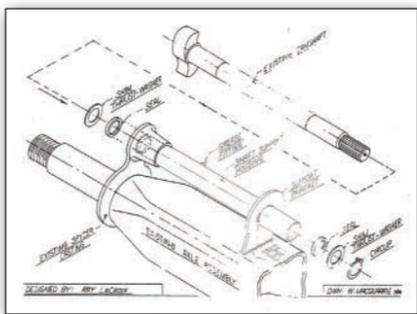
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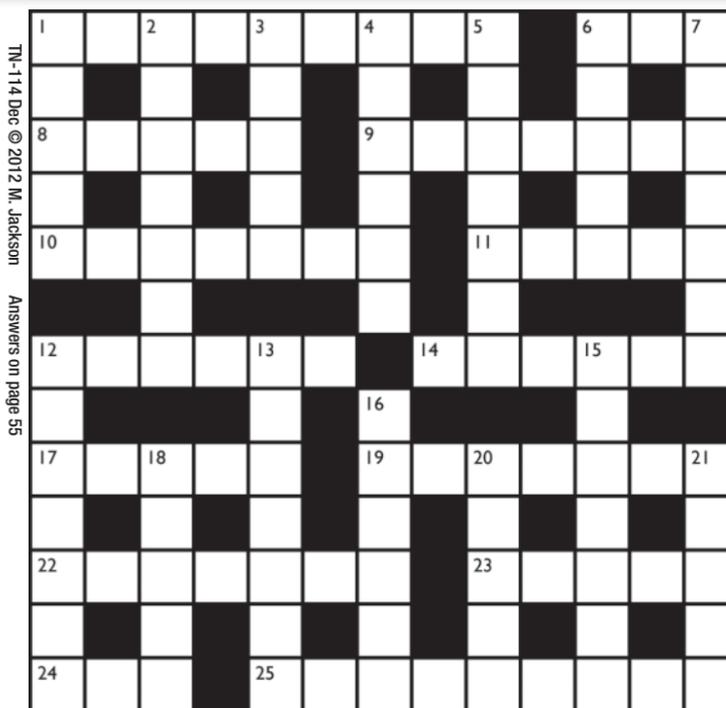
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- A 4-Down producer
- Mississauga bus-building company
- Smelly city-truck cargo
- Manitoba border-crossing town
- Radio code for T
- Truck-stop breakfast hours (3,3)
- Bumper or air-horn finish
- Truck-rental company
- Crustacean trucked from Nova Scotia
- Smokeys' radar guns, slangily
- Roadside guides
- City-transit vehicle
- Tractor-to-trailer air couplings

Down

- Side-impact collision, slangily (1,4)
- Toronto-based van-body maker
- MacDonald-Cartier Fwy, a.k.a. The _____ Highway 401
- Tractor power plant
- Common cab-paint damage
- Wallet attachment, perhaps
- BC's Coquihalla Hwy nickname (3,4)
- Kenworth sleeper model
- Fuel-economy factor (3,4)
- Stop-sign shape
- Ontario big-rig driving licence (5,1)
- Try-before-you-buy rides
- NASCAR's former _____ Series
- Succumbs to road salt

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ONTARIO

New trailer configuration set to hit the road this month

Continued from page 1

as we've shared the knowledge gained from our sustainable fresh food distribution centre in Balzac, Alta."

Walmart's supercube trailer was built under a special permit through a pilot program at the Ministry of Transportation in Ontario. The MTO is granting permits for four trailers, and two tractor units, and Ellis said the first of those vehicles was set to begin making deliveries as early as Nov. 12.

"This is a pilot," Ellis said. "We've got a permit to put four of these trailers on the road in Ontario. We hope we get permission to extend it. At that point we'll obviously work with our carrier partners. But this is not just about Walmart. We're very happy to share the specifications created through ITD with everybody...It's no bigger and no longer than a traditional truck – it's just been optimized as far as its cube. That was really important in the design."

Carriers of low-density cargo could benefit from the improved productivity, Ellis pointed out.

While Walmart is more than happy to share the design with other shippers and carriers, the trucking industry hasn't exactly greeted the new configuration with enthusiasm.

The Ontario Trucking Association (OTA) held a carrier meeting prior to its annual convention Nov. 8 to discuss the new configuration. Numerous concerns were discussed about the manner in which the new trailer was brought to market and the oversight – or lack thereof – that could occur going forward.

In a statement, the OTA Board of Directors declared: "The proposal to allow the longer trailers is not something the trucking industry has been advocating for or promoting. Therefore the proposal does not enjoy the support of the trucking industry that previous changes to Ontario's allowable truck configurations did. (The move, for example, to 53-ft. trailers or the controlled used of LCVs).

"However, the association's long-standing position is that it is not opposed to changes to Ontario's truck weights and dimensions standards that would enhance the productivity of the industry, its customers or the provincial economy at large so long as the proposed vehicles maintain or enhance highway/road safety; meet or exceed provincial dynamic performance standards; produce environmental benefits such as reduced GHG emissions; and allow for a sufficient return on investment. Only carriers with acceptable safety records, which are prepared to ensure the safety of their drivers, should have access to special permits. As well, shippers need to show responsibility by using only carriers with acceptable safety records and which are prepared to ensure the safety of their drivers and vehicles."

The proposal, according to the OTA, failed to satisfy those criteria. OTA also objected to the shipper, in this case Walmart, being granted a permit to operate the trailers when in reality, they'd be pulled by third-party carriers.

"Our members are very uncomfortable with this proposal as it currently stands," said OTA president David Bradley. "The proposed issue



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of special permits to a shipper is a major game-changer for the industry; it completely turns the whole approach to monitoring and managing truck safety on its head. This must be changed. The industry is already heavily invested in the standard North American trailer of 53 feet; however, as an association we support innovation and a more productive economy where it makes sense. Right now, the Walmart semi-trailer would appear to mainly have application as a specialized trailer for dedicated runs, but if the floodgates are opened the consequences could be enormous. We need to set some strict criteria and ground rules before heading any further down the road."

Asked to explain the issuance of a permit to Walmart Canada for equipment that would ultimately be operated by a third-party, for-hire carrier, and fall under said carrier's CVOR, MTO spokesman Bob Nichols said it simply didn't happen that way. He said the supercube pilot will follow the tradition of past pilot projects, especially when it comes to who is responsible for the trucks and trailers.

"There is no change as to how these permits are being handled," Nichols told *Truck News*' sister publication

MM&D. "The permits for this limited pilot will be issued to Walmart's carrier and not to Walmart."

However, a Memorandum of Understanding between the Ontario Registrar of Motor Vehicles and Walmart Canada Corp., obtained by *Truck News*, seems to imply otherwise. It reads: "The Registrar of Motor Vehicles, by authority of Section 110.1 of the Highway Traffic Act, agrees to issue Special Permits authorizing Walmart to operate extended semi-trailers on Ontario roads and highways." The end of the document reiterates: "This MoU will remain in force as long as Walmart holds Special Permits."

Nichols told *MM&D* that the trucks and trailers won't be allowed on Ontario roads until the details of the pilot have been finalized.

"The ministry is currently in the process of sorting out the details of how this very limited and controlled trial operation will take place," Nichols said. "MTO is working with industry to finalize the conditions for trial operations, including how many carriers would be allowed to participate."

Nichols pointed out there are significant differences between the su-

percube trailer proposal and LCVs, which consist of two 53-ft. trailers pulled by a single tractor.

"LCV vehicle permits were developed in consideration of an increase in the overall vehicle combination length, which required engineering assessments of off-ramps, driver rest areas and intersections along their proposed route," he said. "Apart from the length of the trailer, the overall combination length, height, width and weight of this proposed new tractor-trailer combination are the same as a standard tractor-trailer (rather than an LCV) and the permit requirements for this pilot were developed accordingly. Walmart developed a new design for a truck-trailer combination with increased storage capacity, without extending the total length of the combination.

"Walmart's concept resulted in a design that will improve cargo volume by 28% and the potential to reduce the overall number of truck trips on Ontario roads, relieving traffic congestion and keeping our air clean. This innovative new combination met the requirements of extensive dynamic performance testing that all other vehicles currently in regulation or under special permit are required to meet."

In fact, Nichols said the MTO is hopeful the configuration proves itself over the next year and can be expanded to additional applications.

"Ontario is interested in learning more about this truck-trailer combination during the pilot project period to examine their effectiveness on Ontario roads," he said. "We are also interested in its potential to reduce the number of trucks on Ontario roads and its ability to reduce overall fuel consumption by carriers. The international trade corridor that runs from Montreal through Ontario to Detroit, Mich. is the most important on the continent. We will continue to look at ways to improve goods movement across the province, while keeping our roads the safest in North America."

Not to be lost in all this is the fact

Continued on page 14

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ONTARIO

Supercube design draws inspiration from Europe

Continued from page 13

the supercube is a very compelling alternative for transporting lightweight product. Benny Di Franco, president of ITD, said his company enjoyed working on the project.

“When they came to us, we said it’s a no-brainer. It’s fully doable and a great idea. We haven’t changed anything within the laws.

The spec’s:

Total trailer length: 60’6”

Inside trailer height (lower/main deck): 126”

Inside trailer height (upper deck): 110”

Total inside cube: 5,100 cu.-ft. (30% more cube than a standard 53-ft. trailer’s 3,900 cu.-ft.)

Kingpin setting: 62 inches

Drome box: 521 cu.-ft. □

We’ve just allowed more capacity in the trailer without getting any longer,” Di Franco said.

Among the more interesting innovations: the trailer comes with a scissor lift capable of handling 15,000 lbs, so a forklift can be used to stock the front section of the trailer. A bogie airbag lift system raises the height of the trailer to meet the standard loading dock height of four feet.

Inside the trailer interior, a fully welded and sealed lightweight all-aluminum flat floor with anti-slip surface minimizes trailer weight while providing a safe and low-maintenance surface. Flush-mounted LED lights in the ceiling with a timer switch at the trailer entrance provide excellent visibility for loading and unloading freight.

The drome box can contain four skids and rolls to the rear of the truck frame so it can be loaded by

forklift. The trailer itself weighs 14,590 lbs, about 3% more than a conventional trailer. Walmart’s Ellis was the driving force behind the project. His European background inspired the design.

“I’m originally from the United Kingdom, so I looked at the semis on the road here, and I looked at the amount of wasted space that is available on the tractor-trailer unit,” he explained. “I thought about ways to combine the regulations from the UK and the regulations in Canada. Then I set a challenge to my team: how can you build an innovative tractor and trailer unit that optimizes the use of the cube? Walmart doesn’t typically weigh out on deliveries, because of the type of freight we carry. It’s boxes with small domestic appliances, electronics, clothing, apparel, which isn’t as heavy as other commodities. So when we put trucks on the

road, we never weigh out. We always cube out. So the challenge was how do you put more cube on the back of the truck and take more deliveries off the road, and take the amount of trucks off the road? What you see here today is a combination of that work where you’ve got no wasted space in front of the tractor unit. And we’ve optimized the total length of the vehicle.”

The cargo capacity will typically allow the retailer to carry enough merchandise to supply two stores during one run, he added.

While industry reaction has been mixed, Ellis remains hopeful the configuration will catch on.

“Subject to the approval of the Ministry, we will put more trucks like this on the road in Ontario and hopefully roll them out to other provinces in Canada,” he said. □

More slow growth in the forecast

Continued from page 1

growth in both the US and Canada. She said the North American economy enjoyed seven “bountiful” years prior to the economic collapse and is now enduring a period of seven lean years.

“We’re not driving at the speed limit or anywhere near that,” she said of Canadian economic growth.

South of the border, Eneajor expressed concern that the current growth, weak as it is, is still largely supported by government.

A hand-off to the public sector will eventually be necessary, but it’s not clear when that will happen with the so-called fiscal cliff looming in January. The fiscal cliff refers to staggering spending cuts and tax hikes that are slated to take effect when former president George Bush’s economy-bolstering initiatives are set to expire.

If nothing is done, the fiscal cliff could pull as much as 5% of US GDP out of the economy, potentially sending the US and even Canada back into recession. However, Eneajor said it’s a manageable situation and she is confident regulators in the US will at least partially defer some of the spending cuts and tax hikes.

“Politicians will ultimately make the decision on how big that fiscal cliff hit will be,” she said.

If the US takes action, the fiscal cliff could be whittled down to a “fiscal molehill” Eneajor said.

“We think rationality and sanity will prevail and that fiscal cliff will get whittled down and allow for slow growth in the US,” she said.

In Canada, a cooling housing market and rising consumer debt don’t necessarily foreshadow a US-style housing collapse, Eneajor indicated, noting the sub-prime market that led to the US collapse simply isn’t present in Canada.

Eneajor also said the Canadian dollar will likely remain near par with the US greenback and that interest rates should remain low relative to historical patterns.

The bottom line, according to Eneajor, is that slow growth will continue to be the pattern going forward in the US and Canada and much of the world. □



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ONTARIO

Want to haul freight for Walmart?

Put away the golf clubs, do some homework, exec advises

By James Menzies

TORONTO, Ont. – What's the best way to land a deal hauling freight for mega-retailer Walmart?

"Stop asking to take me to dinner and to go golfing," Michael Buna, senior manager, strategic transportation management with Walmart Canada said during a panel discussion on How the Sales Game Has Changed, held at the Ontario Trucking Association's 86th annual convention. "The corporate world is changing. We have an ethics policy and it's there for a reason. We are more interested in what your company can do and what your core competencies are. Letting me win a golf game is not going to get you that bid, it really isn't. What it's going to do is discourage me from calling you, because you are putting us in a bad situation."

Buna's candid remarks highlighted just how dramatically the sales process has changed in recent years. Few deals are being brokered on golf courses and in hazy bars. Gone are the liquid lunches. Buna urged prospective carriers to learn as much as possible about Walmart's business and its unique requirements, but he pointed out there's a vast amount of such information readily available.

"Find out more about me, just not on the golf course," he said. "There's social media, a lot of what we do every day is all over the place. It's in newspa-

pers and on the Internet. We have forums for that, where you can find out more about us and what we are doing."

Buna also said carriers should have a realistic idea of where they fit into a shipper's network before making a sales pitch or bidding on lanes. Work with shippers to find out where they're expanding and what their future needs will be, he urged.

'We have people who have five to 10 tractors who respond to our bid and bid on all 15,000 lanes,'

Michael Buna, Walmart Canada

"We are bidding out for five years down the road," Buna told OTA delegates. "We know where we're opening up our stores and distribution centres and some of our vendors are bidding based on where they know we're going and where our growth is."

He also said carriers should be honest about what their strengths are as well as their limitations when bidding on lanes.

"We have people who have five to 10 tractors who respond to our bid and bid on all 15,000 lanes," Buna said.

Not knowing when to end the sales pitch is another common mistake carriers make, Buna said.

"At a certain point, stop selling," he advised. "At the end of the day, we

need to move ahead just like everybody else does. At some point, the salesman needs to go and someone who can get a business deal done has to be there."

In many cases, Buna observed, a great salesperson is incapable of closing and a good closer can't deliver a compelling sales pitch. Some carriers have effectively sent in two-person tag

teams consisting of a salesperson and a closer, who compliment each other's skills to get the deal done.

Mark Gallant, director of transportation with Home Depot, said carriers looking to land new business should be less reactive than is the current norm.

"Stop reacting," he said, when asked about common mistakes carriers make when selling their services. "There's so much pressure right now on all sides. You have to put your foot forward and get aggressive again. Show leadership and pick a direction. There are a lot of great opportunities out there, look for it, pick it and go after it."

Gallant also said carriers should try to present a workforce that's as diverse

as the customers they hope to serve. Stores like Home Depot, he pointed out, make a concerted effort to hire staff that reflect the diversity of their customer base, and carriers should do so as well, he suggested.

"We spend a lot of time at Home Depot trying to make sure that in our stores, we match our diverse customer set," Gallant, who sits on Home Depot's board for diversity, explained. "That is absolutely what I would do. Your customer set is becoming quite diverse."

Gallant and Buna agreed that carriers can differentiate themselves by offering easy access to data and analytics. Gallant said he has installed transportation management systems for several retailers and shippers through the years.

"There are probably three or four (popular TMS systems)," he said. "Get to know them even better than your shipper does."

He also said carriers should look to "design your entire sales and customer service departments around making it easy for customers, from an electronic standpoint."

"Make it very easy for customers to consume their own information," he advised. "That means a lot, if I can see my data inside your company and get access to it more quickly than I can through my own company."

Buna added "When looking at technology, make sure it's adaptable. That technology needs to be adaptable for your customers. The easier, faster and cheaper you can get that done, the more lucrative you look to the customer. Sometimes it's difficult working within our own extensive systems." □

OTA takes to social media to fight fee increases

TORONTO, Ont. – The Ontario Trucking Association has spearheaded a campaign to put a stop to the provincial government's proposed 70% increase in heavy commercial vehicle validation fees. In March, the Ontario government announced that increases would be forthcoming as part of the province's deficit-reduction plan. The first 30% increase will come into effect Dec. 1, with an additional 40% increase set for Dec. 1, 2013.

The OTA says that while the initial 30% increase is unavoidable, Ontario's transport minister has told the association he is "prepared to consider alternative approaches" for the remaining 40%.

As such, the OTA is appealing to carriers and owner/operators to take part in an automated e-mail campaign. Interested carriers and owner/operators are asked to click the 'Put the Brakes on 70%' icon on the OTA's Web site at www.ontruck.org.

The OTA has also launched a Facebook page, which encourages carriers and owner/operators to provide feedback and discuss how the fee increase affects their business.

The OTA has also started the discussion on Twitter. To take part, tweet to @OnTruck using the hashtag #Stop70percent. □

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ONTARIO

The new sales reality

By James Menzies

TORONTO, Ont. – Requests for proposals (RFPs), maligned by many motor carriers, are something the industry will have to get accustomed to, according to panelists at the 86th annual Ontario Trucking Association convention.

Participating in a panel discussion on How The Sales Game Has Changed, Lance Norman, vice-president of Apps Transport Group, acknowledged “It’s an RFP world. In the last 12 months, our company has done 87 bids and it’s not going away. It’s likely going to continue to be the primary method of sales going forward.”

Speaking on the same panel, Darryl Clancy, vice-president of sales with Challenger Motor Freight said his company completed 13 RFPs that day alone. Another trend seems to be the increased emphasis on technology during sales conversations with customers.

“It seems that every new sale now has some IT, electronic or EDI component that’s going to be on the carrier to absorb that cost,” Norman said. “It’s ironic that transportation solutions are becoming more complex and more customized, but buyers are not willing to pay more than one-size-fits-all rates.”

Another trend Norman noticed is that distance to decision-makers – both geographically and figuratively – is widening.

