

TRUCK NEWS

April 2013 Volume 33, Issue 4

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



LOSING HOPE: The trucking industry, which opposes the new US hours-of-service rules slated to take effect in July, is losing hope that the changes will be overturned or delayed. Are you prepared for the new rules?

A reprieve unlikely, former FMCSA administrator advises to start training drivers on new US hours-of-service rules

By James Menzies

SEATTLE, Wash. – The Federal Motor Carrier Safety Administration (FMCSA) has rejected an appeal from the American Trucking Associations to postpone implementation of the new US hours-of-service rules.

As a result, significant changes will go into effect as scheduled July 1, barring a court ruling to the contrary before then. A US Court will hear arguments against the new rules in March. However, Annette Sandberg, a former FMCSA administrator and

now principal of TransSafe Consulting, said carriers shouldn't count on a delay or the courts overturning the new rules. She was speaking as part of a Zonar-sponsored Webinar on regulatory changes.

Sandberg said carriers should begin training drivers on the implications of the new rules now, so that they're prepared for the roll-out in July.

As of July 1, drivers in the US will only be able to use the 34-hour reset provision once in a seven-day period, they will have to take off two overnight periods between 1 and 5

a.m. during that reset, and drivers will require a 30-minute rest break within their first eight hours on-duty, limiting their total on-duty time to 13.5 hours.

"If you're using an EOBR, talk to your provider and say 'When are you going to have the software ready?' Those devices will do the calculations for you. If you're still using paper logs, you need to do the training now," Sandberg warned.

For industry reaction to the FMCSA's decision to charge ahead with the new rules, see pg. 8. □

Dirty players

Tampering with emissions controls could become riskier, as provinces finally consider enforcement

By James Menzies

TORONTO, Ont. – An investigation by *Truck News* has found that engine tampering to defeat emissions controls mandated on new trucks over the past decade is widespread and easily attainable.

Advertised as DPF Delete or EGR Delete kits, service providers offer to remove the emissions-reducing devices and then reprogram the engine for better performance at a cost of thousands of dollars, which shops claim will quickly be recovered through improved fuel economy and reliability. The procedure, however, effectively reverses the environmental gains resulting from the advent of EGR and DPF systems introduced in 2002 and 2007 respectively, and essentially restores the vehicle to EPA02 or earlier pollution levels.

An EPA02 engine had a regulated output of 2.5 grams NOx and 0.1 grams per brake horsepower hour of particulate matter. The current EPA10 limits are 0.2 grams NOx and 0.01 grams of particulate matter. That means an EPA10 engine is

Continued on page 34

Mack puts M in MHd Granite



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Inside This Issue...

- **An indecent decision?:** An arbitrator has rewarded an MTO officer who pled guilty to indecent acts his job back. Should female drivers be concerned? Page 22
- **Talking 'green' trucks:** Full coverage of the Green Truck Summit, including why natural gas is all the rage while hybrids have lost some of their shine. Page 61-64
- **Problem-solver:** An American trucker has invented a trailer component that could extend life, reduce accidents. Page 73
- **Like a lamb to slaughter:** Did Mark Dalton get himself in over his head when he agreed to haul a load of sheep? Page 76

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New & Used Equipment Buyer's Guide

Careers 46-66

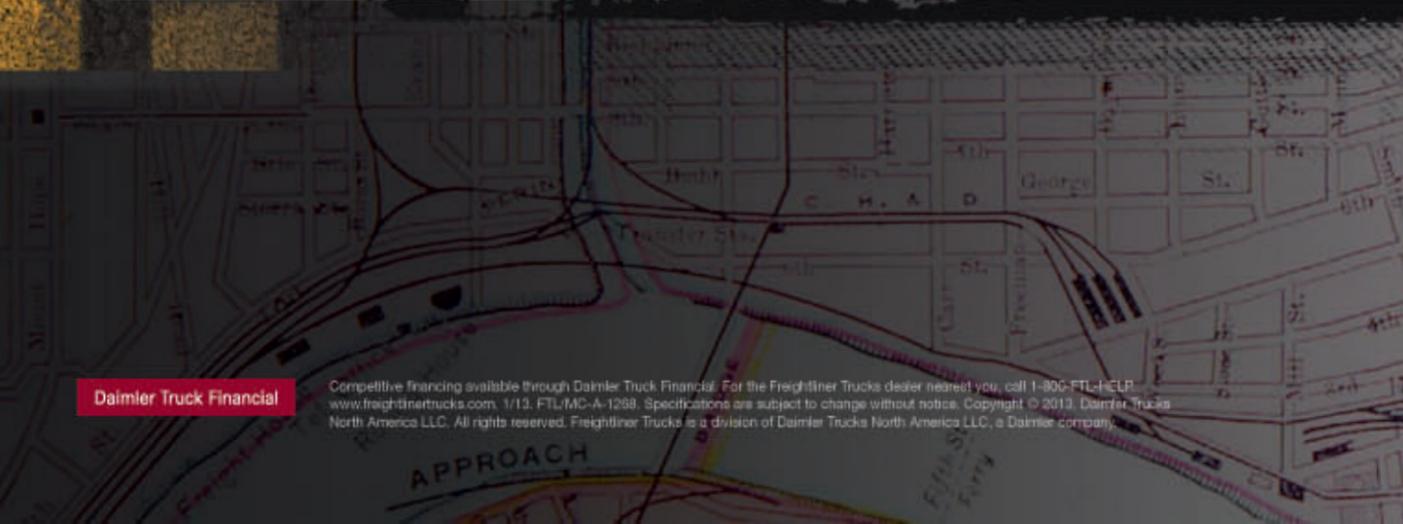
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CLASS 8 TRUCK SALES TRENDS

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Monthly Class 8 Sales – Jan 13