“It’s hard to get in front of the ultimate decision-makers,” Norman said. “The net result is less subjectivity in carrier qualification and the selection process and more objectivity in that process, and nothing is more objective than rates.”

Challenger’s Clancy noted 3PLs and 4PLs are becoming more prominent as well, creating additional challenges for carriers.

“It’s a 3PL and 4PL world and they have global initiatives and in a lot of cases, Canada is just a port,” he said.

Of all the trends discussed during the session, few, if any, make life simpler for transportation providers. Adjusting to new realities will require carriers to offer even greater levels of service.

“Almost every customer we have has key performance indicators and scorecards that measure us,” Norman said. “I think where we can get better is in measuring ourselves. Am I picking your freight up? Am I delivering it on time? Am I not smashing it up and am I sending you the proper freight invoices? We need to measure ourselves better. Know what you do well, focus on it and then be able to prove it.”

It’s easy to say you’re the best carrier in the country, Norman pointed out, but keep in mind that any shipper has heard the same from every carrier it has talked to on any given day.

“Can you prove that?” he asked. “I think that is something we need to get better at. Know what you’re good at, focus in on it, measure it and be able to prove you are the best at it.” □

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Ten sales tips that pay

'If you're selling like you were yesterday, you may need another career'

By James Menzies
TORONTO, Ont. – In more than 35 years of serving the trucking industry, the last 20 as founder and president of Trailcon Leasing, Al Boughton has learned a few things about sales and its evolving dynamics.

Boughton has experienced the sales cycle from both sides of the negotiating table, this year alone spending nearly \$50 million on new trailers. Boughton shared some sales tips at the Ontario Trucking Association's annual convention, as part of a panel discussion on How The Sales Game Has Changed.

Treat every customer like they're your largest

Boughton said some of his largest customers, such as the late John Cyopeck, former CEO of Canpar, made their first introductions and formed their first impression of him and his business when they were truck drivers.

"Those people who are truck drivers today are going to be presidents and CEOs tomorrow," Boughton said. "If I hear anybody talk back to a customer at our place, that's the end of the employee."

Make every employee a salesperson

At Trailcon, all 40-plus mechanics have their name on the door of their mobile service truck and on their uniform. The company also continues to employ a receptionist and everyone is reminded they represent the company at all times.

"Today, everyone better be selling," Boughton said. "I wear a Trailcon sweatshirt on the weekend if I go out, but not if it's Sunday and I haven't shaved. I think that today, everybody has to understand how important sales is on every level."

Know your friends from your enemies

Loyalty no longer exists, Boughton said. "The toughest thing we find is separating our friends from our enemies. The supplier you had yesterday is in quoting against you today. That's really problematic for us today."

Reallocate marketing dollars to reflect changing dynamics

Trailcon used to allocate 1.5% of its revenue, about \$900,000, to sales and marketing, including travel and entertainment. Now, in a world where corporate ethics policies in many cases don't allow the company to wine and dine customers, Boughton said companies should consider reallocating those funds.

"I think that we have to quit selling like yesterday, because you simply can't buy them a game of golf or take them out to dinner," he said. "I'd say, take the money you have from sales and market-

ing and put it into systems and invest in your people."

Reduce staff turnover

"Stop turning over staff," Boughton stressed. "When you turn over staff, you are ultimately turning over your customers."

Develop user-friendly technology systems

"If you're going to buy or write systems, make sure it has great flexibility that allows customers to be satisfied," Boughton suggested. "If they can't read it and it's useless information, you may wake up one day and not be their vendor of choice."

Stop recycling industry's "garbage"

"For way too many years, this was an industry that recycled its garbage," Boughton said of lousy sales reps who would make the rounds, working for various suppliers within the industry. "Bad sales reps would work at one company, went from one company to another and never left the industry. They were bad wherever they went. I think as an industry, we have to stop recycling our garbage." Boughton said he began hiring sales reps from outside the industry.

Thoroughly train new sales reps

In the past, it wasn't uncommon to hire a sales rep, give them a business card and a car and turn them loose. Now, says Boughton, it's necessary to first educate them in detail on the industry, equipment, your own company and your customers.

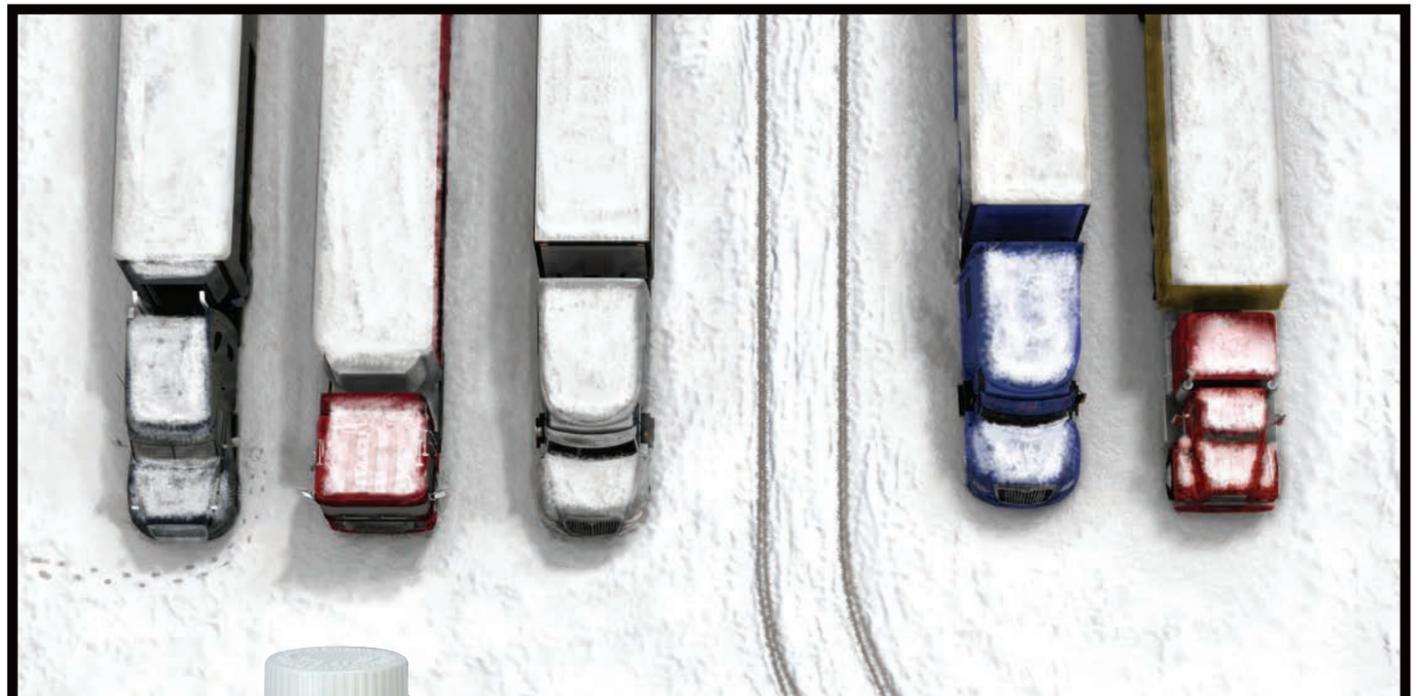
"I think today, we owe it to the customer...if a rep comes in from my company and knows nothing about Walmart or Home Depot and nothing about Trailcon or the industry, and they are in there trying to sell to you, that is pretty embarrassing and there's a really good chance they're not going to get that business," Boughton said. "We need to be better at our training. If we don't put the right people on the street, they're never going to bring home the groceries at the end of the day."

Be a 'target marketer'

Identify the business you want and then go after it, Boughton suggested. "It's okay to say no" to business opportunities, he added. "Target the business where your customer fits where you are today."

Adapt or move on

Finally, Boughton left OTA delegates with this thought: "If you're selling like you were yesterday, you may need another career." □



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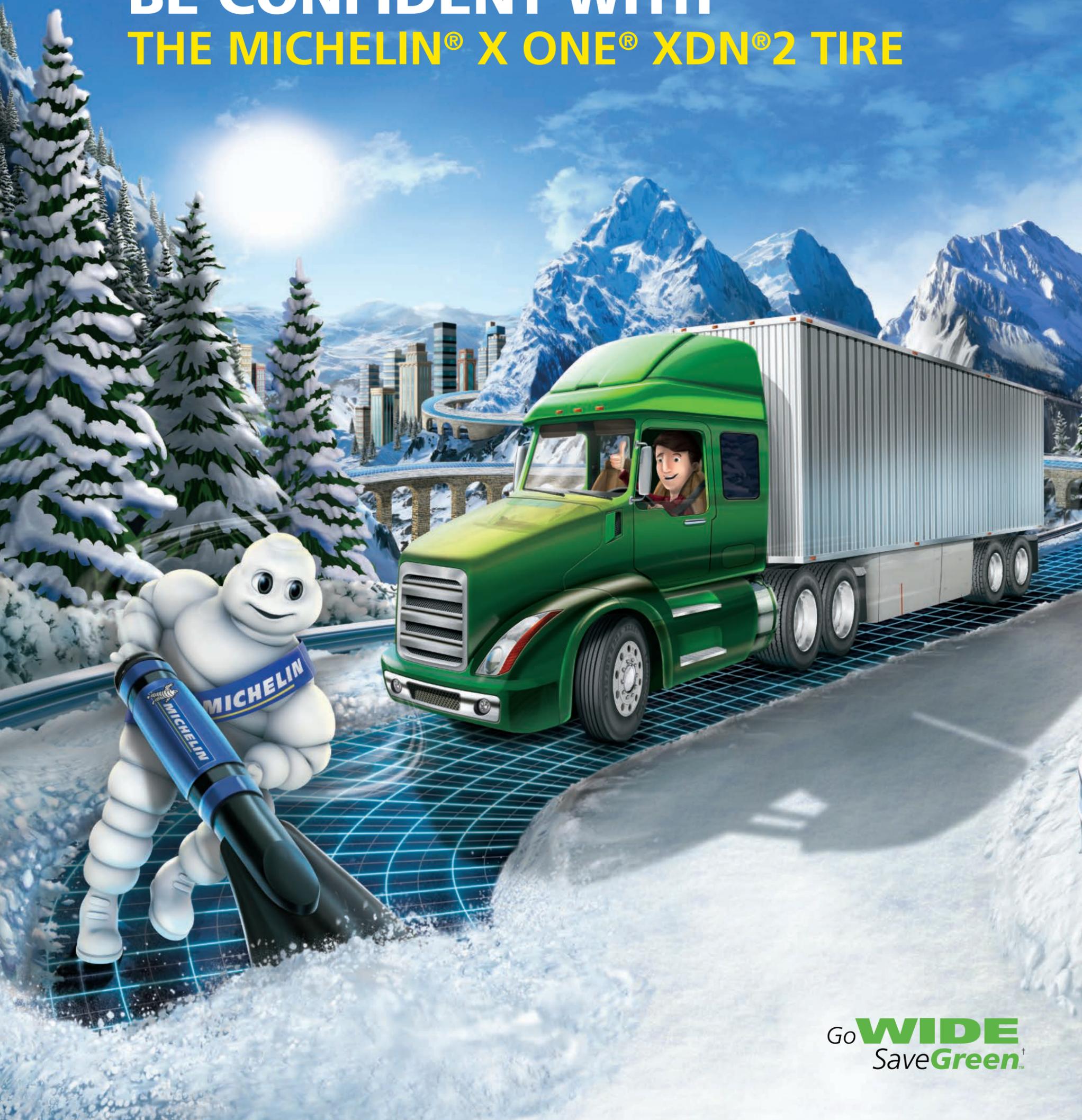
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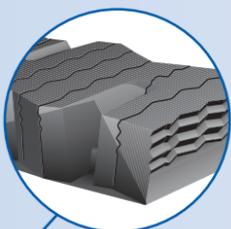
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TAX TALK

How to find tax deductions in your financial documents

You can't fuel a trucking business with enthusiasm and good intentions. You need money. And if you've ever taken out a line of credit or financed a truck – or refinanced an existing loan – you know that borrowing can be expensive.

No matter how you are structured, it's important to track interest and finance costs. That's because any time you incur expenses to borrow money, and that money is used to help you earn business income or to provide working capital for your business, those expenses are tax-deductible. This includes interest you pay on the loan, the cost for the loan to be set up and managed, and fees for legal, accounting, and bookkeeping services.

Loan-related expenses aren't like most business expenses. Interest and other fees may be amortized over the life of the loan and wrapped into monthly payments. Up-front administrative or documentation fees may be buried in the fine print. The paperwork can be onerous and complicated. It's easy to miss potential deductions.

Strictly business

As your business seeks to expand, add equipment, or just pay the monthly bills, take every opportunity to identify loan-related expenses. At the same time, you want to avoid the common pitfalls that can get these deductions disqualified.

One of the biggest issues I see is the mixing of business and personal credit. When you finance a new truck, it's pretty clear that the money is being used to advance your business. But when a line of credit or credit card is used for both personal and business transactions, it makes deductible expenses harder to track.

We always advise our clients to keep dedicated accounts so the expensing of service charges, overdraft charges, interest, and fees is clear to you, to us, and to any auditor who happens to review your return. In a perfect world you would have separate credit cards and credit lines for business and personal use.

When money is borrowed partly for business and partly for some other purpose, only the part of the expense that may reasonably be considered applicable to the business is deductible. Canada Revenue Agency (CRA) expects you to apportion a business-related percentage of related interest and charges.

If you mix business and personal debt, you'll have to calculate the proper business percentage each year.

Besides, you will lose track of how much money you have loaned to the company and how much you have taken from it. Over time you will look at your entire line of credit and credit card balances as business when in fact they are not. A CRA auditor will want you to prove that the percentage of interest you are expensing is valid. That may mean going back over years of statements to prove the business portion.

Your accountant can help you clarify precisely what borrowing expenses are business and which are personal. For instance, you might think your tax accounts (including

Tax Talk

SCOTT TAYLOR



personal tax, corporate tax, payroll source deductions, and GST account) are business-related. But CRA says you cannot deduct the interest charged to these accounts or any loans you may get from financial institutions to pay these amounts. Also, any loans to buy RRSPs or fees charged within your RRSPs are not deductible.

Depreciation and loan expenses

If you borrow money for the purpose of acquiring depreciable property (for example, your truck), and incur deductible expenses in the

course of borrowing that money, you can capitalize these expenses along with the interest paid. When these costs are capitalized, they form part of the capital cost of the asset subject to capital cost allowance (CCA).

Your income will be a little higher, but that's okay if it means keeping the bank manager happy. And you're not giving up the deduction, you're just expensing it over time. If you think this approach is right for you, talk to your accountant to make sure.

Review the documents

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correctly. We do this with clients on a routine basis.

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Finally, as another year draws to a close, I want to thank you for reading this column. I hope it has helped you along the way and will continue to do so in the New Year. All the best for the holidays, and here's to a prosperous 2013. □

– 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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OVER THE ROAD

Professional drivers caught in the middle of a perfect storm

Finding the time to rest, relax and recharge is becoming more difficult every year

Well, here we are heading towards the end of another tough year. There's still lots of economic uncertainty to go around and austerity measures are all the rage. Is that what we have to look forward to in 2013? I sure hope not.

Maybe we should all get together and form a Trucker's Bank – then we would be too big to fail

and someone would come along and bail us out. Just a thought.

Yes, 2012 has been a real grind for me. It's not that I don't enjoy what I do, but I spend more time on the job for the same money I was earning 10 years ago.

I feel like I'm treading water and I'm not sure if I can keep it up until I reach retirement age.



Over the Road

AL GOODHALL

For me that's 15 years or so in the future.

That's a difficult thought to face every morning. Finding the time to rest, relax, and recharge is becoming more difficult with each passing year.

I'm an optimist at heart, so I have a difficult time sharing thoughts about our industry that at first glance appear to be coming from a negative center. But that's not the case. I, like most of you, recognize that the trucking lifestyle is unique. It's not a job you start at nine and finish at five. It requires a strong commitment, work ethic, and self-discipline.

Although you have to accept the fact that you will be away from home and family for extended periods of time, you should still be able to have the time over the course of each year to meet the obligations to your family and to yourself.

Over 10 years ago I started on a course that saw me give up tobacco, adopt a healthy eating regime, lose a pile of weight, and take the time each day to get the exercise I need. By eliminating all

of those high-risk health factors I feel better – at least physically – than I have at any point in my life.

Yet I still feel the daily stress from the time crunch. It's not without irony that the time I have to take to get the exercise I now crave, and the time I take to prepare healthy food choices, and the time I take to rest when I need it, all add to that feeling of stress that comes from not having enough time in the day. So is a healthy lifestyle part of the trucking lifestyle or not?

Many carriers, including my own, recognize the importance of this issue but we still have a long way to go in making sure all drivers at least have the opportunity to take the time to invest in their health if they so choose. The trick is to be able to do it without giving up any of your income stream.

Also over the past 10 years we have seen stricter enforcement of hours-of-service laws, the ongoing adoption of electronic on-board recorders, the implementation of speed limiters, laws put in place to control distracted driving, and much tougher laws in the States to rate carriers and drivers.

Soon we may also see legislation that requires testing for such things as sleep apnea.

Drivers no longer have the option to cut corners to get the job done.

Doing the job right, doing the job by the book, requires taking the time to make sure all your ducks are in a row all of the time. So again, the trick is to also do all of these little extras without giving up any of your income stream.

Drivers are not the only ones finding themselves stretched a little thin. Carriers have faced very tough competitive pressures over the past four years along with increased costs and the challenge of finding seasoned drivers to get the job done. There has been a lot of pressure on driver salaries as a result. We seem to be caught in the eye of a perfect storm.

So what is 2013 going to bring us? Probably more of the same. I think what we really need is some imaginative thinking. Hours-of-service laws, implementation of electronic on-board recorders, and carrier/driver safety ratings are definitely not going to go away.

We need to find some creative ways to use those laws to benefit drivers directly when it comes to issues of health and time management. I think we spend far too much time looking backwards at what used to be and trying to reclaim successes of the past rather than looking forward, despite the current gloomy view.

It would be nice to find our way out of the eye of the storm in 2013, wouldn't it? □

– 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](https://twitter.com/Al_Goodhall).

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OPINION

A stroll down memory lane

Recently I had a surprising e-mail arrive on my iPhone. It was from an old friend, someone I haven't seen or heard from in over 30 years. She told me she was new to the industry and wanted to learn all she could about trucking, so she made a point of reading *Truck News* and came across my name. It was great reminiscing about the old days and the people we knew.

That trip down memory lane caused me to sit back and think about this publication's history. I wonder if the founders, Brian and Pam Light, envisioned it in its current format when they launched it over 30 years ago?

The odd thing is, back in the day, Brian and I were competing head-to-head on the retail beat. He had just started *Truck News* after a short stint with *Heavy Truck Equipment News* and I was the new kid on the block, responsible for selling the *Ontario Truck Trader*.

I recall meeting Brian in the lobby of one our advertisers. He was quick to point out that my magazine was going down, and I'd be looking for work within a year. His confidence overflowed and he was very convincing. As I walked out the door, his last comment was "When it happens, give me a call and we'll talk."

A few years later (and after I had moved on to another publication) Brian's premonition became reality. *Ontario Truck Trader* did indeed cease publication.

I don't see Brian that often these



days, but when I do, we both have a good laugh about that day.

Over the years, we've seen a number of owners come and go. Regardless of whose logo appears after ours, this publication has always been managed as a separate entity. We don't consider ourselves as being in the publishing business or part of a large corporation; we're in the trucking business.

Most of our editors and salespeople have been with us for decades. We all eat and breathe trucking. It's not unusual to find a flurry of e-mails between staff members at 10 p.m. or throughout the weekend. In fact, it's the reason I broke down and purchased my first smartphone a few years back. There was way too much I was missing and my old cell phone just couldn't cut it anymore.

Speaking of working here for decades, Kathy Penner, our associate publisher, just celebrated her 29th year at *Truck News*. Rumour has it she started her career when she was 10. Kathy started that rumour, so it must be true. Congrats Kathy! □

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

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OPINION

Want your voice to be heard? Start by cleaning up the language

If we want to be taken seriously, we need to discuss issues diplomatically

Lately, I have been talking with a few of my fellow drivers on the topic of electronic on-board recorders (EOBRs), trying to get an objective, man-on-the-street, view of things and how the future legislation will affect us all. My goal was to just listen to what others had to say; I didn't want to steer the conversation in any particular way, just to let things flow. So I took off my truck driver's hat and wore my journalist's one for a few days.

The results of my experiment astounded me. I chose a broad selection of drivers to talk to, company drivers for the big box carriers, lease-operators, local city drivers and some specialist drivers on heavy-haul and gravel trucks. This way I could get a fairly balanced view.

Unfortunately I never got a balanced view at all. I was left with the same impression by almost every driver. Even more unfortunate was that I had completely forgotten about the topic in question and the objective I had hoped to achieve from the general conversation.

It seemed almost impossible to have a conversation with anybody that I could call upon for a quote without issuing a Parental Advisory warning beforehand. F-bombs were thrown around like confetti. At first



MARK LEE

I didn't pay much attention to it. After all, we're big butch truckers. But the more it went on, the more disappointed I became.

How are we ever going to get anybody to hear our views when it appears that we cannot construct a sentence without swearing with every other word? There is no doubt that the question of EOBRs is something to bring out a passionate response, but surely there is a better answer than #\$\$@ that! How on earth can we expect to be taken seriously when we conduct ourselves in this manner?

Time and again I heard the same old story: "I told those (insert expletive of your choice) that I'm not doing that." This was referring to instructions from dispatch or at a shipper/receiver.

Now, I took this with a pinch of salt at first, because I've worked on both sides of the desk. I used to work alongside drivers that were always telling me that they told the office to shove it, however when I

moved into the office myself, I never heard so much as a peep out of them – all the bravado of the yard or truck stop had disappeared.

So it would appear that we say one thing, yet do another. Or do we? I have sat in on a couple of the listening sessions set up by the FMCSA. Listening to some of the questions and statements from the drivers had me wishing the ground would open up and swallow me.

Thankfully the F-bomb wasn't dropped, but some of the questions and statements were very poorly thought out. Now don't get me wrong, I applaud those that are passionate enough to actually take a stand and try to get their point across. At least they're doing something. Unfortunately, the way their opinions were received is very troubling. I was not the only one there who was rolling my eyes.

The people at the FMCSA who are trying to bring in this legislation do this for a living. Debate is their bread and butter. They thrive upon it and quite often because of the legal jargon they use, the cause itself is completely lost. As long as the T's are crossed and the I's are dotted, they're happy. We cannot hope to compete in a debate with these people unless we have all our ducks in a row. Sitting back and letting a few passionate people do all the work for us is not going to be enough.

We need representation from

within our ranks. We cannot leave it to the likes of OOIDA, OBAC or the mega carriers to speak on our behalf. They all have their own agendas.

F-bombs aside, the overwhelming majority of drivers I have spoken to throughout my career have all said, in so many words, that nobody ever listens to them.

We're a bit like a teenager in this respect; they too often complain that nobody understands or respects them. Well of course they don't, nobody understands or respects grunts and tantrums, which is something we all need to remember if we want to be taken seriously.

The EOBR is just the beginning. Soon every aspect of our lives behind the wheel will be controlled by legislation. The people in the corridors of power have to justify their existence and because we have nobody speaking up on our behalf, we're sitting ducks for anything they decide to throw in our direction. I think it's about time we stand up, clear our throats and make them listen to us. We still have the right to free speech – for now. □

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

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INDUSTRY

Canada-US safety ratings: Reciprocity cuts both ways

Industry Issues

DAVID BRADLEY



The dictionary definition of reciprocity is the relation or policy in commercial dealings between countries by which corresponding advantages or privileges are granted by each country to the citizens of the other. In plain English and in relation to Canada-US trucking, for example, what reciprocity usually means is that we'll accept what you do if you'll accept what we do.

It does not mean that everything needs to be harmonized, but it infers that at the end of the day, while rules and mechanisms may be different, final outcomes are more or less the same. Where this is so, and where reciprocal agreements between Canada and the United States can be worked out, it is usually a good thing. But things don't always work out as planned.

Take Canada-US safety ratings reciprocity for example. Way back in 1994, Transport Canada and the US DoT signed a Memorandum of Understanding that each country would be responsible for monitoring a motor carrier's compliance and safety performance in the carrier's home jurisdiction.

The MOU also obliged both countries to endeavour to establish mutually compatible safety rating and audit programs. Fast-forward to 2007 when an FMCSA "Canadian Issues" study concluded both countries share similar vision statements, missions and objectives to reduce truck collisions and recommended they work together to establish a safety ratings reciprocity agreement.

Under the agreement, a Canadian carrier who operates throughout Canada and the US would have its safety performance activity (collisions, inspections and convictions) in both countries collected, calculated and monitored by its home province. Under that scenario, a carrier would no longer need both a provincial and an FMCSA profile, or be subject to both provincial and FMCSA compliance reviews. The administrative burden on both government and the industry would be reduced. Safety rating reciprocity was even identified as a deliverable under the Security and Prosperity Partnership initiative.

Work continued and in 2008 the FMCSA and CCMTA agreed in principle to reciprocally recognize each other's safety ratings. A bilateral working group on motor carrier data exchange – which is a key to the whole thing actually working – was established.

A number of provinces dropped the requirement for US carriers to register in their jurisdiction and stopped keeping profiles of those carriers. They did, however, begin sending the data on the US carriers' safety performance in their provinces to the FMCSA.

Information also started flowing the other way as the provinces began to receive data from FMCSA on the US performance of Canadian carriers and using that data to populate the provincial carrier profiles.

But then the wheels started to come off. There were a number of technical issues that were difficult to

resolve. Legal issues emerged which prevented FMCSA from using Canadian data to rate US carriers.

But most important, it seems, was an apparent change of heart on the whole concept of reciprocity by the FMCSA which – not incidentally – coincided with the agency's transition from Safestat to its Compliance, Safety, Accountability (CSA) program.

CSA differs from the Canadian profile systems in some important areas; ie., pointing all violations from roadside inspections (not just out-of-service violations as is the case in Canada) on the carrier profile; and, not accounting for fault on the carrier's collision profile. In the end, FMCSA would not give up its authority to monitor Canadian carriers and/or to conduct compliance reviews on Canadian soil.

The Canadian provinces moved forward on safety ratings reciprocity in good faith. Anyone involved in the CCMTA process knows this. The provinces invested significant effort and resources in this process. While some may still cling to the hope that all is not lost and that an agreement can still be achieved, the reality is that the prospects for safety ratings reciprocity are zilch. And, until that is acknowledged and resolved, an unlevel playing field exists between domestic and US carriers in eight of the 10 provinces.

Currently, four provinces are using US inspection and collision data in their carrier profiles: British Columbia, Alberta, Saskatchewan, and Manitoba. These provinces are (as they have done since 2007) still collecting and sending information on US carriers operating in their jurisdictions to FMCSA, even though FMCSA is not using the data to populate CSA profiles.

Only two provinces (Ontario and Quebec) require US carriers to register to operate in their jurisdictions. As a result, no one is monitoring and creating a history on US carriers' activities while they are operating in the other eight provinces.

For CTA and the provincial associations, this is not acceptable. With the failure to achieve a reciprocity agreement, US carriers should be required to register in all provinces they operate in and all provinces should maintain carrier profiles of the US carriers that operate in their jurisdictions. Our motivation is nothing more than to address an inequity that has arisen as a result of the failure to achieve a reciprocal agreement on safety ratings. Reciprocity (and safety) now demands that US carriers be treated in Canada the same as Canadian carriers are treated in the US. □

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

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Reasons for optimism still exist

Collectively, we in this industry have an opportunity, and my hope is that we get to take full advantage of it. Human resource issues are top of the list when it comes to surveys of what fleet managers spend most of their time on. It's also pretty low on the list of subjects for which there is expert assistance available for those managers, especially in our line of work.

So when Human Resources and Skills Development Canada (HRSDC) changed direction with the Sector Council program, it could also have ended the best source of assistance with people matters that was available to the trucking industry, with a similar affect on all the other industries involved in the Sector Council program.

Instead, HRSDC changed focus and replaced that original program with the Sectoral Initiatives Program, which could still yield some benefits to the industry. If you're not involved in the trucking industry, you might very well shrug and ask 'So what?' to the question of HR issues, but it is not as simple as that. This is an industry that all Canadians depend on. Not just those who derive a living from working in it day to day, but everyone who shops.

We know that whatever is being purchased by consumers, a truck played a big part in making it available.

So when an industry as important as this one has a problem, everyone should pay attention. Not everyone can help of course, but a government ministry that has Human Resources in its name should certainly have a role.

The trucking industry definitely has



Private Links

BRUCE RICHARDS

a number of problems that can be categorized under the heading 'Human Resources' and the industry is trying very hard to help itself.

The CTA recently published the results of its Blue Ribbon Task Force on the qualified driver shortage that offered a frank look at the problem and proposed some solutions. Driver demographics, perception of the occupation, lifestyle issues, compensation, and the regulatory climate were all identified as roadblocks to attracting qualified people to the industry.

Openly identifying the issues is a good step towards resolving them.

PMTC, in conjunction with *Motortruck Fleet Executive* magazine, recently published its Benchmarking Study of Private Fleet Practices. In that report the top four key challenges, as identified by respondents from across the country, were related to personnel. They included attracting qualified employees; driver retention; training of employees; and driver health and wellness.

Another question in the study that was in the same vein, asked fleet managers to name the single most important issue they face. The answer: 'Workforce Challenges.'

So there is no doubt that the trucking industry recognizes that it has hu-

man resource-related issues. There is no 'head in the sand' here.

And that's where the newly formed Trucking HR Canada should be able to provide some of the help we need. Trucking HR Canada consists of key leaders of Canada's trucking community – PMTC, CTA, and two giants of the publishing industry Newcom Business Media and Glacier Business Information Group – who have come together to form this new organization that will focus on HR issues in trucking. In a news release in late October, Trucking HR Canada identified its role as being a forum for gathering and exchanging ideas and information related to human resources and best practices in training.

As a partnership-based organization, it is expected to collaborate to promote safe, secure, efficient and professional trucking and logistics.

PMTC is a firm believer in the need for exceptional human resource practices in the trucking community. Our members recognize the value of proven training curricula and delivery

methods, as well as the bottom line results that can be delivered by superior hiring and retention practices. As such we are pleased to be a part of the new organization in helping bring awareness of high-level HR practices to the forefront of the Canadian trucking industry.

And the new organization certainly doesn't need to start from scratch. The industry's associations have already identified the key issues, and through the former sector council program there was a good deal of valuable material developed (see *Your Guide to Human Resources for Trucking*, the occupational standards and the labour market information as only a few examples), upon which we can build solutions. We have an opportunity to use a fresh and enthusiastic approach to our HR issues and we are optimistic. □

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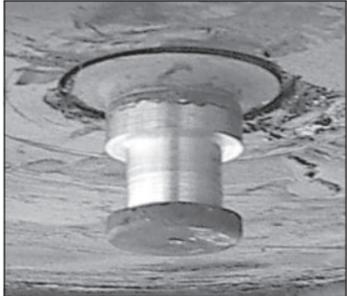


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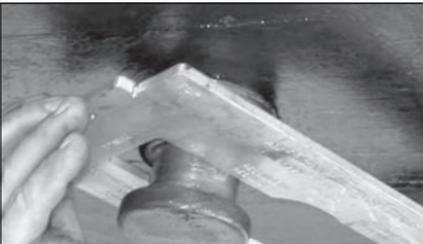
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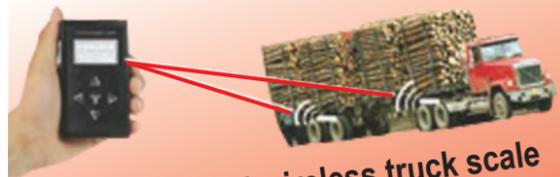
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FLEET NEWS

Bison buys LNG Peterbilts in Alberta

Becomes first fleet to sign LNG fuel deal with Shell

CALGARY, Alta. – Bison Transport has announced it will deploy 15 natural gas-powered tractors in Alberta.

The company inked a five-year deal with Shell Canada to fuel the trucks at Shell stations in Calgary, Edmonton and Red Deer.

Bison is the first fleet to sign on with Shell, as it rolls out the first of its chain of LNG fuelling stations in Alberta.

The LNG fuelling stations, to be built at Shell Flying J truck stops in the three Alberta cities, are expected to open in early 2013.

“We are very pleased to be working with Shell on this leading edge initiative that stands to transform the commercial freight and fuel industries in North America,” says Trevor Fridfinnson, Bison’s vice-president, western operations. “Proving that

this alternative fuel source can be economically and practically viable is our objective, aligning perfectly with our company values.”

For its part, Shell is building a natural gas liquefaction plant at its Jumping Pound facility west of Calgary.

“LNG can be a cost-effective fuel from an abundant resource of natural gas and we believe it can help our customers build a competitive advantage,” says Lorraine Mitchelmore, Shell Canada country chair. “The opportunity to work with one of Canada’s leading fleets marks an exciting milestone for Shell.”

The trucks will be from Peterbilt, with the 15-litre Westport HD engine.

The first of these trucks will be delivered in November with the entire fleet of 15 to be deployed by January, Bison announced. □

Meyers buys US distribution centre

MISSISSAUGA, Ont. – Meyers Transportation Services has acquired Cheektowaga N.Y.-based Meyers Distribution International (MDI).

MDI is an 80,000 sq.-ft. warehousing and distribution facility, located within minutes of the border and Buffalo International Airport.

Officials say MDI will offer customized and flexible third-party services, and is able to service more than half of Canada and the US in one day’s transit time.

The facility will specialize in consolidation/deconsolidation, order fulfilment, and inventory management, the company said. □

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DCT Chambers Trucking wins B.C. safety award

VERNON, B.C. – DCT Chambers Trucking has won a safety award from the Canadian Society of Safety Engineering. The company, which hauls wood residuals across the Pacific Northwest, has been given the Achievement Recognition Award for TruckSafe Organizational Excellence. The award is sponsored by WorkSafeBC.

DCT Chambers is the first B.C. carrier in its class to earn WorkSafeBC and the Trucking Safety Council of B.C.’s Certificate of Recognition, which it says is the highest safety honour in the industry.

“This is a significant achievement. DCT Chambers Trucking has committed the time and resources necessary to ensure that these safety goals could be accomplished and should be commended for their efforts,” said DCT safety consultant Paul White, of E.H.S. YSafety Consulting.

Safety initiatives at the company include: Weekly toolbox walks with a supervisor’s safety committee; satellite technology systems to monitor driving practices; safe driving rewards; driver involvement in the development of the drivers’ handbook; and dispatch and area managers are in constant contact with drivers.

“We have hundreds of trucks on highways every day, so we really value the safety of our drivers and the communities they pass through,” said assistant general manager Ryan Chambers. “It’s a huge honour for DCT to win this award.” □



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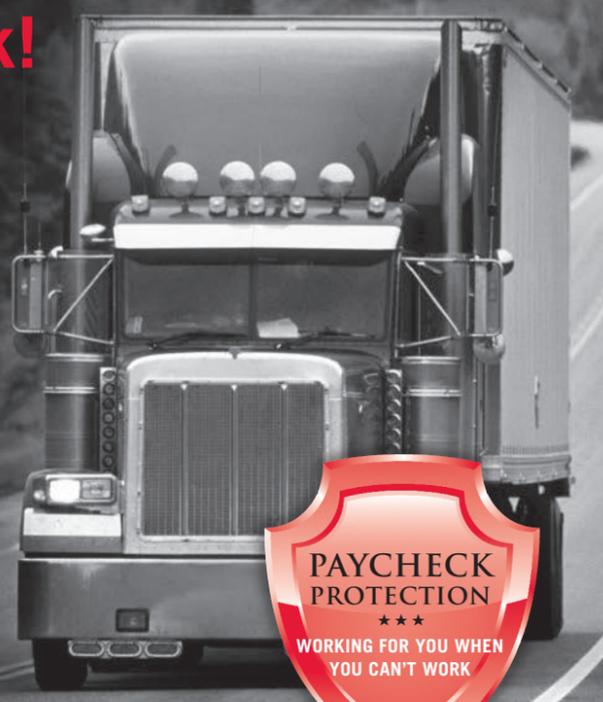
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A new can of worms

Have drug testing rules kept up with the changing times?

Random drug and alcohol testing has been a fact of life for Canadian truckers crossing the US border since 1996. But the initiative began much earlier in the US, as part of the strategy of former US president Ronald Reagan's "War on drugs."

Federal employees were the first to be subjected to pre-employment and random tests. Soon after, the US Department of Transportation turned its attention to transportation workers occupying safety-sensitive positions, including ship captains, pilots and truck drivers.

Random drug testing has been mandated for US commercial drivers since the late 1980s and remains so to this day. Each year 10% of a carrier's drivers are picked randomly for breathalyzer testing, while 50% are chosen for drug testing. The same formula applies to the US-certified drivers working for Canadian carriers.

From its inception, critics of the DoT program pointed out that it had political and ideological overtones.

With the exception of alcohol testing, which has an established threshold for impairment, the initiative concerned itself more with an employee's lifestyle than his or her fitness for the road.