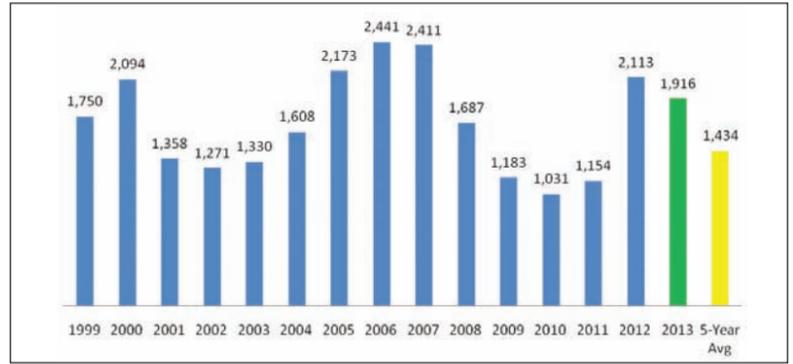
OEM	This Month	Last Year
Freightliner	503	625
International	338	355
Kenworth	370	439
Mack	121	118
Peterbilt	288	229
Volvo	121	179
Western Star	175	168
TOTALS	1916	2113

Class 8 truck sales have started the year on a down note dropping below 2,000 for the first time in over a year and also below last year's January totals. The drop now reflects a four-month slide below last year's totals. The top three market share leaders – Freightliner, International and Kenworth – all suffered setbacks compared to the previous year, just as they did the previous month. Peterbilt, however, did better than last year and Mack and Western Star showed marginal improvements.

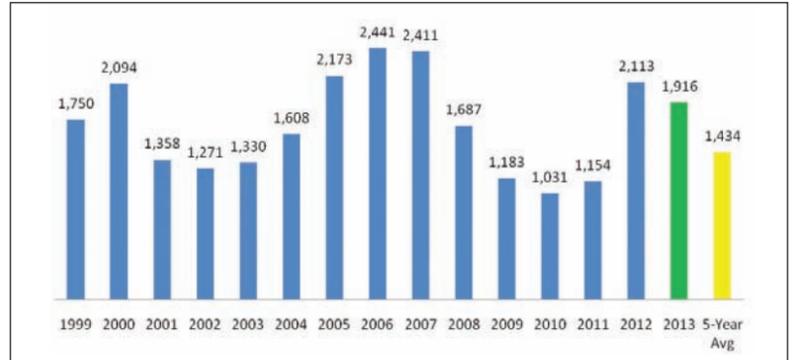
Class 8 Sales (YTD Jan 13) by Province and OEM

OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	43	77	11	42	221	64	27	13	0	5	503
Kenworth	76	148	18	11	55	55	7	0	0	0	370
Mack	12	41	9	11	29	14	5	0	0	0	121
International	6	74	2	14	161	65	11	2	0	3	338
Peterbilt	22	97	23	19	38	76	9	4	0	0	288
Volvo	16	9	5	10	44	34	2	1	0	0	121
Western Star	35	80	6	1	25	18	2	6	0	2	175
TOTALS	210	526	74	108	573	326	63	26	0	10	1,916

Historical Comparison – Jan 13 Sales

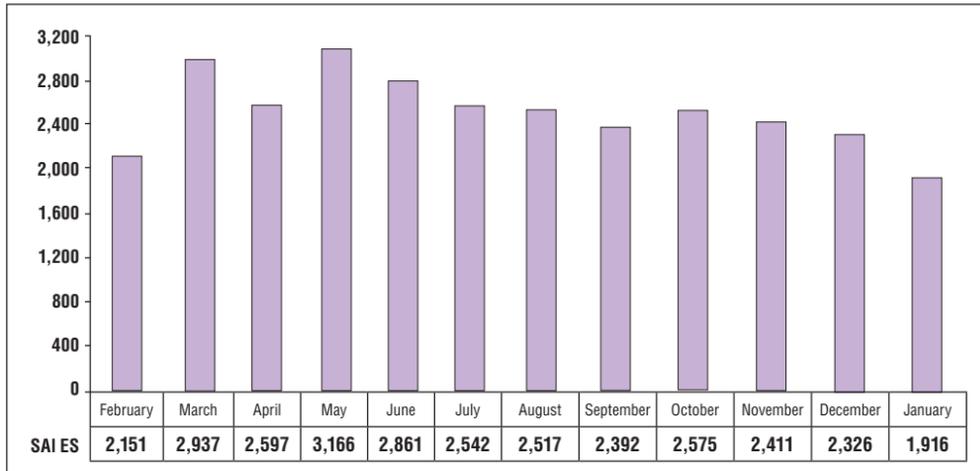


Historical Comparison – YTD Jan 13



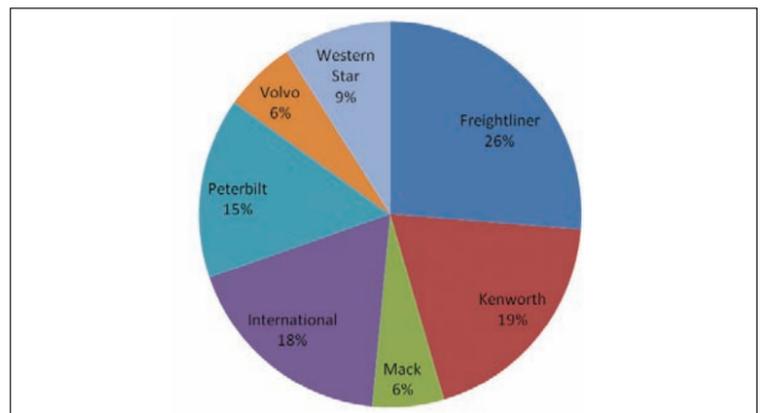
Despite the drop in Class 8 sales in comparison to the previous year, this was still the sixth best January total since 1999. Monthly sales were about 500 units above the 5-year average. Assuming an 8-year life cycle for Class 8 trucks (a truck could go through several owners during this period), there are more than 35,000 trucks due for renewal in 2013. If in fact all those trucks are renewed that would put 2013 on pace with the sales totals posted in 2005, the second best Class 8 sales year in Canadian history. The first's month's results, however, are way off that pace.

12-Month Sales Trends



After 15 straight months of sales coming in above the 2,000 mark, reminiscent of the industry's capacity boom years of 2005 to 2007, they dropped slightly below 2,000 in January. Over the past quarter we have been pointing to the worrisome trend of sales declining each month since October and have been in general decline since the year's high mark of 3,166 back in May. Early forecasts call for a slow first quarter and a pick-up in activity by the second half of 2013.

Market Share Class 8 – Jan 13 YTD



Freightliner, last year's Canadian market leader, has started off strong in market share, despite a drop in sales totals compared to the previous year. It commands more than a quarter of Class 8 truck sales in Canada. Kenworth finished 2012 in the number two spot for market share, enjoying the fact that its strong western network is able to tap into the stronger western economy. But the company faltered in December and ended up with less than 20% market share. It has started 2013 the same way.