The policy was challenged as a violation of the Fourth Amendment, but was upheld in 1989 in a split five-four decision by the US Supreme Court. The court agreed that random drug testing was invasive in nature but was trumped by a concern for public safety.

But extending suspicionless testing to Canadian drivers became a pricklier problem, as human rights issues in this country are given a different weight than they are south of the border. Moreover, illegal drug use and addiction is considered a disability by Canadian courts, and those employees with a problem must be accommodated.

Historically, random workplace drug and alcohol testing had been tried in Canada over the years. Toronto Dominion Bank and Imperial Oil were among employers who sought to institute drug testing regimens in the 1990s. But unlike the US Supreme Court, the Ontario Appeals Court ruled against Imperial Oil's drug testing program because it failed to show a link between the capacity to perform a job and impairment (Entrop v. Imperial Oil, July 21, 2000).

But the appeals court did allow for random alcohol testing and



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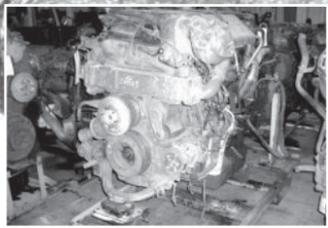
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HARRY RUDOLFS



drug testing in certain situations (reasonable cause, post-accident and return to duty), and agreed that drug testing could be a pre-employment condition for those applying to safety-sensitive positions.

Suncor is the latest player to jump into the random drug testing pool. The oil giant announced it would begin random drug and alcohol testing of its unionized workers at its Alberta plants on Oct. 15. This initiative was challenged by the Communications, Energy and Paperworkers Union, and on Oct. 14, an Alberta Queen's Bench judge granted an injunction against the protocol, until it could be ruled on by an arbitration board, sometime around the end of November. Meanwhile, Suncor announced it is appealing the decision.

In a related case, the Supreme Court of Canada will ponder a challenge involving Irving Pulp

hol testing written into their policies and require all their drivers to be tested. Random drug testing of those drivers not required to go to the States would seem to run contrary to Federal Human Rights Commission rulings.

The Ontario Human Rights Commission states its position on its Web site: "Because drug tests do not actually measure impairment, random drug testing is an unjustifiable intrusion into the rights of employees."

But drug testing is well-established in the US where, according to 2011 stats, 57% of businesses require pre-employment drug screens. State legislators are also looking to test people who apply for welfare and benefits. Drug testing providers are big business and a growing sector that supports a surfeit of labs, collection sites, databases, technicians, doctors and SAPs.

A plethora of products is available to analyze saliva, hair follicles, and perspiration, and the results can provide a detailed account of the presence of illegal or controlled substances.

Non-DoT drug screens can also scan for up to 10 categories of il-

'People spend an awful lot of money on the Internet buying products that don't work,'

Dr. Craig Karpilow

and Paper of New Brunswick and the same union on Dec. 7. Irving has sought to randomly institute breathalyzer testing to its workers in safety-sensitive positions since 2006.

I first ran into workplace drug testing while working for a driver services agency in 1996 when the US requirements were put in place. During a safety meeting, the company president announced that he had enrolled all of us drivers in a random pool and that we could be called on to provide urine samples at any time.

At the time I was a recreational cannabis user (always while off-duty). If a test were given that day, I could have failed because I'd taken a couple of huffs the previous weekend on a joint that was being passed around at a backyard barbecue in Holland Landing, Ont.

One positive result would follow me all of my driving career; I'd be required to see a Substance Abuse Professional (SAP) and subject to months or years of follow-up tests.

As I recall, a couple of guys were called in to give samples over the next months, but a better job came along and I moved on. Since that time I've worked for three fleets and one carrier, all of them domestic, and the issue hasn't come up again. I recently checked with the same driver services agency and found out they dropped blanket testing soon after I left. The few drivers who do run Stateside are covered by an outside pool. The same was true for other driver services agencies that I called in the GTA, none of which had mandated pre-hire or random testing.

But not so for the major carriers, many of whom have drug and alco-

licit or prescription substances. And there are lots of vendors ready to supply products and services should your company want to go this route.

Urinary testing is the cheapest of the above and the established methodology for DoT standards. Five families of drugs are tested, often called the NIDA Five: amphetamines, cocaine, codeine, marijuana, and PCP. A case could be made that the scope isn't broad enough, missing entire categories like tranquilizers and psychoactive drugs, while including PCP which has all but disappeared. Much-abused prescription drugs like Vicodin and Oxycodone weren't even around decades ago when these standards were developed.

Dr. Craig Karpilow, medical review Workplace Medical Corp. of Hamilton, Ont., was a young occupational doctor in Washington State when he served on a panel that advised the DoT in the 1980s.

"It's ancient history," he says, but he recalls heated discussions between doctors arguing about what drugs to include. "I'll show you my research paper, and you show me another one."

Some drugs have been added more recently to the NIDA Five, including ecstasy and heroin. But cannabis may have complicated things once again, as 17 States and Canada currently allow the use of medical marijuana if it's prescribed by a doctor.

The DoT Web site is emphatic that no positive test for THC is acceptable for commercial drivers. But Dr. Karpilow thinks this might be a contentious point.

"If they come up with a valid

Continued on page 59

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

We were rewarded with a blue-chip lineup of speakers, more than 200 delegates and a very insightful exchange of ideas. But this conversation is too important to allow it to end there. So with this issue we are providing a comprehensive report on the major themes from the conference. Look also for our *Inside the Numbers* and *HookedUp* e-newsletters for more information as well as future episodes of our award-winning WebTV show, *TMTV*.

And don't forget to book Oct. 16, 2013 into your calendar for our next Surface Transportation Summit.

Lou Smyrlis, Editorial Director, Transportation Media
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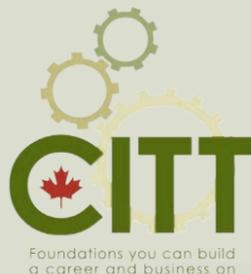
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SURFACE TRANSPORTATION SUMMIT

The economy's not as bad as you think: Scotiabank's Gomes

By James Menzies
MISSISSAUGA, Ont. – Slow growth is still growth, and with the exception of Europe, the global economy continues to plod along on the path to recovery.

Carlos Gomes, senior economist with Scotiabank, delivered an upbeat economic overview to a packed house at the 2012 Surface Transportation Summit hosted by *Motortruck Fleet Executive*, *Canadian Transportation & Logistics* and Dan Goodwill & Associates.

More than 200 leading shipper and carrier executives were on-hand for the event, which kicked off with an economic overview from Gomes. His message was one of optimism, despite contradictory news reports that at times seem to have the economy headed straight back into the toilet.

"I do remain optimistic with respect to the outlook, notwithstanding the challenges we hear about on a regular basis," Gomes said.

Normal post-recession GDP growth would come in at about 5% per year, but instead, the global economy is growing at a clip of just over 3%.

"It's not the rapid growth of around 5% that was typical in a recovery, but the point is, it is continuing to grow," Gomes said. In North America, economic growth is even more sluggish, at about 2%. The Euro-zone is the only region in the world that is still in recession, with a declining economy. But Gomes pointed out Europe accounts for only 15% of global GDP, "so we have 15% that's contracting and we have the remainder which is improving."

The pace of employment around the world is holding up well, Gomes noted, with emerging nations leading the way in job creation. Global trade has surpassed pre-recession levels and is now at record highs, Gomes pointed out.

In North America, Gomes noted auto production is up 20% this year, giving a boost to overall manufacturing activity and, of course, transportation.

"Our view is the auto sector will continue to see improving sales and one of the main reasons is, the fall-off in the US was so dramatic in 2008-2009, you now have an average age of the US fleet of 11 years," Gomes said of the auto industry. This pent-up demand for new vehicles is good news for the auto industry and the carriers that support it.

Gomes also spoke of an uptick in Canadian building permits, mostly driven by industrial activity. Gomes acknowledged that many nations are saddled with high debt levels, with the exception of Canada where the net debt-to-GDP ratio is a reasonable 35%.

But what about American consumers and their out-of-control spending habits, coupled with rising gas prices? Is consumer spending at risk? Gomes said when you look at the percentage of household income eaten up by debt and energy payments, Americans have ag-

gressively paid off debt and brought that indicator down from 20% pre-recession to 16% today. "That is the lowest level in more than a decade, so Americans are in much better financial shape to withstand any hits from energy costs than they were in 2007-2008," Gomes said.

Canadians, on the other hand, continue to take on more debt, and see 13.6% of their disposable income spent on energy and debt payments, still below US levels but not trending downward as it is with our neighbours to the south.

One of the biggest sources of concern is the so-called fiscal cliff facing the US, when \$500-billion in tax increases and spending reductions are slated to take effect Jan. 1, 2013.

While it will be good for the US balance sheet, there's concern it could put the brakes on economic growth. Gomes said the situation is manageable and expects Democrats and Republicans to come together with a solution to postpone some of the tax increases and spending reductions.

"What we are saying is, there is time, we think there's going to be an agreement between the two parties because it would be irresponsible from everyone's perspective to allow that to happen," Gomes said of the fiscal cliff. "We think they're going to reach an agreement prior to Jan. 1, in order to not have a drastic effect on the economy. There are risks, but it's a political decision that can be dealt with...I'd keep my eye on that with the understanding that it's one of the biggest risks in the system, but there will likely be some agreement prior to the deadline."

Meanwhile, monetary policies around the world will continue to be geared towards reviving growth, Gomes predicted.

"Every central bank in the world is in easing mode," he said. "They're all on the same page, they want to ensure this recovery is sustainable and they're able to keep rates low because inflation has come down across most of the world."

Gomes noted the emerging BRIC nations continue to outpace the recovery of the rest of the world and said Canada would be well advised to begin seeking stronger trade relations with these countries. Canada still sends most of its exports to the US and Europe.

"The global economy is no longer just the US and Europe," Gomes warned. "Asia is over 35% of (the world's) total population, but our exports to Asia are very small; only 9% of our exports (go to Asia)."

Gomes predicted 3.5% global GDP growth next year, up from 3.1% this year. The North American economy will continue to grow at about 2% year-over-year, he added, and there should be some "stabilization" in Europe in the second half of 2013.

He also projected continuing strength for the Canadian dollar, with it reaching \$1.04 versus the greenback by the end of next year. □



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SURFACE TRANSPORTATION SUMMIT

Post-mortem of a recession

By James Menzies

MISSISSAUGA, Ont. – Many shippers and carriers have emerged from the Great Recession leaner and more

efficient than ever before, but the economic catastrophe has left a permanent mark on the transport industry. Carrier and shipper executives

who came together at the 2012 Surface Transportation Summit agreed that the difficult economic times of 2008-2010 forced them to make some tough decisions and to dig deep for improved efficiencies.

Michael Tan, divisional vice-president, supply chain and transportation

with Hudson's Bay Company, said his company called upon procurement consultants, enhanced its negotiation skills, tightened up details in certain contract terms and re-examined the modes it was employing.

"It forced us to explore ways to maximize sales as well, to segment

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our business and departments within our business and revamp the transportation strategy for each," Tan said. "Moving fashion for The Bay was different than moving home products."

Also speaking of the shipper experience was Brian Springer, vice-president, transportation with Loblaw Companies.

"It forced us to focus on our transport costs in a more in-depth way," he said. "We were a decentralized business. One of the things we had to do is become more centralized in our business. We had to look internally in terms of how we were structured,"

During these soul-searching exercises, Springer said it also became clear Loblaw wasn't as organized as it should be. It used different technology platforms to track inbound and outbound freight, which "really never portrayed a real accurate profile of what our network looked like, so we never gave carriers the full picture," Springer admitted. "One thing we had to do was completely revamp our technology platform."

As a result, Springer said Loblaw can now provide its carrier partners with six-month, six-week, six-day and 24-hour forecasts, rather than catching them by surprise the night before the shipments need to be delivered.

On the carrier side, Wes Armour, CEO of Armour Transport, had the foresight to pay off the company's debt before the recession kicked in, which put the company in an enviable position once the economy tanked.

"One of the advantages of owning my own company was I was able to put the profits back into the company," Armour said. "We had no debt, our equipment and buildings were paid for. I made the decision it was better to invest my money into my own company that I had control over rather than the stock markets."

This allowed Armour to retain most of its driving force as well as its support staff and executives and to offer small pay increases throughout the recession. Still, the company had to look for cost reductions wherever possible and Armour said: "This has made us a better carrier. We thought we had all our costs under control,

but what we found when we started looking is there were better ways to do things."

Armour retained most of its customers through the downturn, but was affected by paper mill closures and the fact its customers were shipping smaller loads.

"We certainly saw less volumes during this period of time," Armour said. "It wasn't less customers, all it really meant was shipments were much smaller. Instead of having a 1,000-lb shipment every week from a customer, we ended up with a 600-lb shipment. We still had the same number of stops, the same amount of traffic, except the truck was generating a lot less revenue because the shipment was smaller. That is coming back slowly, but it took us a while to figure out why we weren't getting the same revenue."

The permanent closure of most paper mills in Eastern Canada will force fleets serving the region to re-evaluate their routes, Armour said.

"Some of these mills shipped 550

metric tonnes a day to the US, Ontario and Quebec," he said. "It creates a huge imbalance coming eastbound versus westbound and southbound that hasn't been able to fix itself and never will. That was a huge volume for our industry for years (which allowed us) to reposition trucks back in and move LTL back in the opposite direction."

For Challenger Motor Freight, the key to surviving was to diversify into new markets. Dan Einwechter, Challenger CEO, said his company focused on new opportunities such as heavy-haul and the emerging wind energy market. This was crucial, since cross-border freight dried up and fleets that traditionally ran north-south turned their attention to running east-west, where Challenger had traditionally been focused.

"It was interesting to watch carriers race to the bottom on rates at times with no rationale," Einwechter recalled. "When there's less volume, you'd think rates should go up so you have more profit on each load

to cover off your expenses, but it just goes the other way."

Even with the industry slowly recovering, Armour said certain changes are likely here for good. One such observation is that many shippers trimmed staff during the downturn and are now counting on their carriers to do more.

"Nobody seems to mention this, but in our experience, what seems to have happened with our customers – and I assume this – is that they have lost a lot of people through the recession because in order to stay competitive, they had to let people go," Armour said. "Now, what our customers (traditionally) did, we as carriers are looking after. That has changed the whole focus. When they are looking for value, I'm not sure they realize how much a carrier does now. The customer doesn't have the horsepower to do a lot of these things they used to do. In fact, in many cases it's hard to get a phone call back when we have an issue that is probably their issue." □

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SURFACE TRANSPORTATION SUMMIT

Carriers and shippers debate usefulness of RFPs

By James Menzies

MISSISSAUGA, Ont. – Are Request for Proposals (RFPs) a constructive, mutually beneficial process for both shippers and carriers, or are they, as one motor carrier executive deemed them, “Really friggin’ pathetic”?

That was the most contentious issue of the day during the 2012 Surface Transportation Summit, which brought together more than 200 carrier and shipper executives. The event included a spirited debate on whether an RFP builds, or damages, shipper-carrier relationships.

Mark Seymour, CEO of Kriska Transportation, got the discussion rolling when, while lamenting the tremendous amount of waste in the system, called for better collaboration between shippers and carriers and declared “business tenders are no way to get waste out of the system.”

Brian Springer, vice-president, transportation with Loblaw Companies, when speaking later the same morning as part of a Managing a Win-Win Shipper-Carrier Rate Negotiation panel, defended the process.

“I tend to disagree,” Springer said of carrier notions that RFPs are counterproductive. “Formal RFPs, when done in the right way – not a formal RFP where I’ll just grab the lowest cost and run with it, that doesn’t do anyone any good, you’re just back in the same place six

months down the road – give you an opportunity to share all your lanes both ways with the carrier community and then really capitalize in balancing those lanes with carrier freight. So, I think there are some good opportunities there.”

Dan Einwechter, CEO of Challenger Motor Freight, was part of the same panel discussion. He countered: “For every good RFP we see, I’d tell you I see two bad ones, where they’re empowering the wrong people to put data together, it’s a dumbing down of information, it’s not correct information and at our place, RFP at times means ‘Really friggin’ pathetic,’ because of the lack of data and because of inconsistency.”

Too often, said Einwechter, shippers are hiring outside agencies to put together RFPs without a comprehensive understanding of transportation and logistics.

“What happens is that the incumbent carrier pays the price, and at times our shipper, the client, who you may have a strong relationship with, pays the price because at the time when they least need or deserve turmoil, they have it intentionally inflicted upon themselves,” Einwechter said.

He said Challenger recently saw

an RFP that listed \$45 as the target rate for loads going from Southern Ontario to Toledo, Ohio.

“I told my guys, ‘Throw it away, don’t even look at it. There’s no accurate data in there, don’t waste your time,’” Einwechter recalled.

Wes Armour, CEO of Armour Transportation agreed that RFPs often impose an unnecessary burden on carriers. He said his company has received RFPs from customers that generate \$30,000-\$35,000 per year in revenue.

“Any money we make on them, we spend trying to fill out the RFP,” Armour said. “The questions are ridiculous, there’s no room for flexibility, such as ‘Can we give you an intermodal rate or short-sea shipping?’ there’s none of that in there. It’s ‘What is your rate?’ and that’s what they’re after.”

For carriers that have established strong relationships with their customers, there could be opportunities to sidestep the RFP process. Michael Tan, divisional vice-president, supply chain and transportation with Hudson’s Bay Company, admitted he has forgone the process with sophisticated carriers such as Armour.

“When we sat down with Armour, it was initially predicated on an RFP,” Tan said. “My team and I

quickly decided to throw the formalities of the RFP out the window, and instead ended up with very candid dialogues with Wes and his team. I don’t take the same approach with each negotiation, but in this case it worked out very well.”

Einwechter said RFPs generally fail to reflect the added value that large, sophisticated fleets can bring to the table, such as quick access to data, monthly route analysis, a customer’s trends and patterns, etc.

“That stuff doesn’t get picked up in an RFP, so when it comes to decision time, our contact who would like to deal with us, is pressured from somebody else to go with the cheaper rate and they don’t realize what they’re going to be losing, so we have to keep selling that value proposition to our customers,” Einwechter said.

Springer admitted that oftentimes, the incumbent carrier is at a disadvantage through the RFP process because it may be familiar with some of the inefficiencies in the system and will build that into the rate, while a competitor that’s bidding on the freight for the first time will not. Springer advised carriers to identify these extra costs in the RFP and not to bury them in the rate. He also admitted shippers need to be aware of these nuances when making decisions.

“The RFP process is an opportunity for carriers and shippers to get connected, not just grab the lowest cost and run,” Springer said. “It really comes back to understanding what’s in an incumbent’s cost and what’s in the new carrier’s cost.” □

‘For every good RFP we see, I’d tell you I see two bad ones,’

Dan Einwechter, Challenger

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Shortage of available talent will constrain industry's capacity

MISSISSAUGA, Ont. – There will be many factors limiting capacity growth in the Canadian trucking industry, but chief among them will be a lack of qualified drivers.

That was the message from Doug Harrison, CEO of Day & Ross Group, when speaking to a full house at the 2012 Surface Transportation Summit. Shippers on-hand heard that trucking capacity is likely to remain tight, due to the rising cost of new equipment, forthcoming regulations, increased consolidation and a reluctance among the carrier community to add trucks in an uncertain freight environment. But Harrison added "One of the greatest capacity issues we have going forward is talent."

Citing numbers from the Canadian Chamber of Commerce and the Conference Board of Canada, Harrison said the Canadian transport industry is short 27,000 people, with that expected to grow to 74,000 people by 2015.

"I can order trailers, I can order power, I can buy fuel, but I can't manufacture people," Harrison said. "To me, the greatest constraint going forward will be the people side of the equation, not the equipment side or the fuel side."

Day & Ross is looking to position itself as a "preferred employer" in hopes of attracting more drivers and support staff to its operations.

"It's people that deliver the value that you provide," Harrison said. "For us going forward, we'll be spending more time on our culture, focusing on how we bring people in and how we look at succession plans to ensure we're a place people want to join."

Harrison also said the company will be developing relationships with post-secondary schools and First Nations groups to raise awareness of the career opportunities available at the company and within the industry.

Even if drivers were readily available, Harrison said Day & Ross would be cautious about adding capacity in the current environment.

"As an industry, we're all watching very closely for when is the right time to invest in capacity?" Harrison said. "We certainly have to invest in renewal, but when is the right time to invest in capacity? The pragmatic view is caution as we move forward."

He also warned shippers in attendance that simple supply and demand will put upward pressure on trucking rates. So too will infrastructure deficiencies, he added.

For its part, Harrison said the trucking industry will need to continue to innovate, whether it be through the adoption of alternative fuels like natural gas, or the deployment of technologies such as for the remote monitoring of equipment. □



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SURFACE TRANSPORTATION SUMMIT

Greater collaboration needed between carriers, shippers: Kriska's Seymour

By James Menzies
MISSISSAUGA, Ont. – As Canadian carriers continue to repair their balance sheets following the Great Recession, rate increases are inevitable. However, shippers can minimize any future rate increases if they're willing to work more closely with their carrier partners to eliminate waste from the system, according to Mark Seymour, CEO of Kriska Transportation.

Seymour urged greater collaboration between shippers and carriers when speaking at the 2012 Surface Transportation Summit.

Seymour gave an example of a customer that recently asked for a rate decrease. When Seymour said he'd consider it if the shipper improved its payment terms, unloaded trailers more quickly and lowered its trailer detention requirements, the company wasn't interested.

'We have no more to give in terms of rates. What we have to do is work together to get rid of waste,'

Mark Seymour, Kriska

"Some people just don't get it," Seymour said. "We have no more to give in terms of rates. What we have to do is work together to get rid of waste, because there's lots of waste still in the system but it's going to take a collaborative effort to get rid of it."

Seymour said Kriska's rates took an 18% hit from 2008 through early 2010, and have not yet been fully restored.

"We got half of that back," he said. "It's been a combination of getting half back and reducing our costs that has allowed us to return to profitability. I don't think we'll ever get it all back; it's not coming back anytime soon. But rates have to go up because there are too many influences that are outside of our control that will not allow us to stay where we are today."

Seymour said most Canadian carriers are still licking their wounds, trying to repair their balance sheets, profit ratios and cash flow.

"We lost control of pricing," Seymour lamented. "We allowed the tail to wag the dog."

Heading into the downturn, Seymour said Kriska and many companies like it already thought they ran lean. When forced to look further just to survive, more waste was uncovered and removed. But the carrier itself can't remove all inefficiencies from the system, he warned.

"We're not going to get waste out of the system unless we work together," he told more than 200 shipper and carrier executives at the summit. "Business tenders are no way to get waste out of the system. I think rates need to go up, but maybe they won't need to go up as quickly if we can get waste out. There's a tremendous amount of it stuck in the middle and we can't get it out ourselves as carriers."

Seymour also acknowledged many carriers – Kriska included – still have fences to mend following the downturn. He realized people within his organization were going to suffer when a bank manager put to him bluntly: "You make the tough decisions, or I'll make them for you."

"Employees got hurt," Seymour admitted. "Long-term decisions were made that were in their best interests if they wanted to hang around our organization, but they felt like they got hurt; they felt like they got taken from. That's natural, but when you have to make those decisions, people that

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SURFACE TRANSPORTATION SUMMIT

As capacity tightens, carriers will serve their best customers first

Continued from page 38

trust and respect you will, over time, understand that it had to be done.”

Seymour said Kriska has offered rate increases to its drivers in each of the past two years as it has returned to profitability.

“I think we repaired some of the damage that was done,” he said.

Seymour also warned of the risks involved in acquiring other businesses. It can be a great way to diversify, but not necessarily to grow, he warned. Kriska has made five acquisitions in the past five years and is smaller now than it was five years ago.

“It’s a great way to build business, to create more sustainability and to diversify your income stream, but you have to be very cautious,” Seymour warned. “Good fits are hard to find. Often, it’s the culture that can drive a wedge between a good and bad acquisition. You certainly don’t want to make an acquisition that’s a cultural misfit.”

Seymour also urged carriers to run their company as though they’re looking to sell it, even if the sale of their business isn’t on their radar.

“If you run your business with discipline to drive profitability and sustainability, you’re always going to be in the position

to sell, or at least to be profitable and seen in the eyes of lenders as being very disciplined,” Seymour advised.

As for challenges coming down the road, Seymour agreed with other presenters that a shortage of drivers will remain an issue. He also lamented a litany of impending regulations, which will be difficult to enforce. “I’m not against regulations, I just think there are too many to enforce and we have more coming,” he reasoned. “Sadly, without being able to enforce the regulations, there are too many carriers, too many trucks on the road trying to fly under the radar and we have an uneven playing field.”

Seymour left shippers in the room with this message: “When capacity tightens up and we’re left with the decision of who we’re going to work for, I think the Jack Welch concept will come into play (the former GE executive was known for firing the worst-performing 10% of his managers each year). At our place if we can’t service everybody, we’re going to service the ones who treat us best, pay us on time, treat our people the best and offer consistent volume and those relationships are built by sitting down and working together, not by wasting time on bids.” □



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TRANSPORTATION SUMMIT

Trucking firms not yet engaging social media community

By James Menzies

MISSISSAUGA, Ont. – Canadian transportation companies are missing out on many of the benefits that can be gained from a well-executed social media strategy, according to speakers at the Surface Transportation Summit.

Dan Goodwill, president of Dan Goodwill & Associates, said that of the global population of seven billion people, a billion of them now have Facebook accounts. More than 85% of logistics professionals are on Facebook, 22% on Twitter and 19% on LinkedIn, Goodwill pointed out. Motor carriers that don't have a social media presence are missing out on opportunities to connect with prospective hires, clients and business partners, he added.

Lee Palmer, president of Palmer Marketing, agreed that Canadian transport companies are not keeping pace with their American counterparts in this emerging world.

Palmer's firm looked at the social media activity of the top 100 fleets in the US and Canada and found while the American carriers were well represented, most of the Canadian ones were not.

"In Canada, the small guys have turned to (social media) marketing more so than the big guys," Palmer said. "The smaller companies have been quicker to react to the new media...some really big players in Canada just aren't participating."

Palmer said social media should not replace traditional marketing methods, but rather complement them.

"Social media is another arrow in your quiver," he said. "Everybody receives a message a different way, it's just a matter of spreading it out and seeing what works best for you."

Benefits of creating a social media program include: access to drivers and other prospective employees; the ability to create online communities for employees and customers; enhanced brand awareness; and greater online visibility. Goodwill said social media can play a vital role in building a sales pipeline, as it can be used to identify new leads and also to keep track of key contacts as they change positions and employers.

Before jumping into the fray, however, Goodwill said it's a good idea to set some objectives and guidelines.

To start, he said a company should determine what it wants its online identity to be.

"What do you want customers to know about you?" he asked. "Figure out how you want to present yourself to the world."

He also encouraged companies to spend some time "listening" to determine what's already being said about them online. Social media activities should be entrusted to those who will represent the company well, avoiding poor grammar or offensive language. Once you get started, Palmer said, staying active is vital.

"There's no room for one-night stands in social media," he quipped. "The worst thing you can do is engage and stop, or engage poorly."

He also cautioned delegates to avoid chest-pounding, and to provide meaningful content on a regular basis. □

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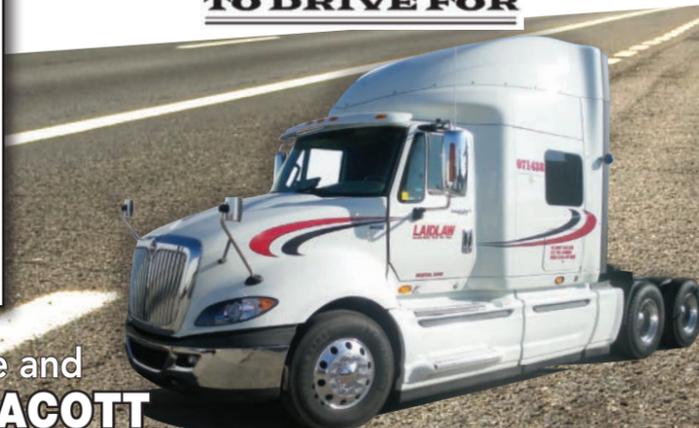
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NATURAL GAS

Natural gas truckers eagerly await arrival of much-anticipated Cummins ISX12 G

By James Menzies
HOUSTON, Texas – Natural gas truckers are giddy with excitement about the potential of what the soon-to-be-released Cummins ISX12 G can do for their businesses.

The engine, which is currently in field testing and slated to be released in early 2013, came up again and again during presentations at the Natural Gas Fleet Vehicles North American Congress.

"I would imagine the 12-litre engine will come to dominate the market," said Joe Shefchik, vice-president of sales and solutions for Paper Transport, which is currently testing the engine.

"It's the right piece of equipment, it has a lot of power and it's the same engine truck drivers are accustomed to driving for some time."

So far, Paper Transport is averaging 5.5 mpg on its ISX12 G, the same as it gets from the ISL9 G and not quite what it was hoping for. However, Shefchik pointed out it's a prototype and some fuel economy improvements will be gained as the engine is further developed.

"I understand (fuel economy) will be better as the fuel mapping improves and new equipment comes in," he said of the ISX12 G, which is rated at 400 hp/1,450 lb.-ft. torque.

Jerry Johnson, regional sales manager for Cummins Westport, said the initial focus has been on durability.

He assured delegates at the Congress that fuel mileage will get better as the engine is further developed. Unlike the ISL9 G, the 12-litre engine will have an engine brake and will be available with either an automatic or manual transmission. Like its smaller cousin, it will be spark-ignited and able to run off either compressed or liquefied natural gas. The ISX12 G will share about 80% of its parts with the proven ISL9 G. Johnson said a smooth launch is anticipated, because "everything we have learned with the 9-litre, we have been able to incorporate into the ISX12 G."

Johnson said there are 25 field test trucks with the ISX12 G in operation and "the initial performance has been excellent."

Limited production begins in early 2013.

"I can't tell you exactly what those numbers are, but I know OEMs are taking orders today," he said.

"We're so excited to see these 12-litre engines coming out," said Mike DelBovo, president of Lakeland, Fla.-based Saddle Creek Transportation. "We're putting 20 in place right away next year when we can get them."

Ted Phillips, vice-president of fleet operations with Dr. Pepper Snapple Group, said the ISL9 G was underpowered for its California routes, but that the ISX12 G should fit the bill.

Most presenters agreed the ISL9 G is a very capable engine in applications grossing 80,000 lbs over reasonably flat terrain. The engine has captured the lion's share of the Class 8 natural gas engine market in the US. Here in Canada, however, with our heavier payloads and not-so-flat terrain, the engine hasn't achieved the same success as the 15-litre Westport HD.

The introduction of the ISX12 G could bridge the gap between the sometimes underpowered ISL9 G and the Westport HD, which is compression ignited and has some limitations, such as the ability to run off LNG only and the requirement of a diesel particulate filter (DPF) and selective catalytic reduction (SCR), both costly and heavy systems that won't be required by the ISX12 G.

The Westport HD engine has some advantages of its own: It doesn't require spark plugs or a special engine oil. □



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NATURAL GAS

Is natural gas safe?

Early adopters put safety concerns to rest

By James Menzies

HOUSTON, Texas – When Saddle Creek Transportation brought together drivers to introduce them to the company’s new fleet of natural gas trucks, director of transportation John Erwin stood at the back of the room where he could hear the grumbling.

Drivers were wary of sitting on “time bombs” that could explode at any minute.

Erwin decided to dismiss the formalities and instead turned to YouTube, where he found videos to show his drivers of natural gas fuel tanks being shot with rifles, set atop bonfires, and all manner of other silliness that shouldn’t be tried at home, but nonetheless makes a compelling case for the safety of the system.

“It helped drivers ease some fear,” Erwin told delegates at the Natural Gas Fleet Vehicles North American Congress. “Safety was a big factor.”

So, how safe is natural gas? It doesn’t ignite until 1,200 degrees F, which is well above the flash point of diesel. The storage tanks are nearly impenetrable. Liquefied natural gas (LNG), in fact, is so clean that spills are harmless. Dave Jaskolski said any LNG that escapes the tank immediately vaporizes.

“LNG is not corrosive, it’s not toxic, it’s not even flammable,” Jaskolski explained. “It has to return to gas and be in a 5-15% concentration to air (to become flammable). If you spill it, it vaporizes into the air, it doesn’t spontaneously combust. It doesn’t pool, it won’t go down into the sewers. If anyone has ever had a diesel spill, it’s not the same thing.”

Fuelling with LNG requires additional training and equipment, namely gloves and a face shield. But Jaskolski noted that’s just because it’s cold, not because it’s harmful.

LNG is stored at -260 F (-160 C), which is about as cold as the oil in a deep fryer is hot.

Fleets looking to make a large-scale transition to natural gas and doing their maintenance in-house may require some costly shop modifications.

For fleets in temperate climates like Florida-based Saddle Creek, that consists of as little as keeping shop bay doors open during the day and parking the trucks outdoors at night.

Fleets working with LNG, on the other hand, may be required to install methane detection systems.

Chris Nordh, senior manager, alternative fuels and finance with Ryder, said his company has upgraded six shops, each costing between \$50,000-\$150,000.

“Ryder is very conservative when it comes to safety and goes

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beyond what is required by code," he noted.

Ryder's systems can completely exchange all the air in the shop within seconds and automatically open the doors while sounding alarms and flashing lights to warn people to exit the building.

Paper Transport calls on its local Cummins dealer to service its natural gas engines, so it didn't have to make any modifications to its shop.

Chuck Diehl, trucking fleet manager with Smith Dairy, said his company installed a methane detection system, valves off the fuel systems before bringing the trucks inside and parks them outside overnight.

As early adopters of natural gas, fleet managers speaking at the Congress said it's important to bring local fire departments and first responders into the shop to provide training.

"Three weeks ago, the Fire Marshall for the state of Ohio brought in 25 fire chiefs to our site and my youngest technician trained all of them," Diehl said proudly. □

A cautionary tale about oil intrusion

By James Menzies

HOUSTON, Texas – A recommendation to drain the low-pressure fuel filter on natural gas engines each day, if ignored, can prove to be a costly mistake.

That was the warning from Chris Nordh, senior manager, alternative fuels and finance with Ryder, when speaking at the Natural Gas Fleet Vehicles North American Congress.

Nordh said one entire 16-truck natural gas fleet was put out of service for months after experiencing oil intrusion at a reputable fuelling station.

Every component of the fuelling system had to be removed and cleaned or replaced, including the fuel tanks, fuel lines and gas flow sensors.

The issue was caused by the fuel supplier using an incorrect compressor oil, which was then passed into the trucks' fuel systems.

"This is a serious issue and it can cause some troubling maintenance-related issues," Nordh warned.

The best way to prevent this from happening is to drain the low-pressure fuel filter daily and inspect it for any signs of oil, Nordh suggested.

"Have drivers drain that low-pressure fuel filter every day, because once this happens, that's the first place it's going to show up," he said. "Especially if you are using different fuelling stations, this can identify which ones are passing oil through."

Nordh said the fuel supplier and Cummins both went above and beyond to get the fleet back up and running but it took an enormous amount of work and time.