Source: Canadian Motor Vehicle Manufacturers Association

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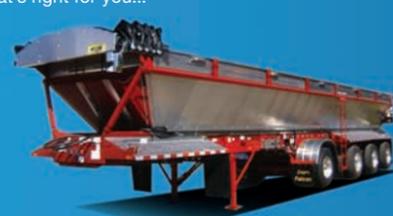
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(5) 2003 GREAT DANE 40' DUAL TEMP REEFERS
 40', Tandem Air Ride, Roll Up Rear Door, Curb side Door, Flat Aluminum Floor, Interior Cargo Track, Newer Maxon 5,500 lb. Galvanized Railgate, Movable Interior Cold Wall, Carrier Dual Temp Reefer w/low hours. Safety Certified, Reefer and Tailgate Serviced.



2009 GREAT DANE HIGH SPEC 53' VAN
 53', Tandem Air Ride, 11 R 22.5 Tires, Aluminum Wheels, Stainless Steel Front & Rear, Broker Spec LED Light Package, ETR Roof, Logistic Posts, Interior Lights, Walkramp Holders. Excellent Condition.



(2) 2004 TRAILMOBILE 53' DRY VANS
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2006 GREAT DANE 48' DUAL TEMP REEFER
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Defeating emissions systems a short-sighted solution

Many of you are going to be upset about this month's cover story on the widespread tampering of emissions controls. I get it. You're not happy with the reliability of 2007 and newer model year tractors with diesel particulate filters (DPFs) and/or selective catalytic reduction (SCR). These trucks have had their issues, downtime has been a major concern and until SCR came along in 2010 and reversed the trend, they were consuming more fuel than older tractors.

You're frustrated with the EPA, which mandated these emissions-reducing technologies and also at the manufacturers who foisted them onto the market without first working out all the bugs. I get all that. You've probably heard of shops willing to delete the DPF, EGR or both – with the promise of better fuel economy and less downtime. You may even have been tempted.

As on-road editor Harry Rudolfs writes in his investigative report beginning on pg. 36, there are shop owners out there promising to "take you back to the good ol' days." With no oversight and a complete absence of



enforcement, this underground industry has flourished, with some shops admitting to removing the emissions controls and then reprogramming the ECU on as many as 20 trucks a day at a cost of thousands of dollars per truck. The shops are making truckloads of money and the customers are in many cases happy with the service.

So, why'd we shed light on this issue? For starters, it's our role to ensure our readers have the knowledge they need to make informed choices, and there's an abundance of misinformation about the legality of having DPF or EGR Delete services performed on your truck. Even the shop owners Rudolfs spoke to had varying interpretations of the rules, with some admitting it was illegal and others confessing to nothing more than "bending the rules."

We felt truck operators need to

know about some of the implications of having this work done to their trucks. It obviously voids any remaining engine warranty, but it also could complicate future repairs, could result in serious charges or the confiscation of the vehicle plates and if performed poorly, the job could lead to the destruction of the emissions system without the promised benefits.

What's more, we felt truckers who are in the market for pre-owned trucks should be aware of just how widespread this practice has become, so that they can look for signs of tampering when purchasing used trucks.

But perhaps most importantly, we feel shops that are performing this work, and truckers who are seeking their services, should know that the complete lack of enforcement is, by all accounts, about to come to an end. As Canadian Trucking Alliance chief David Bradley wrote in his column in last month's issue, the feds and provinces have finally come to an agreement that compliance with clean diesel regs falls under provincial jurisdiction.

The provinces have indicated they are planning to begin looking for

scofflaw truckers who are defeating the emissions systems on their trucks and the shops that are abetting them. All indications are that a crackdown is imminent – though, with government, nothing is for certain.

At the end of the day, it's your truck, and you decide what to do with it. But you can't say we didn't warn ya. □

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



Too many roadblocks?

Attending the Transport Institute's Northern Exposure 2 conference in Winnipeg recently proved an illuminating foray into the challenges of serving Canada's northern communities – admittedly the kind of stuff those of us who live and work in more forgiving climates, terrains and transportation networks don't think much about, but should.

Why should we? Because our once isolated northern communities will become increasingly more economically important and demanding of better freight transport services.

Mining and energy exploration and development combined with population growth are the new realities for the country's traditionally isolated northern communities. For example, there is \$130 billion worth of mining investments projected over the next five years for Canada, most of it in the north.

At the same time, the population of remote northern communities is growing at 4-5% while the rest of



Canada is growing at about 2%. And these growing communities will be in need of goods just like the rest of us.

This presents great opportunities for project cargo and regular transport work for motor carriers willing to handle the unique challenges of northern roads and sophisticated enough to treat the fragile northern ecosystems with the respect they deserve.

If these communities are to enjoy the efficiency and cost effectiveness of truck transport, they will require an upgrade of the existing road infrastructure. That infrastructure has traditionally been comprised of winter roads yet global warming is already making for a shorter ice season. As Amar Chadha, director of

the Manitoba Transportation Division with global engineering firm SNC-Lavalin pointed out, "there is a very clear message from northern communities: They are seeking all-weather roads.

Unfortunately, as was stressed at the conference, building all-weather roads into northern communities is an expensive undertaking. Construction costs average about \$1.3 million/km for a gravel road and maintenance costs are in the order of \$5,000/km/year for northern roads. That's about double the cost to build and maintain such roads in southern Canada. One-sixth of the land is covered by lakes and rivers and building bridges is even more expensive – amounting to about \$12,000 per square metre.

Can we as a nation rise to the challenge?

A few weeks prior to the Northern Exposure conference I was in Winnipeg visiting with Bob Dolyniuk, head of the Manitoba Trucking Association. We spoke at length about infrastructure issues and Dolyniuk's reality-flavoured comments still echo in my mind.

Manitoba has greatly expanded its infrastructure spending, committing to spending \$4 billion over 10 years. But, like most Canadian provinces, it had neglected its infrastructure for decades and Dolyniuk believes the new spending, welcomed as it may be, is likely too little too late. He figures the province would need to spend double what it's spending to have a serious impact in rehabilitating the province's infrastructure and he doubts the province has those kinds of resources available.