"It was an incredible experience to see what can happen when oil is passed in through the fuel stations," Nordh said. □

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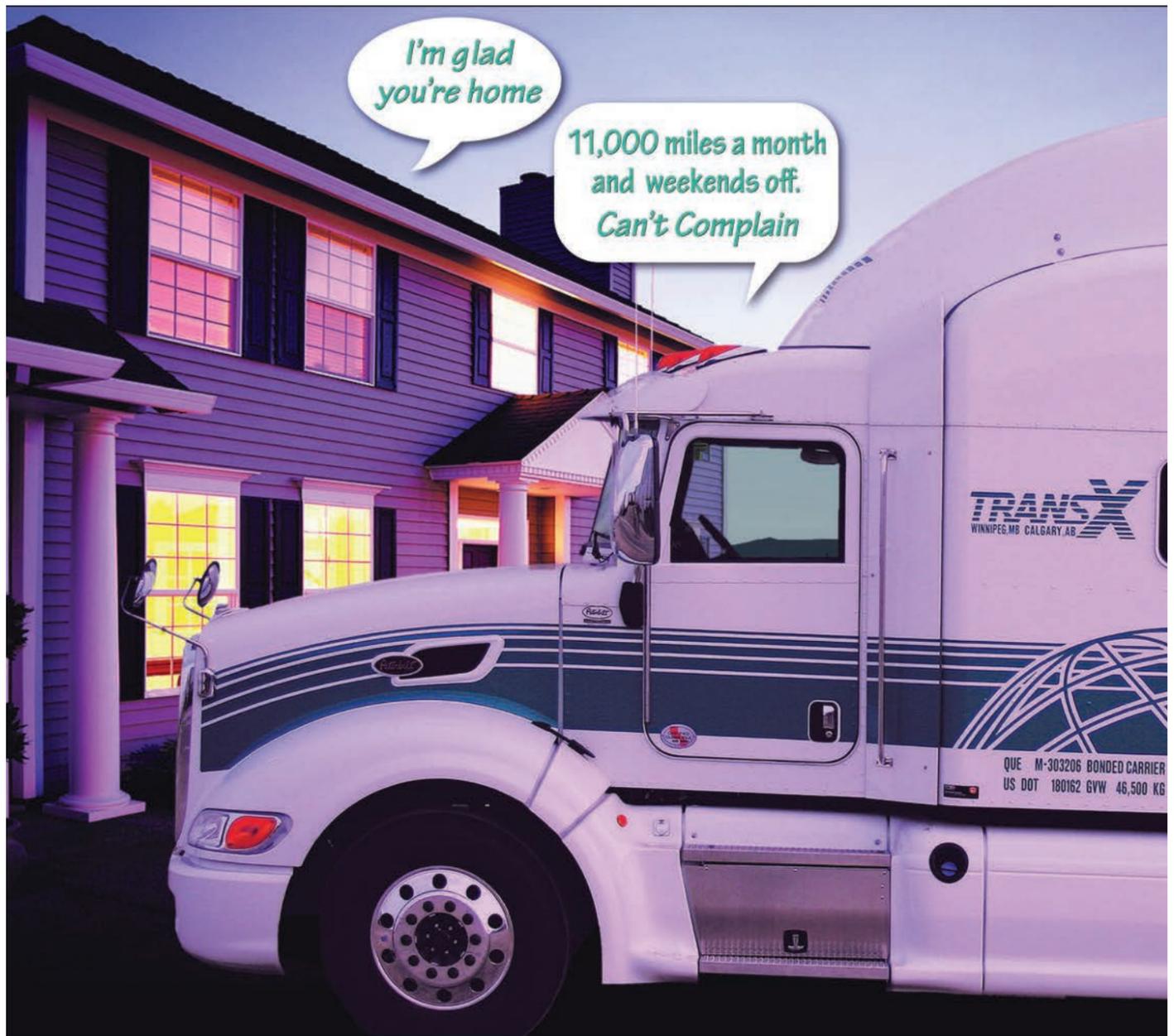
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NATURAL GAS

Saddle Creek Transportation ponies up for CNG Freightliners

With fuel its highest operating cost, carrier decided it had to take action

By James Menzies

HOUSTON, Texas – Saddle Creek Transportation has embarked on an ambitious plan to convert its fleet to natural gas, and is already reaping substantial benefits.

Mike DelBovo, president of Saddle Creek Transportation, outlined his company's progress during a presentation at the Natural Gas Fleet Vehicles North American Congress in Houston.

The Lakeland, Fla. company runs 380 over-the-road tractors and operates 26 facilities in the southeastern US, where it operates 15 million square feet of warehouse space. It stores and ships products for major retailers including Walmart, Lowes, Office Depot and Disney.

The fleet's foray into natural gas was borne from a desire to help its customers achieve their environmental objectives.

"We sat down with our leadership team and said 'What can we do to drive customer value?'" DelBovo explained. "Our largest cost is fuel, so that was the one element that we could have an impact on in helping our customers save money. We started with a very customer-centric focus."

Saddle Creek teamed up with Freightliner to build its first-generation compressed natural gas trucks; Business Class M2s with the Cummins ISL9 G engine. The first phase of the project included 40 CNG tractors with a fuel capacity of 130 die-

sel gallon equivalents (DGE), giving them a range of about 500 miles.

Almost as soon as it began taking delivery of its first CNG trucks, DelBovo said the carrier was already looking at opportunities to improve the design and remove weight from second-generation vehicles.

The next round of trucks had a fuel capacity of 140 DGE and were more fuel-efficient thanks to aluminum rims, wheel covers and improved aerodynamics. Sixty second-generation trucks have been placed into the fleet, hauling payloads of 49,000 lbs (80,000-lb GVW) on dedicated runs across Florida and other southeastern states.

Saddle Creek installed both fast- and slow-fill fuelling stations at its yard and can serve its entire territory from Atlanta to Miami using its natural gas vehicles. It relies on a Clean Energy fuelling station in Atlanta. Saddle Creek also has pur-

chased a CNG-powered Capacity terminal tractor, but DelBovo said it has to run three shifts a day to deliver a payback.

The over-the-road tractors, on the other hand, are profitable averaging just 400 miles per day.

DelBovo said Saddle Creek is earning a payback on its CNG Freightliners in about four years. He's hoping to run the trucks for 10 years and keep the tanks for even longer, because he's uncertain about what the resale market will look like for the vehicles.

"We plan to keep the trucks for 10 years because I don't know what the resale is going to be," DelBovo admitted. He said tank manufacturers have told him they can be used for up to 20 years.

The benefits of running natural gas have been significant enough that the company plans to add another 200 CNG tractors by 2014. But that's not to say the conversion has been without challenges.

DelBovo said one of the biggest challenges was getting its fuelling site set up and working effectively while navigating the permit process with local governments.

Permitting is "a big time-burner," DelBovo said, adding a cooperative county commission made those hurdles easier to clear and in most cases granted approvals within 24 hours.

The other challenge was educating customers on the benefits of CNG, convincing them to pay for their share of the investment and determining appropriate fuel surcharges.

"A lot of customers have heard of natural gas, but they don't know what it means," DelBovo said. "They would love to have it done for free with no investment on their part. It took some frank discussions with customers on what it costs. The trucks are expensive and the (fuelling) stations are costly to own and operate."

Saddle Creek has customized four different fuel surcharges for four customers, each unique depending on the requirements and risk tolerance of the customer.

"Coming up with a good fuel surcharge program is really key," DelBovo said.

Driver training was also required, both for operating and fuelling the trucks.

Drivers are put through 2.5 hours of in-class training, 1.5 hours hands-on training with the truck and fuelling station and then spend a day-and-a-half with a driver trainer. They must prove their ability to achieve 5.5 mpg before they're certified to run the CNG trucks. When they complete the task, they're given a shirt with their name on it, recognizing them as certified operators.

"Drivers are very proud when they're finally certified to drive these CNG trucks," DelBovo said.

Saddle Creek has enlisted its drivers as ambassadors to help spread the word of the benefits of natural gas. Each truck carries a laminated list of frequently asked questions, so drivers are well versed on the technology when questioned by shippers.

One unforeseen hiccup when the trucks hit the road was that they

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were frequently pulled into the scales so curious inspection officers could have a closer look.

"That didn't really help my productivity very much," DelBovo quipped.

Another consideration is that seemingly small collisions can be costly.

"It's really expensive when some-

Dr. Pepper Snapple Group needs faster payback

By James Menzies

HOUSTON, Texas – The environmental and economic benefits of running natural gas-powered Class 8 tractors is intriguing, but the payback isn't yet quick enough to justify the substantial capital investment.

That was the message from Ted Phillips, vice-president of fleet operations with Dr. Pepper Snapple Group, when discussing his company's natural gas experience at the Natural Gas Fleet Vehicles North American Congress. Phillips approached the topic from the perspective of manager of a private fleet for a publicly traded company, where quick returns are demanded by shareholders. Still, while the company won't be replacing its fleet with natural gas vehicles right away, Phillips predicted that by 2017, 20% of the company's fleet will be powered by natural gas.

Dr. Pepper Snapple Group is the 12th largest private fleet in the US, operating 2,800 power units in its medium- and heavy-duty truck fleet. It has experimented with hybrids and electric vehicles without achieving an acceptable return on investment.

The company ran a trial with CNG-powered tractors and concluded a payback would be achieved in about four years. As a private fleet, Phillips acknowledged he must compete for capital dollars against other departments and a four-year payback was a tough sell. Heading into the trial, Phillips said the fleet targeted a payback of one-and-a-half to two years.

During its CNG trial, Phillips said the fleet had to alter its routes to fuel up, due to the lack of fuelling sites. Stacking the CNG tanks behind the cab was problematic for the beverage hauler, because it spec's short wheelbases and keeps a narrow gap between tractor and trailers so it can maneuver in tight spaces, such as convenience store parking lots.

Dr. Pepper Snapple Group pulls heavy loads and struggled to get up the hills with the ISL9 G engine. It also saw fuel mileage decrease 10%. Despite the drawbacks, Phillips is still a believer in the technology. He said the fleet will closely watch the market in hopes that increased demand and higher production volumes will bring costs down and lead to the construction of more fuelling sites.

"That should pave the way for corporate support to go with natural gas," he concluded. □

one bumps into one of these trucks," DelBovo said. "Any small incident turns into something expensive."

So far, Saddle Creek has put three million miles on its CNG tractors, reducing its carbon footprint by 11.4 million pounds per year.

With every weight-saving spec possible, the tractors now weigh just 600 lbs more than the company's diesel-powered Mack day cabs.

The 9-litre engine has no trouble pulling full weights, but DelBovo noted the company runs mostly flat terrain.

Fuel mileage is about 10% worse than diesel, but DelBovo said "If we hit 5.5 mpg, we will get the savings we need."

Perhaps most importantly, DelBovo said the trucks are doing what they were supposed to do: delivering value to Saddle Creek's customers.

"They exceed our customers' sustainability goals," he said. "And our ROI includes sharing the savings with our customers." □

Vedder president wins global natural gas award

ABBOTSFORD, B.C. – Fred Zweep, president of Vedder Transportation Group, has won an international award for his company's implementation of natural gas trucks into its fleet.

Vedder Group purchased 50 liquefied natural gas (LNG)-fuelled Peterbilts last year for use in its return-to-base truck fleet. In December, it will be opening a "first of its kind in Canada" fully-serviced commercial LNG cardlock in Abbotsford, B.C. The new fuelling station will be operated in partnership with gas supplier FortisBC. For all this, Zweep was presented with the Natural Gas Vehicle Champion Award from the International Association of Natural Gas Vehicles, headquartered in Auckland, New Zealand. The award was presented Nov. 7 in Mexico City, Mexico.

"I do not deem the award presentation to be that of my singular success; rather it's about the cornerstone of success based on the collaborative efforts of Vedder Transport and our partners FortisBC, Peterbilt Pacific and Westport Innovations, which has led to the successful delivery of the Vedder Transportation Group's natural gas project," Zweep said.

"Further, I wish to express my deepest appreciation to the entire professional driving fleet of Vedder Transport, who operate our fleet of 50 LNG Class 8 vehicles day in and day out, as without their ongoing vested interest and dedication to this project and that of the Vedder Transport implementation group...my vision for LNG-operated Class 8 tractors in Western Canada would not have been achievable."

Zweep also thanked Larry Wiebe, CEO of Vedder Group for his "unwavering support, guidance and shared vision from conception to integration of my vision for natural gas technology." □

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OEM/DEALER NEWS

Navistar finalizes Cummins supply deal, closes Garland truck plant

LISLE, Ill. – Navistar has announced it has finalized its supply agreement with Cummins, to offer the ISX15 in International ProStar, PayStar and 9900 models. Navistar will also use Cummins' selective catalytic reduction (SCR) system on its trucks.

The company announced the "definitive, long-term supply agreements" Oct. 22, though it's been known for some time that Navistar International would be offering the ISX15 and using Cummins' exhaust aftertreatment system.

"This agreement represents a natural extension of the long-standing relationship between Navistar and Cummins and our history of collaboration in serving our mutual customers," said Troy Clarke, Navistar president and COO. "With the addition of the Cummins ISX15 and the use of the proven Cummins aftertreatment system, we are on a clear path to providing customers with proven, reliable and fuel-efficient clean engine technology."

Navistar said engineering teams from both companies have been working closely together to integrate vehicle, engine and emissions aftertreatment systems.

Navistar will begin its initial pilot builds of ProStar+s with the Cummins ISX15 this month with the first shipments due in December, the company announced. The ProStar+ with International MaxxForce 13 with SCR will enter initial pilot production in March

2013 with full production set to begin the following month.

The remainder of International's truck line will be rolled out with SCR over the course of 2013 "based on volume and customer demand," Navistar announced. During the transition, the company says it will continue building and shipping EPA-compliant trucks by redeeming its remaining emissions credits and paying non-conformance penalties to the EPA.

Meanwhile, Navistar International has announced it will close its Garland, Texas truck plant as part of its ongoing restructuring. About 900 salaried, hourly and third-party temporary workers are employed at the plant. The plant will be shut down by the first half of 2013, with production moved to other Navistar plants that currently build similar models.

The Garland plant is also where the Caterpillar CT660 is produced.

"Closing a facility is always difficult because of its impact on the many great people who've been part of our company," said Navistar's Clarke. "But the fact is that Navistar has too much manufacturing capacity in North America and we must take quick action to improve our business and position the company for long-term success."

Navistar said the plant closure is part of a 12- to 18-month turnaround. The closure will reduce operating costs by US\$25-\$35 million per year. □

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Glen Iszak



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Can Canadian Volvo dealers defend status as North American Vista champs?

GREENSBORO, N.C. – Volvo Trucks has kicked off its 2012-2013 Vista competition for technicians around the world.

Volvo refers to the event as the world's largest competition for aftermarket personnel. More than 200 three- and four-person teams compete on behalf of Volvo dealers across North America, with an aim to represent the continent in the global competition next June in Gothenburg, Sweden. Around the world, more than 4,440 teams are participating.

The last Vista event in 2011 saw Beaver Truck Centre of Winnipeg, Man. represent North America in the global championships.

"Expert Volvo technicians and skilled aftermarket personnel are vitally important to the success of our customers and our dealer operations," said Magnus Koeck, Volvo Trucks vice-president, marketing and brand management. "Rapidly advancing on-board technologies and the increasing need for an integrated vehicle design continue to place a great emphasis on technicians with intimate knowledge of all Volvo systems."

This year's edition is the largest in the event's 55-year history, Volvo says.

Participants work through three rounds of online technical questions and then five teams are selected to travel to Greensboro, N.C. for the North American finals. All the answers to the written questions can be found in Volvo service and parts literature. Finalists are then tested on their knowledge of service bulletins and ability to look up parts and service information within the Volvo system.

There's also a hands-on component,



GLOBAL CHALLENGE: A Volvo technician takes part in the company's Vista competition.

which tests participants' ability to troubleshoot predetermined faults placed on Volvo trucks and engines.

Meanwhile, Volvo has announced it's partnering with WyoTech to provide technician training programs tailored specifically to the chassis, powertrain, emissions, electronic and electrical systems of Volvo trucks. □

Great Dane says ThermoGuard saves fuel

LAS VEGAS, Nev. – Great Dane has announced in-depth testing shows customers using its ThermoGuard refrigerated trailer lining can save nearly 1,000 gallons of diesel over a seven-year period.

The company released results of a seven-year test at the 2012 IFDA Distribution Solutions Conference in Las Vegas. Great Dane said the reported 1,000-gallon fuel savings was achieved over a range of typical reefer operations, excluding produce. Rick Mullinix, executive vice-president of engineering at Great Dane, said the findings are the result of seven years of in-house and independent laboratory testing, combined with real-world customer feedback. He said customers in almost every type of refrigerated trailer operation have achieved savings.

"Our test data shows that most every refrigerated trailer owner can recoup the cost of the ThermoGuard liner in the first few years of operation through lower cooling unit fuel costs," Mullinix adds. "After that break-even point, owners can pocket the additional savings for the remaining life of the trailer, while realizing other benefits such as reduced maintenance costs and higher resale value."

ThermoGuard is an impact-resistant, glass-reinforced thermoplastic liner available exclusively on Great Dane refrigerated trailers. Mullinix said reefer units don't have to work as hard to make up for degrading insulation performance over time, resulting in reduced cooling unit runtime, reduced refueling time and extended reefer life. Testing showed that trailers with ThermoGuard insulation performance as strong after seven years as was traditionally available for just one-and-a-half years. □

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Tallman concludes dealer acquisition

MISSISSAUGA, Ont. – Tallman Truck Centre has finalized the acquisition of Western Toronto International Trucks. The new company's legal name will be Tallman Truck Centre (Toronto) Limited. The acquisition gives Tallman a total of eight full-service International truck dealerships in Ontario, according to the company.

"This acquisition will allow us to further execute our growth strategy of expanding our service network in Ontario," said company president, Kevin Tallman. "We are excited to represent International in Canada's largest truck market – the Greater Toronto Area – and we look forward to servicing new and existing customers in this very important market. We would also like to welcome all the Western Toronto employees to the Tallman Truck Centre family."

Located at 7450 Torbram Road in Mississauga, Tallman Truck Centre (Toronto) Limited offers the complete line of International medium, severe service and heavy-duty vehicles, and also features a 28-service-bay facility.

For more information, call 905-671-7600. □

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NEW PRODUCTS



Ridewell has expanded its RAR-240 series of trailer **air-ride suspensions** to include yoke-mounted suspensions designed specifically for use with Ridewell brand axles with Wabco PAN 22 air disc brakes. The new suspensions can also be used with IMT's axles with Wabco Pan 22, 19 or 17 air disc brakes or Haldex disc brakes, the company announced.

Meritor's aftermarket business has begun distribution of the Fras-le Work Truck and Fleet **Disc Brake Pad Program** to its customers. The North American program includes a complete line of hydraulic disc brake pads for vehicles up to Class 7, and is designed to help aftermarket customers expand friction sales into new vocational market segments, according to Meritor. The new product is being distributed from Meritor's North American distribution centres in Florence, Ky., and Brampton, Ont. Meritor will be supplying a lineup of all-makes hydraulic brake components including rotors and calipers to complement the Fras-le pad program.

Shell has introduced a new Spirax S6 ATF A295 **synthetic transmission fluid** for Allison automatic transmissions. The new fluid lasts up to 300,000 miles under normal

operating conditions, or 150,000 miles under severe conditions, the company says. It outperforms conventional automatic transmission fluids in Allison transmissions and meets the longest drain intervals possible, Shell claims. Spirax S6 ATF A295 is available in drums, pails and gallon jugs.



An American owner/operator has invented a system to safely tarp flatdeck loads from the ground, using a forklift. The **Ultra Tarp system** was created after O/O Edgar Lockard suffered an injury from falling off a trailer while tarping. The system mounts underneath a flatbed trailer and fits directly onto the end of any forklift, so the tarp can be raised securely over the load. It can be purchased at www.UltraTarp.com. To see how it works, check out the YouTube video at www.youtube.com/user/keeptruckingsafe.

Kinedyne has introduced new **load binders** that comply with the new WSTDA T-6 standard. The Web Sling and Tie-Down Association, for the first time in its history, recently released recommended standards for load binders. Kinedyne says the new standard will help ensure a minimum level of quality and traceability for all load binders. The changes to Kinedyne's load binders

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were made in anticipation of action by federal and local enforcement agencies that would adopt the new standard into existing cargo securement regulations. Kinedyne's load binders are now manufactured and tested to the new standard and feature stamped markings, verifying them as such. For more info, visit www.kinedyne.com or speak to a dealer.