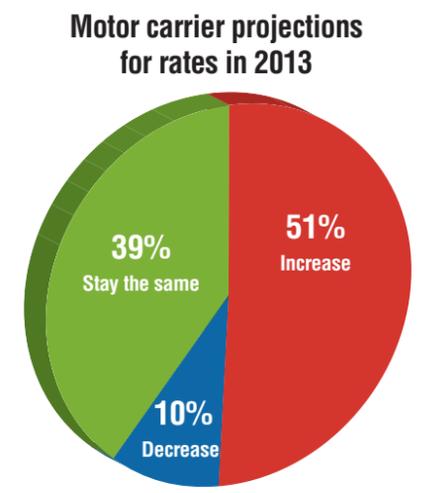
If we are having problems just keeping our existing infrastructure functioning properly, what's the likelihood we will be able to afford new roads to serve northern communities? I sure hope we can find some way to rise to the challenge but considering the apparent road blocks, I can't say I'm overly optimistic. □

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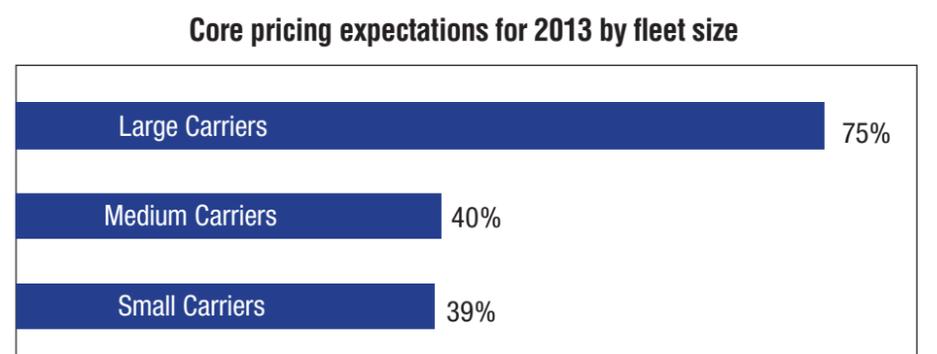
Did you know?

Carrier strategies for core pricing in 2013

Canadian motor carriers may be eager to restore their profit margins to pre-recession health but the tepid economy seems to be tempering their plans to do so by boosting rates. Only 51% of motor carrier executives responding to our latest Transportation Buying Trends Survey indicated they expected their core pricing (excluding surcharges) to increase this year. That marks a considerable drop from the two thirds of carrier executives who expected to raise core prices for their services last year. The vast majority are fore-



casting increases below 5% with the average increase calculated at 1.5%. More interesting perhaps is how carrier executives, depending on their fleet size, view rate increases for 2013. Three quarters of large carriers (100 Class 8 trucks or more in their fleets) expected to raise their core pricing in 2013. In comparison,



only 40% of medium-sized carriers (10-99 Class 8 vehicles in their fleet) expected rate increases and only 39% of small carriers (those with 5-9 trucks in their fleets) expected to hike their pricing this year. There are also regional differences, the most telling being between the attitudes of Western-Canada headquartered carriers and those with head offices in Central Canada. Our survey found 63% of Western

Canada carrier executives looking to raise their core pricing this year. In comparison, only 44% of carriers headquartered in Central-Canada, the nation's manufacturing heartland, were looking to do likewise. The annual survey, conducted in December and early January, is published by our research division in partnership with the Canadian Industrial Transportation Association, Cormark Securities and CITT. □

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IN BRIEF

What does the future hold? Find out at our Surface Transportation Summit

MISSISSAUGA, Ont. – Economic experts are calling 2010-2020 the Low Growth Decade. Chronically high unemployment in the US, slowing growth in a number of other countries, an aging infrastructure and a lack of business confidence are holding back companies from investments in their North American operations.

But there are signs of a recovery in America's housing sector, a major driver of growth, in the automotive industry and in other key sectors of the economy. How will these forces play out? How will they affect your company? Find out at this year's Surface Transportation Summit, to be held Oct. 16 at the Mississauga Convention Centre.

The Summit, brought to you by *Motortruck Fleet Executive, Canadian Transportation & Logistics*

and Dan Goodwill & Associates, will include insights from: **Carlos Gomes**, senior economist with Scotiabank; **Charles W. Clowdis Jr.**, logistics cost specialist and transportation management consultant with IHS Global Insight (USA); and **Doug Munro**, CEO of Maritime-Ontario.

The session, moderated by *Truck News* editorial director Lou Smyrlis, will examine the latest economic trends in Canada and the US and specifically address the potential impact on shippers and carriers.

The economic session begins the all-day Surface Transportation Summit. Continue reading www.trucknews.com for more details on the Summit. Be sure to set aside Oct. 16 on your calendar. Registration will be opening soon. □

B.C. woman wins Chevron's Bass Boat Sweepstakes

LUMBY, B.C. – Laurel Keating of Lumby, B.C. says winning a Skeeter bass boat from Chevron has been a "life changing experience."

Keating was the winner of Chevron's second annual Delo Big Bass Boat Sweepstakes, which ran from May 1 through Oct. 31. The grand prize was a 2012 ZX190 Skeeter bass boat.

"It's critical for us to find creative and relevant ways to engage with existing and potential Delo customers," said Jim Gambill, commercial and industrial brands manager, Chevron Products Company. "Now in its second year, the Delo Big Bass Boat Sweepstakes has achieved this goal." □



Muskrat Falls, Labrador Detour Lake, Ontario Northern Quebec

Whatever the destination, your tank trailer must be tough, reliable and designed for the challenging operating conditions of remote areas





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BORDER

US trucking leaders unleash their wrath over pending HoS regulations

By Lou Smyrlis

LAS VEGAS, Nev. – A looming driver shortage, which could prove the “worst we’ve seen,” is already manifesting in a significant drop of applicants for driving jobs and enrolments for driving schools, according to executives from three large US fleets.

“We think a lot of drivers have left the industry to go into construction and other sectors and that is going to intensify,” Max Fuller, chairman and CEO of US Express Enterprises said during a panel entitled *Re-paving Truckload’s Road to Success* at the Truckload Carriers Association’s annual conference. Fuller said he has seen a 25% drop in job applications over the past month.

Fuller was joined on the panel by Derek Leathers, president and CEO of Werner Enterprises, and Dan England, chairman of C.R. England. The session was moderated by Lana Batts, co-president of Driver IQ.

Leathers confirmed he has also seen a double-digit decrease in applications since last year and noted enrolment in driving schools is also on the decline.

“I think the driver shortage is upon us,” Leathers told the large crowd in attendance, adding that he is seeing million-mile drivers throwing up their hands and throwing away the keys.

Leathers said it’s critical for carriers

to keep raising with shippers the issue of the driver shortage, and the higher wages necessary to attract newcomers to the industry. The fact that some private fleets are paying 20-30% more than for-hire carriers is a signal that shippers understand the need for better pay, he said.

But England, who has been a member of TCA for 35 years, wondered if there is really anything new about these developments.

“We’ve been having these exact same discussions for all these years. We’ve talked about getting more money to our drivers and I think we’ve largely failed,” he said, pointing out that when inflation is taken into account, drivers today may actually be making less than they did in the 1980s.

Fuller countered that unless shippers are willing to accept higher rates, it’s difficult for carriers to raise salary levels.

The impact of pending new hours-of-service regulations will further damage the situation, all three agreed. Fuller said older drivers may decide to retire early because they feel the new hours-of-service, which require more rest and allow less driving time, amount to “harassment” and less pay.

Moderator Batts wondered how carriers plan and manage their operations during times of uncertainty over how hours-of-service will be dealt with in the future.

“We have a Plan A, Plan B and Plan C,” acknowledged Fuller. “You don’t know which contingency it’s going to be, but you have to be ready for it.”

Leathers said he is planning based on the new hours-of-service legislation being implemented as of July 1. He believes there is as high as a 70% chance this will happen. All three executives considered as ridiculous the government’s refusal to postpone HoS legislation until the current court challenge of that legislation has been decided.

“It’s so unreasonable to take that sort of direction,” England said.

Leathers argued it’s illogical to change hours-of-service without first doing a better job at enforcing the current rules.

Fuller believes the new legislation could cause an 8-10% loss in productivity.

“The more efficient that you are, the more of a hit that you are going to take,” Fuller said.

Leathers’ estimate was about the same, but he said he hoped that could be worked down to a 4-5% loss through fine-tuning. He explained that it’s somewhat of an unknown at this point whether there is driving time in the system not being properly utilized because drivers do have more time.

Is an hours-of-service surcharge to cover potential losses an option? “Clearly the cost has to be passed

along,” England argued. “I don’t think it will be as an hours-of-service surcharge though. It will be another one of those things we will have to be constantly fighting about.”

If there is one positive to the new HoS legislation, it’s that it will be “the final nail in the coffin” for excess capacity, according to Leathers.

“If these (loss of efficiency) numbers are anywhere close to accurate, it will lock up capacity in a hurry,” Leathers said. □

ATA reacts to FMCSA’s refusal to delay new HoS

ARLINGTON, Va. – The American Trucking Associations has criticized the Federal Motor Carrier Safety Administration (FMCSA) for rejecting a request to delay implementation of its embattled hours-of-service rules.

In a letter to the agency, ATA general counsel Prasad Sharma said that rather than deal in good faith with the substance of ATA’s request, “FMCSA hid behind an irrelevant, legalistic analysis.”

The ATA says that while it “asked merely for the agency to extend the rule’s implementation deadline,” FMCSA’s chief counsel viewed the request as though ATA were asking a court for an injunction forcing the agency to delay.

“So rather than giving ATA’s request its natural reading, FMCSA contrived an analysis under an inapplicable test to critique the sufficiency of ATA’s request,” Sharma wrote.

FMCSA’s rejection, he said, will be costly for the industry and for the enforcement community, if the court rejects any of the challenged provisions of the rule.

“Despite a record of adverse decisions in past hours-of-service litigation,” Sharma wrote, “FMCSA is willing to risk wasting significant training resources – some of it taxpayer money used to train both agency staff and the state enforcement community.”

ATA officials say the FMCSA’s own estimates on time to train drivers on the new rule and software reprogramming and related transition costs put the cost to the trucking industry at about \$320 million between now and July 1. The ATA also notes the hefty price tag does not include costs to shippers, receivers and others in the supply chain.

“If the court agrees, in whole or in part, with ATA that the rule changes at issue must be rejected, those expenditures will have been irrecoverably squandered,” the ATA said.

“At a time of rising diesel prices, increased equipment and labour costs, the decision by the head of FMCSA to reject a reasonable request for a brief delay in enforcing this rule is unbelievable,” added ATA president and CEO Bill Graves. □

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BORDER

Steve Forbes' four-point plan to save America

By Lou Smyrlis

LAS VEGAS, Nev. – For those who have started to accept the slow-growing US economy as the New Normal, media mogul and past Republican presidential nominee Steve Forbes delivered a blunt message at the annual Truckload Carriers Association Conference.

“This is the New Normal? No, it’s the new Abnormal,” Forbes told the well-attended conference.

Blaming the lackluster economic recovery on “bad policy decisions,” Forbes said the good news is that since the situation is government-caused it should not be hard to turn around. Of course, he had a recipe for the turnaround. It included four main points.

Monetary policy: Forbes said the federal government over the past decade (which includes the George Bush years) has placed too much of a priority on printing money and that has hurt the value of the US dollar and hurt economic growth because people are not sure what their assets are really worth.

“Imagine what life would be like if Washington did to the clock what it’s doing to the dollar, with an hour constantly changing its value. You start tarnishing the value of money and you get less real growth. A weak dollar always means a slow recovery,” Forbes, who is the chairman of Forbes Media, said.

Forbes’ solution: Go back to fixing the value of the dollar to the gold standard, as was done for 180 years until the practice was stopped in the 1970s.

“I predict within a few years it will be linked back to gold again,” he said.

He added that the US Federal Reserve’s policy of suppressing interest rates as a way of sparking economic growth after the recession is also backfiring, likening it to rent controls, which he said actually reduce the number of apartments made available.

The only beneficiary of low interest rates, he claimed, was the federal government because its debt is less cumbersome when the interest it has to pay on it is low.

“It’s debt without tears,” he said.