Accessories

Rice Lake has come out with a new **legal-for-trade on-board scale**. TradeRoute is one of very few legal-for-trade onboard scales in the North American market, Rice Lake announced. It operates solely from a parked position where hydraulics are used to engage the scale. The new scale is designed to install around the frame of many common straight truck designs, the company announced. Benefits include maximizing capacity and reducing the risk of errors resulting from handwritten tickets. For more, see www.ricelake.com/traderoute.

Paccar revamps engine line for 2013

KIRKLAND, Wash. – Paccar has introduced a new line of engines for 2013, which it says opens the door to new applications and provides improved performance.

The company's 2013 engine line includes the MX-13, PX-9 and PX-7.

"The new engine line-up further strengthens Kenworth's vertical integration," said Judy McTigue, Kenworth director of marketing planning and research. "Paccar's latest engine technology provides efficient and productive performance for customers in a wide range of truck applications."

The 12.9-litre MX-13 can be spec'd in applications over 100,000 lbs, the company announced.

"The new Paccar MX-13 engine offers a wide range of horsepower and torque ratings to meet customer power requirements. This engine opens the Kenworth door to additional customers in vocational applications, including logging, dumps and hauling applications over 100,000 lbs," said McTigue. The engine's horsepower and torque begin at 380 hp and 1,450 lb-ft, respectively.

The PX-9 boasts one of the highest power-to-weight ratios in its class, Paccar claims, and offers heavy-duty features such as replaceable wet liners, roller cam followers, bypass oil filtration and targeted piston cooling. It's available with 260-380 hp and up to 1,250 lb.-ft. of torque.

The PX-7 has power ratings of 200-325 hp and up to 750 lb.-ft. torque.

These engines replace the Paccar MX, Paccar PX-8 and Paccar PX-6 in the company's portfolio. They're currently undergoing field testing and dealer service technicians will soon be trained on the new offerings, Paccar announced. They'll also be available in Peterbilt trucks. □

Tires & Wheels

Double Coin recently introduced two new **drive tires**. The RSD3 is being dubbed a new "ultra premium drive position tire optimized for severe winter driving conditions." It features an open shoulder design for excellent traction and improved cleaning ability. Zig-zag siping increases traction and performance in any condition, the company announced. Also new from Double Coin is the OptiGreen Series FD425 super wide fuel- and weight-efficient drive tire. The FD425 is SmartWay-verified for low rolling resistance. It features advanced tread compounds, a wider, low profile design for low rolling resistance and weight savings for greater mileage, the company announced. It's available in a 445/50R22.5 size and has a maximum carrying capacity of 10,200 lbs. For more info, visit www.doublecoin-us.com. □

Shell introducing new synthetic oil

NEW YORK, N.Y. – Shell Rotella will be delivering an early Christmas present to the Canadian market. In December, it will introduce its Rotella T6 0W-40 fully synthetic oil, which was designed specifically with the Canadian climate in mind.

"T6 0W-40 will provide the best low temperature flow within the Rotella product line," said Shell HDEO formulator Matt Urbanak during a press briefing in New York City.

At -30 degrees C, Shell's testing has shown that T6 0W-40 will reach the rocker shaft within 90 seconds. Rotella T5 0W-40 took 106 seconds.

Exceptional low temperature flow is critical in preventing excess wear.

"T6 0W-40 delivers good wear protection in Cummins ISM tests," said Urbanak. "In terms of crosshead wear, it got a perfect score of 700/700."

It also achieved a sludge rating of 9.4/10 in Cummins ISM testing - the highest in the Shell portfolio - and maintained its SAE 40 grade even when it contained 6% soot (in Mack T-11 testing), thus offering exceptional shear stability. Testing has shown that T6 0W-40 also offers significant improvements in startability at -35 degrees C over Shell's T6 5W-40 and 15W-40 formulas.

The new cold-weather formula may also offer maintenance benefits.

"It could help reduce stress and wear on the starter/battery and possibly reduce maintenance costs for these vehicle components," said Urbanak. "This has been inferred from the cold box testing we have done."

The new oil, which will replace Shell's T5 0W-40 and 0W-30 formulas, will meet CJ4/SN, Volvo VDS-3, Mack EO-N and Caterpillar ECF-3, ECF-2 and ECF-1A. □

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OPINION

All I want for Christmas is...a new highway?

A Toronto bypass is desperately needed. Here's how I'd build it.

What do you want for Christmas? A new truck? Pay raise? I want a new highway.

My wish would benefit not only small carriers, but the entire trucking industry, as well as the city of Toronto, Ont.

Almost every major city in North America has a ring road

or bypass as part of its expressway system. Columbus, Chicago, Indianapolis, etc., are mostly avoidable. These are not alternate routes, per se, but essential additions to traffic flow for vehicles that don't need to be right in the city, particularly during rush hours.



Because of these roads, these major centres maintain acceptable traffic flow, because the majority of traffic going through the city centre actually needs to be there. The rest of us go around, – not through – these cities. A ring road in Toronto isn't possible because of the waterfront, but even an alternative route would be welcomed.

The 407 ETR was a failure, in my opinion. It's too close to the city, there are too many exits, the start and end points are in high-traffic areas, and the astronomical toll rates prohibit truck usage for most small fleets.

When the 407 was being built, I hauled gravel to it. Back then, it was possible during a three-hour mid-day window to cross the city at a consistent speed. That's hardly possible at midnight now, and Toronto's population is expected to grow by 1.5 million over 20 years. A new highway started today, would be too late. There's no way to add traffic lanes to the 401 from the airport area to Markham, because existing structures won't allow it.

My fantasy highway would reach far beyond Toronto, offering the side benefit of missing the increasingly congested Cambridge-Kitchener area. One end would be just east of Woodstock, Ont. and the other end at Hwy. 35/115. A true Toronto bypass needs to begin and end far away from the problem area, because the GTA will obviously continue to spread as it grows.

The highway would angle northeast from Woodstock to a point between Elmira and Elora, where it would then parallel itself with Hwys. 9 and 89. It would be limited access, with exits only at major highways.

Because of real estate costs, and accessibility to small-town customers, most smaller Ontario carriers are situated either north of the 401, or well east of the city. Small carriers from other provinces often pass through Toronto en-route to a destination, rather than Toronto being the destination.

Most of us rarely have a need to be right in Toronto proper. We are forced into Toronto gridlock because for us, there is no other logical route to get to Ottawa, Quebec, or Eastern New York border crossings.

Coming from the U S to points north puts us in the same unnecessary gridlock.

Literally thousands of trucks travel daily through the core of Toronto, from all size carriers, either travelling from north of the city to/from the east, or long haulers, travelling between Eastern Ontario, Quebec, and states from Michigan west. In a perfect world, these trucks shouldn't be there.

The fantasy highway – besides relieving a lot of Toronto's gridlock – would have significant environmental benefits.

Imagine the reduction in emissions if those thousands of trucks and cars travelled at a consistent speed, rather than constant starting and stopping. Hasn't that been the goal of government and industry lately, or have we just been preaching an elaborate sales pitch to sound like we care about the environment?

The downfall of this highway is the 110 extra kilometres added to an east-west trip. However, we already add mileage bypassing most major cities. In those cities, we never consider the extra miles. It's nothing more than a sensible time – and fuel-saving detour. Toronto traffic is already a nightmare on a good day, so I would consider a longer detour route to be "miles well wasted."

I already use such a route, which adds about 45 extra kilometres. When travelling from my area to Indianapolis, I cross at Port Huron, Mich., then run I-69 all the way. The computer suggests to travel down through Detroit, then take US24 to Fort Wayne.

Go through Detroit in low traffic, you save a whopping seven minutes and burn slightly more fuel. Go through Detroit in peak traffic, and your short-cut just cost you at least half an hour. Detroit rush hour is a speed bump compared to Toronto's. Continue to pay your drivers practical miles if you wish; few would care they drove 110 kms further if their driving time was less and their stress level was lower.

While travelling extra distance is counterintuitive, do we have a long-term alternative? The economic repercussions of 70 kms of gridlock will eventually require drastic measures as Toronto's congestion increases. I'm no engineer, but I see no other simple alternative.

Politicians would want this to be a toll road. For trucks, how about a "reverse toll?" When equipped with a transponder, miles travelled on this road would be free from fuel tax, much like the NY Thruway miles are free from NY tax.

The goal is to divert traffic from the city, which is as much an advantage and necessity to Toronto and the Ontario economy as it is to trucking companies.

If we're willing to drive further to alleviate the problem, we shouldn't be saddled with extra cost. For extra revenue, lease space for several service plazas along the route. A limited access expressway would need en-route services to be effective anyway.

Too much to ask for, Santa? ☐

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

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HEALTH

Risk of lactose intolerance rises with age

Lactose intolerance is a condition that causes people to become unable to fully digest milk or dairy products.

It is a fairly common condition in North America, however it often goes undiagnosed for many years. In the majority of cases, lactose intolerance is not life-threatening but the symptoms associated with it can be very uncomfortable.

Lactose intolerance is caused by a deficiency of a specific enzyme called lactase. This enzyme, which is produced in the small intestine, is essential for proper digestion of dairy products. In people with lactose intolerance, undigested dairy products move into the colon. This leads to the symptoms associated with this condition.

There are a few common causes of lactose intolerance, the first of

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DR. CHRIS SINGH



which is normal aging. During the early years of life, the body produces large amounts of lactase as milk is often the primary source of nutrition. However, as we age and decrease the amount of milk products ingested, our bodies naturally decrease the amount of lactase production.

This decline in enzyme production may lead to lactose intolerance. Another common cause of this condition is the result of an underlying intestinal condition such as celiac disease, gastroenteritis and inflammatory bowel disease.

These conditions may lead to a decrease in lactase production. Lastly, some people are born without the ability to produce lactase entirely. This disorder is usually hereditary.

The symptoms of lactose intolerance vary from person to person. However, common symptoms include diarrhea, nausea, abdominal pain, gas and bloating. In most cases, the severity of the symptoms ranges from mild to moderate.

The diagnosis of lactose intolerance is usually arrived at after conducting a detailed medical history and physical examination. Your doctor can confirm their diagnosis by conducting certain lab tests. The most common test is called a lactose tolerance test. This test involves a patient drinking a liquid that is high in lactose and then checking the body's reaction to it by testing the blood. Other tests include a stool acidity test and hydrogen breath test.

If a diagnosis of lactose intolerance is confirmed, your doctor will discuss possible treatments. Unfortunately, there is no cure for this condition.

However, most people are successful in controlling their symptoms by reducing the amount and frequency of dairy intake in their diet.

Due to the fact that there are many beneficial nutrients and vitamins contained in dairy products, it is important to discuss food substitution or supplementation with your health care professional to avoid the development of other nutritional deficiencies.

Probiotics are commonly recommended for people with gastrointestinal issues such as lactose intolerance. Probiotics are living organisms, which are present in our intestines.

These organisms help our bodies digest certain foods and nutrients. Probiotics are generally considered safe, but again, it is important to discuss it with your health care provider before taking any supplement. 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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Make it an extra spicy Christmas this year

Christmas is coming! I always look forward to all the wonderful kitchen smells that are created as people prepare for the holiday season.

Certainly, many kitchens are busy this time of year making tasty treats for expected visitors. The recipes for these holiday staples often include a variety of traditional seasonings. As you'll see below, several of these traditional seasonings also have unique health benefits. So, this holiday season, give your conscience a rest and enjoy.

Beginning with a traditional Christmas dinner's main course, one staple is turkey stuffing. The distinctive flavour of stuffing is often achieved by adding sage, parsley and thyme to a bread base. Not only do these herbs and spices add their own unique flavour, they also bring some real health benefits.

Sage is a savory herb that is taken from a specific evergreen shrub, *Salvia officinalis* and has been used for medicinal purposes for thousands of years. It's only after the Middle Ages that sage has been used specifically as a food seasoning.

The compounds in sage's essential oils work as an anti-inflammatory, anti-allergic, anti-fungal, and anti-septic agent. Sage is nutritious, too. It is a good source of the B-complex vitamins, as well as Vitamins A and C. Whether fresh or dried, sage contains the minerals potassium, zinc, calcium, iron, manganese, copper and magnesium. As a result, sage can be used to: help prevent cardiovascular disease, lung and mouth cancers; help maintain healthy skin, blood vessels, mucus membranes, organs and bones; and help control heart rate and blood pressure.

Parsley, another herb used in stuffing, is an excellent breath freshener because its chlorophyll and fluorine kill bacteria in the mouth. In addition, parsley is full of anti-oxidants, folates and dietary fiber. The vitamins in parsley: the B-complex vitamins, Vitamin A, beta-carotene, Vitamin C, Vitamin E and Vitamin K prevent age-related macular degeneration while maintaining strong bones, strengthening the liver and fighting Alzheimer's disease. Parsley is also a good source of minerals like potassium, calcium, manganese, iron, and magnesium.

Another ingredient in stuffing, thyme, is made from leaves of the thymus plant, an herb native to Europe and Asia. Thyme is a good source of Vitamin K, iron, manganese, calcium, fiber and tryptophan. Thyme is especially known to support healthy breathing and is used to reduce coughs, bronchitis and chest congestion.

After the main course comes dessert. Many Christmas desserts contain other beneficial spices, specifically cinnamon, cloves, nutmeg and ginger.

Cinnamon, a spice native to southeastern Asia, comes from the bark of *Cinnamomum* trees and is either used in the form of a dried stick or ground powder. Ground cinnamon is an ingredient of many Christmas cookies and pies. Not only is cinnamon a natural food preservative and antioxidant, it is also a great source of manganese, fiber, iron and calcium. Cinnamon has these distinctive health benefits: it lowers LDL cholesterol, regulates blood sugar

Preventive Maintenance

KAREN BOWEN



levels, reduces arthritis pain, and boosts brain function.

Cloves are native to Indonesia. The spice is the dried, unopened flower bud from an evergreen Myrtaceae tree. Its strong flavour is added to many Christmas dishes, like: gingerbread, Christmas cakes and apple desserts. Whole cloves are often inserted into baked hams and added to spiced apple cider.

Like sage, cloves contain anti-oxidants and have antibacterial, antiviral, antifungal and antiseptic properties. Cloves are an excellent source of manganese, a very good source of dietary fiber, Vitamins K

and C and omega-3 fatty acids, and a good source of calcium and magnesium. Cloves also have a significant amount of protein, iron, carbohydrates, calcium, phosphorus, potassium, and sodium.

Since cloves contain eugenol oil, which is a natural anesthetic, they can be chewed to relieve toothaches. Cloves are also effective at relieving digestive issues, such as: gas, loose stools, nausea and indigestion.

Nutmeg comes from the fruit of an evergreen tree that is native to the Spice Islands, but now grows in many tropical climates. Nutmeg often garnishes egg nog. Rich in many vital B-complex vitamins, nutmeg also contains Vitamin C, Vitamin A and beta-carotene. Nutmeg is a good source of these minerals: copper, potassium, calcium, manganese, iron, zinc and magnesium. Potassium, an important component of cell

and body fluids, helps control heart rate and blood pressure. Manganese and copper are used by the body to support the antioxidant enzyme, superoxide dismutase. Iron is necessary for red blood cell production.

Another common dessert spice is ginger, which comes from the root of the *Zingiber officinale* plant, which is native to southeastern Asia. As expected, ginger (combined with molasses) is necessary for gingerbread. Ginger contains potassium, manganese, copper, and magnesium as well as some B-complex vitamins.

This Christmas, spice up your celebrations by choosing foods with these nutritious seasonings. Treasure your time with family and friends as you gather around the table for your holiday feast. And enjoy – in moderation. □

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

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PEOPLE

Kim Richardson, president of KRTS Transportation Specialists, was presented with the Queen's Jubilee medal during a special ceremony Nov. 17.

Richardson was nominated for the prestigious award for his extensive community involvement.

The award goes to Canadians who make significant contributions to their community and fellow citizens.

"Being nominated for the Queen's Jubilee Medal is quite an honour," Richardson told *Truck News*. "When I received the letter, you could have knocked me over with a feather. I am very fortunate to be surrounded by so many great friends, members of our community, business associates, and family who are always all-hands-on-deck when it comes to initiatives we

get involved with. This medal and recognition is not mine, it is ours."

Trailer Wizards has named **Daran Ultican** manager of its Moncton branch. He'll also serve as regional leader for Trailer Wizards' Atlantic region, the company announced. Ultican has been with the company since December 2011 as a senior sales rep.

"With the passing of Dave Skaarup, our vice-president of the Atlantic Region, these were tough circumstances to receive a promotion," Doug Vanderspek, president of Trailer Wizards announced. "Daran welcomes the challenge and we confidently welcome him on board in his newest role."

Trailer Wizards also announced it will be adding 150 trailers to its Mon-

ton fleet in response to increased demand in the region.

Trailer Wizards also has named **Dave Nicolle** its new director of fleet maintenance, based out of its Mississauga location. Nicolle will be charged with developing and implementing programs to improve the efficiency and reduce the costs of the company's maintenance program. He'll work alongside regional leaders and shop staff to achieve this, Trailer Wizards announced. Nicolle has more than 35 years of fleet maintenance experience, and has run maintenance shops around the world for the Canadian Armed Forces.

"Dave brings a lot of valuable experience, expertise and leadership to Trailer Wizards," said Arthur Christakos, vice-president, Ontario region. "I'm confident he will help take us to the next level and ensure our goals and objectives are put into action."

Flo Components has appointed **Marc Savage** as territory sales manager for Sudbury, Ont. A resident and native of Sudbury, Marc studied business administration at Cambrian College. His previous experience over the last 15 years includes various finance, management and sales positions in the finance and automotive industries in Sudbury.

"We are delighted to have Marc join our team," said Steve Matheson, sales

manager of Flo Components. "After many years in the industry, Flo has a well established reputation for providing timely and reliable technical support. Marc will work with our key partners in the industry developing lubrication solutions that take away their equipment breakdown related pain and increase machine uptime and profitability."

EnerMotion, the small Canadian firm looking to commercialize an auxiliary power unit (APU) that runs off waste heat recovery, has announced the formation of its first board of directors.

The new board consists of: **Howard San Shearer**, chairman GE Hitachi, formerly CEO and president Hitachi Power Systems and Hitachi Canada; **Keith Wettlaufer**, CFO and vice-president, Bruce Power (retired), also having served former senior executive roles with Linamar, Magna and Price Waterhouse; **Scott Smith**, CEO and president, JD Smith & Sons; and **Dallas Kachan**, managing partner Kachan & Co., former managing director and executive editor the Cleantech Group in Silicon Valley.

"I'm very pleased to announce the formation of a new Board of Directors for EnerMotion, whose mandate is to commercialize our Hyper technology," announced Jack McDonnell, CEO of EnerMotion. □

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OTA doles out industry awards

TORONTO, Ont. – The Ontario Trucking Association handed out the province's top trucking awards at its 86th annual convention Nov. 9.