Taxes: For all the talk that the US is in need of new taxes to solve its debt problems, the blunt truth according to Forbes is that the country is actually overtaxed.

“Taxes are a burden. A tax on income is the price you pay for working. A tax on profits is the price you pay for being successful. All this talk about taxes is counterproductive. You want to get off peoples’ backs rather than burdening them with taxes,” he recommended.

When looking at European countries such as Greece, Spain and France, which have either fallen back into recession or are dangerously close to it, many economic analysts have blamed it on overly aggressive austerity strategies that choked their economies before they had a chance to start growing again after the recession. Not so, accord-

ing to Forbes. The real culprit has been the raising of taxes – Spain’s top tax rate is now 52%.

“Is it any wonder the economies of the world aren’t doing well?” he asked.

He added there seems to be a movement at the state level to reduce the tax burden, which he hopes will work its way up to the federal level.

“States without state income taxes over time do better than states with income taxes,” he assured.

He also took issue with how complicated the American tax code has become – it’s over nine million words.

“It’s insane. Comedians couldn’t come up with this stuff...When you look at an abomination like that, it is beyond repair. The only thing you can do is to drive a stake through it and hope it never rises again,” he said to loud applause.

He wants the current tax system replaced with a flat tax. Make a full-hearted attempt at simplifying the tax code and the economy will “take off like a rocket,” according to Forbes.

Spending: Washington’s spending is taking money away from the people who really grow the economy, according to Forbes.

“Government spending is not manna from heaven. It’s taken from you and that depresses the economy,” he said.

He was also critical of government regulation, arguing that regulations now cost \$1.75 trillion per year for US businesses to comply with.

Health care: The final piece of the puzzle, Forbes said he didn’t understand why the growing demand for health care as the US population ages should be considered a crisis. After all, under normal business conditions, growing demand for a service is considered a good thing.

“The answer is we don’t have real free markets in health care. If you go to a doctor and ask what it costs for a particularly operation, you get a strange look. Why would you want to know? Can you imagine doing business without knowing what the prices were? It’s a crazy system. No wonder it doesn’t work,” Forbes said.

He advocated letting the free market prevail in providing health care services because the more competition there is the more pricing will be reduced while service will be improved.

He cited the example of Lasik eye surgery, which has made advances over the past decade yet has also come down in price.

Forbes capped his speech to the TCA with a tough but positive message. He believes the seeds of America’s resurgence are already sprouting and challenged people to lead.

“This stagnation won’t last. Where do you want to be five years from now? Cut through the turbulence. Leadership is about making things happen,” he said. □



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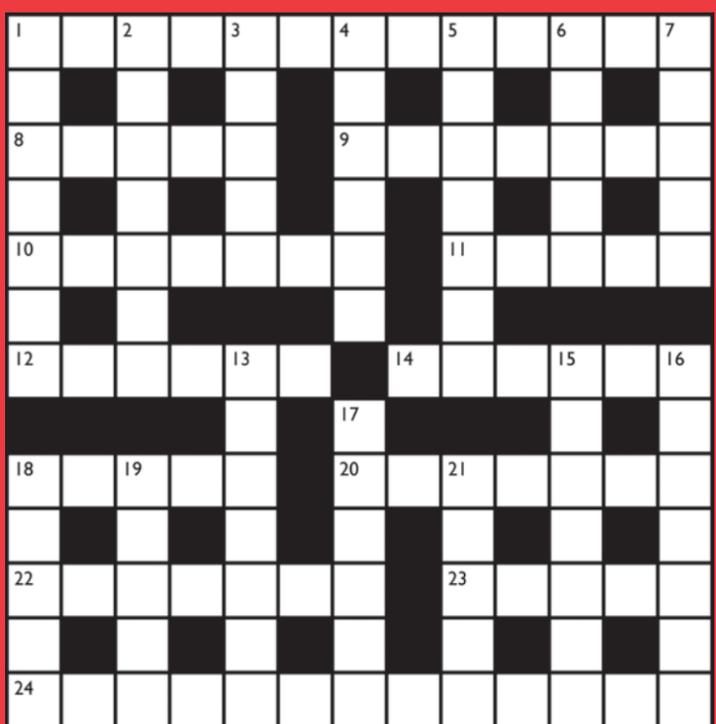
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Signs of coming capacity crunch are evident, US trucking execs say

By Lou Smyrlis

LAS VEGAS, Nev. – Despite the uncertain political and economic environment, trucking executives should be excited about their industry’s short-term future, according to the heads of three of the largest carriers in North America.

Max Fuller, chairman and CEO of US Express Enterprises, Derek Leathers, president and CEO of Werner Enterprises and Dan England, chairman of C.R. England, all shared a positive near-term outlook while participating in a panel entitled *Repaving Truckload’s Road to Success* at the Truckload Carriers Association’s annual conference. They told panel moderator Lana Batts, co-president of Driver iQ, that there are signs already of the turnaround.

“The next couple of years will be pretty exciting,” Fuller said. “We’ve gone through the economy’s destocking phase. Consumption will increase, housing is improving and employment is improving. As we get into 2014, we ought to be a lot more excited about our industry.”

Major food hauler England said that while the last half of 2012 was soft, consumer confidence appears stable.

“We are seeing improvements in demand. It has not been reflected yet in rate increases but we are optimistic about that.”

Leathers told the large audience of trucking executives in attendance that trucking capacity is tightening “even as we speak” and that is certain to pave the way towards higher rates. He added, however, that even if freight tonnage doesn’t increase enough for capacity to tighten the way he believes it will, motor carriers need to be talking to their customers about rate increases because trucking costs are on the rise. He cited the rising price of new trucks as an example.

Fuller chimed in that his company is seeing costs rise at 6% per year while rates are rising at only 3%.

“To not have that conversation would be placing your company in a difficult position. We have to reinvigorate ourselves,” Leathers added.

Leathers also said Werner is taking a “very selective” approach to purchasing new trucks, opting instead to consider alternative capacity strategies such as moving more freight to intermodal. The company will need to achieve its target of 11% operating margin before considering heavy investments in new trucks, he said.

“To be perfectly blunt, with current returns in the industry, I don’t think it’s to our advantage to be purchasing new trucks,” Leathers said.

Small carriers have had a difficult time emerging from the recession. Moderator Batts asked whether the future favours one size of company over another?

“I think a smaller carrier has a greater advantage in being closer to its drivers and knowing them personally. On the other hand, being a large carrier there are efficiencies we can take advantage of. I think we can be successful regardless of size,” England said.

Fuller said his company operates as “one large company with six individ-

ual companies under it,” because he has found that smaller companies are better focused on their markets and execute better. Having a large parent, however, allows them to get into accounts they would not otherwise have been able to access due to the limited capacity of smaller carriers.

Leathers said the onslaught of new legislation – from hours-of-service to safety audits and electronic on-board recorders – tends to favour the larger carriers.

“It’s the 30- to 300-truck fleets that drive this industry,” he acknowledged, but added Washington appears to be inherently biased towards large carriers because an aggressive legislative agenda favours larger carriers who have the bigger staff and in-house expertise necessary to adjust to new rules and regulations. □

Border could be impacted by US sequestration

OTTAWA, Ont. – The Canadian Trucking Alliance says that cuts to US federal government spending, which kicked in March 1, could cause “massive” disruptions to Canadian businesses. However, the impact won’t likely be felt until 30 days or so after the cuts went into effect.

The automatic spending cuts (known as sequestration) were averted in January when talks aimed at keeping the US from going over the “fiscal cliff” provided a two-month reprieve. Since the reprieve, Democratic and Republican lawmakers have been unable “to overcome their partisan bickering and resolve the budget impasse,” according to the CTA.

CTA says that Canada could be “particularly impacted” by the budget issue because of its reliance on US trade, adding that border operations themselves could also be “severely impacted.”

In testimony before the Senate Committee on Appropriations on Feb. 14, Janet Napolitano, Secretary of the US Department of Homeland Security said the automatic budget cuts that would be imposed on the US Customs and Border Protection (CBP) agency “would make four to five hour wait times (at the border) commonplace and cause the busiest ports to face gridlock situations at peak periods.” She explained how front line CBP staff responsible for processing trucks will be furloughed and overtime budgets to meet peak and unplanned demand will be slashed.

“At this point the only thing we can do is prepare for the worst,” says David Bradley, president and CEO of the CTA. Sequestration, beginning April 1, would require CBP to reduce its work hours by the equivalent of over 5,000 border patrol agents and the equivalent of over 2,750 CBP officers. □

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Electronic logging, sleep apnea screening still on US lawmakers' agendas

By James Menzies

SEATTLE, Wash. – It could be 2015 or 2016 before the US mandates the use of electronic logging devices (ELDs) to track hours-of-service, according to former FMCSA administrator and current principal of TransSafe Consulting, Annette Sandberg.

However, there are good reasons for carriers to consider using ELDs or electronic on-board recorders (EOBRs) before they are mandated, she added, when speaking during a Zonar-sponsored Webinar on coming regulatory changes.

A rulemaking on ELDs (the terminology was changed from EOBRs at the behest of industry, to ensure the regulations would pertain only to the collection of HoS data, and not other information collected by EOBRs) is likely to be published by October of this year, Sandberg said. That would be followed by a 60-day comment period, with a final rule posted sometime in 2014. It would take another one or two years to fully implement the new requirement, Sandberg added.

The industry has had plenty of warning that an ELD mandate was in development. However, there have been a couple setbacks along the way. One was a successful legal challenge by the Owner-Operator Independent Drivers Association (OOIDA), which argued that such devices can be used to harass drivers into working longer hours. The ruling forced FMCSA to go back to the drawing board, host a number of listening sessions and investigate the potential for harassment resulting from the use of ELDs.

The other setback, Sandberg said, was the result of concerns in the industry that not all devices on the market will be able to meet the requirements of the regulation. Currently, manufacturers of ELDs are self-certified. Sandberg said plans are underway to introduce a third-party certification process, so that fleet customers can be sure the products they're buying will be compliant with the regulation.

"The Agency and others indicated there might need to be a more robust certification process, where they have a third party do the certification and make sure all the devices on the market are capable of doing what they say they'll do," Sandberg explained.

Despite the delays, Sandberg said carriers she has been working with through her consulting firm are seeing benefits in transitioning to electronic logs early.

"For hours-of-service, the biggest hurdle is getting drivers away from the paper, getting them to understand these devices make their lives much easier. Quite frankly, a lot of drivers don't understand all the nuances with the rules – particularly with these changes coming in July – and these devices will do it for you. They'll tell the driver when they need to take a break, how many hours they have left, when they're out of hours, when they're potentially in violation," Sandberg said. "I strongly encourage carriers to look at these electronic systems and whether they can fit into their model, because I think it makes drivers' lives easier and it certainly makes the car-

rier's life easier as it relates to compliance and proving compliance."

Sleep apnea

Another impending rule that will affect carriers operating in the US is the launch of mandatory sleep apnea screening for high-risk drivers. Talks are underway to decide whether to require all drivers to be screened as part of their medical, or whether guidance should be provided that would require drivers with certain physical attributes (based on neck size or body mass index, for example) to be tested for the condition.

The FMCSA last year issued a guidance based on body mass index, then quickly retracted it. Sandberg said it's expected the FMCSA will issue a rulemaking, opening it to public comment before coming out with a final rule.

"This is going to be a very big

issue for anybody in the industry, simply because stats out there show truck drivers have a much higher incidence of obesity (than the general public), which is a big indicator of them being likely to have apnea," Sandberg explained. "We're wait-

ing to see what this might do, but it will increase the cost for anyone that runs a commercial motor vehicle fleet and has a lot of drivers on staff, as almost every carrier would have to test at least a portion of their drivers for apnea." □

US truck tonnage robust in January: ATA

ARLINGTON, Va. – US for-hire truck tonnage surged 2.9% in January, following up a strong 2.4% gain in December, according to the American Trucking Associations. December's gain was revised down from the originally reported 2.8%. Still, tonnage has now increased at least 2.4% every month since November, gaining a total of 9.1% over that time, the ATA reports.

The seasonally-adjusted for-hire truck tonnage index was up 6.5% year-over-year in January, marking the best y-o-y gain since December 2011.