Al Boughton was named Service to Industry award-winner, marking the first time the award has been won by an Allied Trades member. Boughton is founder and president of Trailcon Leasing. He has served the industry for 35 years. The award is sponsored by Shaw Tracking.

Barry Elkiw, a driver with Meyers Transport out of Peterborough, Ont. was named the 2012 OTA/Volvo Trucks Ontario Driver of the Year. Elkiw was recognized for his "unmatched level of organization and attention to detail" as well as "his professionalism, courteousness and exceptional safety record." Elkiw received the award with wife Wanda at his side.

Meanwhile, **Chris Fulton** was posthumously named the 2012 OTA/Bridgestone Truck Hero for his life-saving manoeuvres when involved in a crash Feb. 6, 2012 on the night of his 11th wedding anniversary. Fulton, a driver for Speedy Transport, was involved in the crash near Hampstead, Ont. when a passenger van carrying 13 people ran a stop sign and veered straight into Fulton's path.

Fulton, and 10 of 13 of the van's passengers, were killed in the accident. However, police found that Fulton's last-second attempt to avoid the collision likely saved the lives of the three surviving passengers, while ending his own.

"It takes an extraordinary human being to do what Chris did that night," says David Bradley, president of the OTA. "We should all be grateful for truck drivers like Chris Fulton who go about each and every day quietly, safely and professionally. And sometimes, without warning, they find themselves with a choice to put their own lives at risk to save others. Somehow, brave men like Chris always answer the call." □

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Mark Dalton: Owner/Operator

Collision Course

By Edo van Belkom

THE STORY SO FAR...

Mark is driving along Steeles Avenue in Brampton with a clear road ahead of him. Suddenly a car pulls in front of him and slams on the brakes. Mark rear-ends the car and five people get out, all injured. Mark calls Bud for some advice about what to do...

Traffic was continuing to slide past the accident scene. The police had likely been notified because two tow trucks had already arrived on the scene, no doubt having heard a report of the accident on their police radios.

As Mark came around the front of Mother Load, he took a moment to check the Peterbilt's front bumper. He was relieved to see that there was just minor damage to his truck, which would be an easy enough fix. But it wasn't his truck that Mark was worried about. It was the aged sedan that he'd hit with five seemingly brittle passengers inside.

He came upon the first passenger, a dark-haired man looking to be in his mid-forties. "Are you alright?" Mark asked. The man's face contorted in pain and he let out a moan. Mark moved onto the driver. "Are you okay?"

The driver put a hand on his car to steady himself and shook his head.

Mark moved to the other passengers in turn and asked them the same question, "Are you alright?" None of them answered him with any more than a simple "No," or a shake of their head.

Mark took a quick look around and saw that the police and ambulance hadn't showed up yet. It would be a good idea to get a police report on this accident, as well as some medical assistance for the people who'd been in the car. He took out his cell phone to call 911 but he never got the chance to dial.

"No, no, no," someone said.

Mark looked up from his phone and saw the driver was approaching him with a frantic look on his face.

"No police," he said. "Insurance information, please."

'So,' Mark thought. 'He does know some English after all.'

"Don't worry," he said. "You'll get my information, but I want the police here first." Then, while Mark had his cell phone handy, he switched on the camera and began to record the scene.

He started at his truck, making sure to record the damage to his bumper. Of course, there was little more than superficial damage to the wide slab of steel, but a picture of it would provide some

evidence of how fast Mark was travelling at the moment of impact.

Next, he moved to the rear of the car, making a slow pass of the entire rear end to record every bit of damage for posterity. It was an old car with plenty of rust and the cost of repair probably wasn't even worth the value of the car. This one would be a write-off.

"Insurance information," the driver said again, this time approaching with his own ownership and insurance documents in his hand.

"Yeah, just a minute," Mark said. "First I'd like to know where you're injured." He held the cell phone up high. "Is it your back?" A nod.

"How about your neck?" Another nod.

"What about your knees and legs?"

The driver stumbled at the very mention of those limbs.

Mark moved on to the passengers and it was the same story with each one. Back pain, neck pain, headaches. This was going to be a real insurance nightmare, he thought. Five claimants, plenty of soft-tissue damage...the claims could go on for years. Just then someone came up behind Mark and tapped him on the shoulder. Mark turned and saw an elderly man standing there, a business card in his hand.

"I see that your truck is damaged," he said, extending the hand with the card in it. "I know a good mechanic in town, my nephew. He has his own shop not far from here. He does good work, little money. You pay cash if you want, no problem."

Mark brushed the man's hand away. "Thanks pal, but I've got my own mechanic."

Finally the police arrived on scene.

"Thank God," Mark muttered.

One cruiser pulled up behind Mother Load with its roof lights on while another tucked into the gap between the truck and the car.

But as happy as Mark was to see the police, their presence seemed to have a detrimental effect on the car passengers. Each one of them suddenly seemed to be thrown into spasms of pain, writhing and moaning with newfound agony.

"You the driver of the truck?" one of the officers asked Mark.

"Yes."

"What happened?"

Mark explained exactly what had happened, and as he did so the officer just began nodding...as if he'd heard plenty of similar stories before.

"Alright," he said. "Give me your driv-

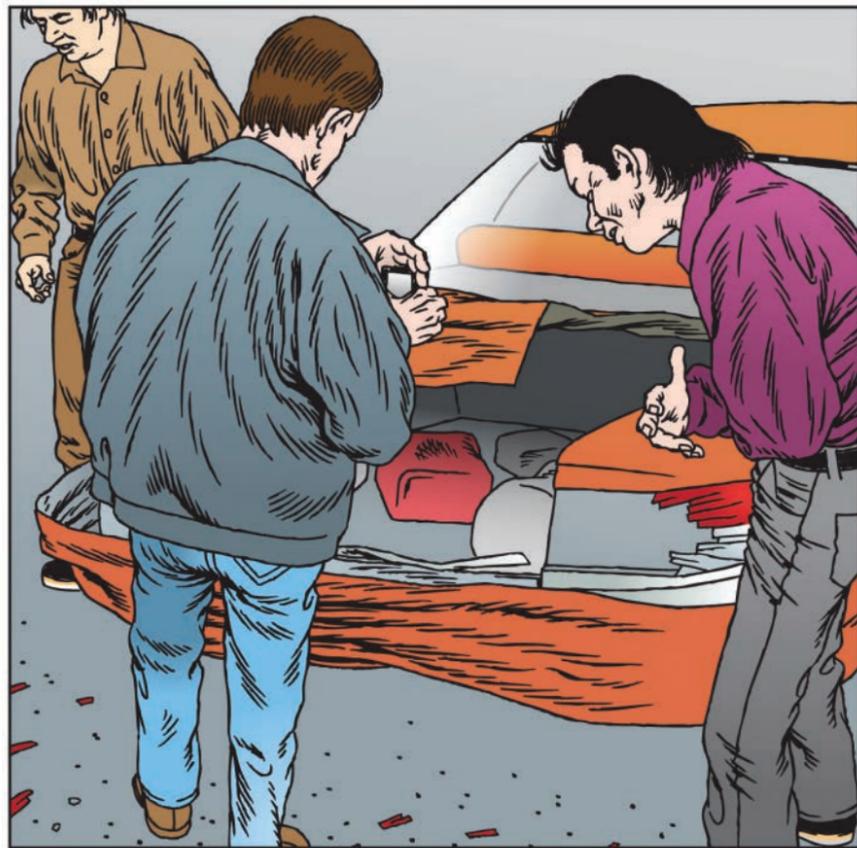


Illustration by Glenn McEvoy

er's licence and insurance info. I'll talk to the driver of the car, and I'll probably have to talk to you again."

"Can I wait in my truck?"

"Yeah, sure. I shouldn't be too long."

Mark climbed back up into Mother Load and watched as two ambulances showed up on scene.

As the car passengers were being looked at, the police went from one man to the next getting their information and taking notes. Minutes later, the car was on the end of a wrecker and two of the passengers had been placed on stretchers and loaded into ambulances for transport to a hospital.

"You gotta be kidding me?" Mark said, watching the scene unfold. "They were riding in a Buick for Pete's sake, not a Pinto!"

Then as the police officer approached, Mark rolled down his window and said, "Were they hurt that bad, officer? I wasn't going that fast, I swear."

Again the officer nodded like he'd heard similar excuses before. "Come on down," he said. "I need to speak to you in my cruiser."

Mark climbed down out of Mother Load and got into the front seat of the cruiser parked behind his truck.

"Are you alright?" the officer asked.

"I'm shaken up a bit," Mark said. "And more than a little worried about what might happen to my insurance premiums."

"That's normal. It looks like it'll be a big claim."

"But I didn't do anything wrong. As stupid as it sounds, I was just driving along minding my own business when they pulled right out in front of me and..."

The officer put up his hand to cut Mark off. "I know." A pause. "Unfortunately you did run into the back of their vehicle...and I have no option but to give you a ticket

for following too closely."

"But..."

Again the officer raised his hand.

"I'm not saying you're at fault, but in these circumstances I don't have a lot of discretion. I have to give you a ticket of some kind, so I am. However, we know that there are plenty of staged accidents in this city, especially on this stretch of road. It's gotten so bad that insurance rates for people living here are higher than for those living somewhere else... anywhere else."

"Unbelievable."

"Believe it," the officer said. "Now it's not up to me to decide if it's a staged accident or not, but if the insurance company denies their claim and it goes to court, then a judge can decide based on the evidence."

He handed Mark his ticket and a copy of the accident report. "All the names and information of the people in the car are there for you in the report. Your insurance company will be able to use that information."

Mark nodded. "And what about my ticket?"

"Fight it. If you take it to court, who knows, I might be busy that day, or I might lose my notes on this accident."

Mark understood and thanked the officer for his time. □

– Mark Dalton returns next month in Part 3 of Collision Course.

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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SAFETY

Reflect on these handy tips to improve your visibility

As important as the view through a windshield may be, the threats beside and behind a truck can hardly be ignored. About one-third of all the collisions reported to Northbridge Insurance involve situations like sideswiping a vehicle or backing into a stationary object.

A clear view – whether it is supported by unobstructed side windows or reflections in the West Coast mirrors – can help drivers to defend themselves from these threats.

Surprisingly, many mirrors tend to be improperly adjusted, leaving the reflective surfaces filled with a view of a trailer's side panels rather than helping to spot hazards next to the truck. I remember sitting in the driver's seat of a tractor during one safety audit and being able to see the fifth wheel reflected in the mirrors, without the slightest view of the surrounding space.

The ideal angles for any West Coast mirror will reflect as little of the truck or trailer as possible. For example, only a small sliver of the trailer should appear on the inside edge of a passenger side mirror.

The proper angles can be set using nothing more than a couple of cones or other markers that can be placed on the ground around the truck. One cone is placed a



Ask the Expert

ALBERT ZIMBALATTI

foot away from the truck, at the centre of the drive axles.

A second cone is aligned with the first, but set 20 feet behind the trailer.

In a properly adjusted West Coast mirror, the rear cone will appear about nine inches from the top of the main mirror. The cone sitting in the middle of the drive axles – about 20 feet from the truck's bumper – will be reflected in the upper right of the convex mirror.

These views can be enhanced with fender mirrors, as long as the additional reflecting surfaces are not aimed too high.

A properly adjusted fender mirror will display an area from the centre of the steer tire to the middle of the drive axles.

Once everything is in the right place, the reflection of any hazard should be easily tracked as it moves from one mirror to the next, without any gaps in between.

But these angles can only be set once a driver is properly seated in a spot behind the steering wheel that both maximizes the view and makes it easy to reach every con-

trol. The best position has the seat far enough ahead so the clutch and brake can be comfortably depressed, while supporting 90-degree angles at the driver's knees, hips and elbows. Those who are sitting too low will increase the size of the blind spot created by the hood.

There is also the matter of recognizing the limits of the mirrors. The West Coast mirror on the passenger side of the cab will always show less than the mirror on the driver's side, simply because it is further away from the driver's eyes. It's just one of the reasons why it is always best to travel in a highway's right lane as much as possible.

Of course, the battle against blind spots is not limited to reflections in the mirror. Anything mounted on top of the dash or hanging down below the visor will block some of the view through the windshield. At the very least, something like a CB cord can create a distraction as it swings from side to side.

Maintaining this clear view can be a challenge, particularly as an ever-growing list of electronic tools is planted in a modern truck cab.

But when these all-important electronic tools are installed, they can be mounted where they obstruct as little of the windshield,

mirror or side glass as possible.

After all, the need for a clear view is not limited to the area covered by the mirrors. Every glance through the side windows can help to spot other hazards such as a traffic-weaving car found two or more lanes away.

Once everything is in its proper place, drivers are well equipped to keep a close eye on the hazards about 20 seconds ahead of the truck, and scan the mirrors every five to 10 seconds to spot the potential challenges that surround them.

The ever-scanning eyes will also keep them from locking onto any single threat at the expense of everything else.

A career in trucking offers a moving office with a view. Steps like these give drivers the chance to soak it all in. □

– This month's expert is Albert Zimbalatti. Albert is an executive risk services consultant for Northbridge Insurance, and has more than 35 years providing loss control and risk management services to the trucking industry 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.nbins.com.

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TSQ

MILTON, Ont. – Canadian truck drivers who cross the border into the US have been subject to random alcohol and drug testing since 1996. For US truck drivers, DoT-mandated random testing has been around since the late 1980s.

The legality of workplace alcohol and drug testing has been debated by courts in the US and Canada over the years. The US Supreme Court considered privacy issues but ruled in favour of an employer's right to test workers in safety-sensitive positions. But provincial courts in Canada have generally disallowed the practice and placed more weight on the Charter of Rights, which prohibits discrimination against persons with disabilities (drug dependence is considered a disability in Canada).

Although ongoing random testing has not found favour with provincial rights commissions, pre-employment DoT testing is evidently acceptable as a condition of employment. It is not uncommon for



Truck Stop Question *What do you think about random drug and alcohol testing for truckers?*

HARRY RUDOLFS

applicants for trucking jobs to be required to supply a urine sample.

Some of the bigger carriers have enlisted all their drivers in a random testing pool, no matter whether they run domestically or internationally. We travelled to the Fifth Wheel Truck Stop in Milton, Ont., to find out how truck drivers felt about random alcohol and drug testing.

Ian Reed lives in Penetanguishene, Ont., and drives for Farlain Transport located in the same town. He agrees strongly with random and pre-employment testing. "I don't do that stuff at all. I don't do pills and I'm really against guys drinking or taking drugs. They endanger



Ian Reed

themselves and everyone else out there including other truck drivers and four-wheelers."

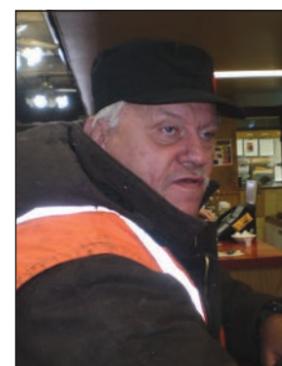
Wes Girard drives for SM Freight of Blenheim, Ont., and thinks that random testing probably does some good.



Wes Girard

"It keeps some bad stuff out. I never had any bad experiences with it, but up until a while ago it seemed like I was the only one getting picked. I was called in three times one year. And then about four years ago it just like it quit. I haven't had to do one since.

"But a buddy of mine takes a pill for his back. I think it's Tylenol 3 or codeine. He ran out and his wife takes the same pill. So he took one of his wife's pills. Then when he had to go for a drug test the doctor asked him about it. He could have said it was the last pill from his prescription, but he said it was his wife's. And because of that he was off work for three months, had to go for counseling and all kinds of retesting."



Al Kotter

Al Kotter drives for Anvil Ring Transport out of Sherwood Park, Alta. He's completely in favour of "workplace random testing."

"If people don't have anything to hide it shouldn't be a problem. But I do see substance abuse out here and it has become a problem. That's why the Americans brought it in. As far as I'm concerned if you refuse to take a drug test you're infecting the rest of the public.

"I think some of the drugs that are available by prescription are also a problem. And they get away with it because they have a doctor's note."



Austin Simmons

Austin Simmons lives in Erie, Pennsylvania and drives for Celadon Trucking out of Indianapolis, Indiana. He doesn't have any problem with mandatory testing.

"I've had to take three tests down in the States. It takes five minutes and they say it's keeping the highways safe. Maybe it is, but I've heard of guys in truck stops in the States smoking pot and doing coke. Those are the kind of drivers we don't need. I'm not sure how they expect to pass a test; some of them take some kind of products that cleans them out. I don't know if they work. I've never done drugs so I don't expect to fail a test ever." □

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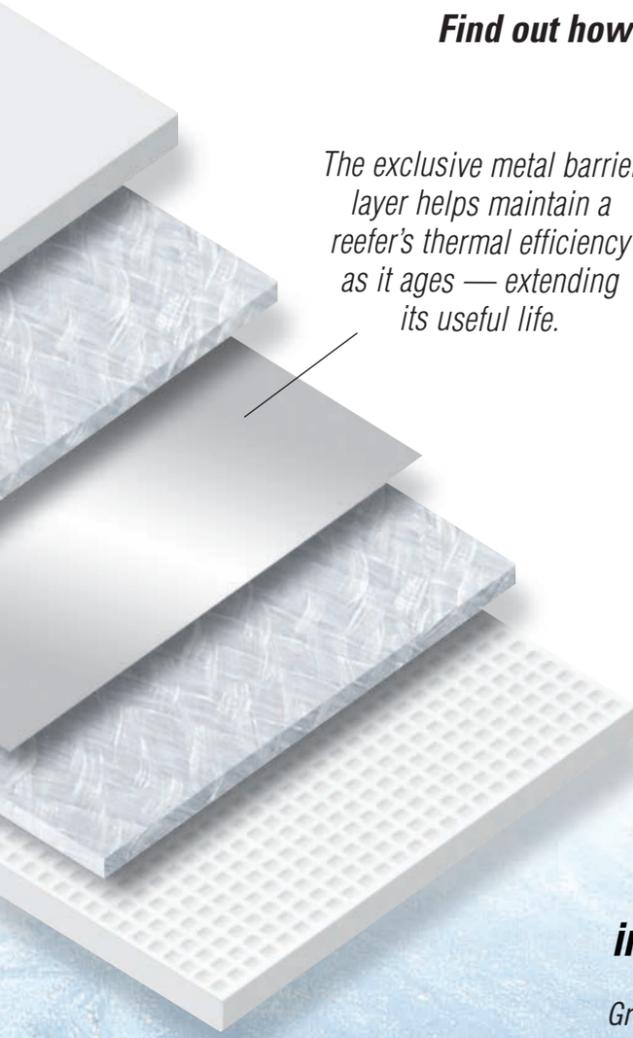


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