"The trucking industry started 2013 with a bang, reflected in the best January tonnage report in five years," ATA chief economist Bob Costello said. "While I believe that the overall economy will be sluggish in the first quarter, trucking likely benefited in January from an inventory destocking that transpired late last year, thus boosting volumes more than normal early this year as businesses replenish those lean inventories." □

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BORDER

Yet another eManifest postponement has carriers frustrated

OTTAWA, Ont. – Canadian motor carriers who have made the investment and put forward the effort to be early adopters of

Canada Border Service Agency's (CBSA's) ACI eManifest program are not pleased by the agency's announced delay in implementa-

tion, according to the Canadian Trucking Alliance.

The CBSA in early March officially announced the informed

compliance period for the ACI eManifest program will be extended beyond May 1, 2013 – the date it had set for the program to



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become mandatory for all highway carriers.

“The one thing we asked CBSA from the outset was to avoid the kind of stop-start approach to implementation that characterized the roll-out of the US eManifest program, so this announcement will not sit well with a lot of our members,” David Bradley, president and CEO of the Canadian Trucking Alliance, said.

The May 1 compliance date was established by CBSA in October 2012. A month later, the period of informed compliance during which time carriers are not assessed penalties for non-compliance with the eManifest requirements and cannot be denied entry into Canada, was launched.

Regulations to enforce eManifest requirements for highway carriers are now expected to be in place this Fall. The CBSA said it anticipates being able to provide carriers as much as 45 days advance notice of the mandatory compliance date.

CBSA said the deadline extension was due to “timeliness associated with the regulatory process.”

While not pleased with the delay, Bradley acknowledged: “there’s not much we can do about it – if the regulations haven’t passed, they haven’t passed.”

Back in December we reported that the Canadian Trucking Alliance had informed CBSA that its member carriers were still experiencing difficulties and delays with the ACI eManifest program.

In a letter to the CBSA directorship, CTA’s senior v.p. Stephen Laskowski characterized the problems as “above and beyond what could reasonably be attributed to learning curve issues,” which are adding costs to carriers.

“It is clear from feedback and complaints from CTA members that there is a significant lack of consistency among border service officers in the level of knowledge and application of ACI policies,” wrote Laskowski, who added CTA receives reports daily from carriers across Canada who say they have been held up for hours and in cases, days, due to confusion over ACI policies at the port level.

“Like any new program there have been some hiccups during implementation – some ear-

ly adopters have experienced delays and complications sometimes arising out of a lack of familiarity on the part of CBSA border agents with the new policies and procedures – but on balance most have experienced faster clearance or believe clearance will be expedited once the bugs are worked out,” Bradley said.

“We remain committed to working with CBSA to get the eManifest program in place. An automated border is the key to a more efficient border.”

For those carriers that are not yet compliant with the program, Bradley encouraged them to “get with the program” now. “If you wait until the 45-day notice period before starting to get ready, you won’t have enough time to be in compliance when the program does become mandatory,” he warned.

During the current informed compliance period, the CBSA is monitoring compliance with eManifest and providing feedback to non-compliant carriers. Carriers are not denied entry to Canada, nor are they subject to penalties if found to be in non-compliance during this period.

Once the eManifest highway carrier requirements become mandatory, CBSA must receive and validate highway carriers’ electronic cargo and conveyance data a minimum of one hour before commercial goods arrive at the border. Non-compliant carriers will be subject to penalties.

Highway carriers can choose between two options to transmit their cargo and conveyance data to the CBSA: the eManifest portal; or an Electronic Data Interchange (EDI) method.

On arrival at the border, drivers are required to present an eManifest lead sheet to the CBSA officer. Release processes will not change with the implementation of eManifest and carriers must continue to provide importers/customs brokers with advance release data/documents for goods being released at first point of arrival.

For e-mail support on eManifest policy and processes, contact the eManifest Help Desk at: eManifest-manifestelectronique@cbsa-asfc.gc.ca.

For help by phone, call: 888-957-7224. □



GET WITH THE PROGRAM: CBSA’s ACI eManifest program won’t be mandatory till the fall. Good news for those who aren’t prepared, but frustrating for those who are.

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Higher rates for worse service?: APTA fumes over Marine Atlantic rate hikes

DIEPPE, N.B. – Marine Atlantic has announced it will be raising its rates by 4% for all traffic, drawing ire from the Atlantic Provinces Trucking Association (APTA).

The association says it intends to appeal the case, but notes that the local trucking industry will have “no other choice but to pass on the increase to customers,” saying the increase will represent about \$3.5 million in additional costs to transport goods to and from Newfoundland and Labrador.

“We are always under the microscope for service in our industry and traffic to Newfoundland and Labrador is not different; we have no other choices but to rely on ferry systems,” said Jean-Marc Picard, executive director of the APTA. “Lately, service from Marine Atlantic has been less than favourable causing major delays in delivery of goods, not to mention the strain on the customer/carrier relationships.”

Picard pointed to winds which have caused major delays in the last few months, impacting the delivery of goods to Newfoundland and Labrador.

“This increase comes at an especially bad time due to all of the service issues. We have trucks waiting for the ferry for days,



CHOPPY SERVICE: Truckers are being asked to pay more for Marine Atlantic service, despite frequent delays.

which translates to extra costs for the carriers. Therefore, it is very difficult to pass this increase onto the customers,” Picard added. □

N.B. carrier calls police to report stolen loads, gets hung up on

DIEPPE, N.B. – The Atlantic Provinces Trucking Association (APTA) is unhappy with the response, or lack thereof, one of its member carriers received when reporting stolen cargo.

The New Brunswick-based carrier, according to the APTA, called police to report the loss of two trailers, which were pilfered despite the company having “the best (theft prevention) systems available” at their terminals.

When the carrier called police, it was told the theft wouldn’t be investigated, the APTA claims.

“Cargo theft is a problem and it will continue to worsen. The rate of thefts is climbing and this incident is evidence that New Brunswick is becoming a target for these individuals or groups that are stealing trailers,” said a concerned Jean-Marc Picard, executive director of the APTA. “What is disturbing about the whole situation is that the authorities have completely turned a blind eye on these latest theft.”

According to the association, police first asked the carrier “Aren’t you insured?” Picard said that response was “not acceptable and unprofessional.” The carrier tried once again to get a police response and was reportedly hung up on by the police.

“This is a huge concern for the industry; we should be working in partnership with the local authorities,” Picard said.

The trailers, incidentally, were recovered in Quebec – minus the goods they contained when stolen. The carrier has hired a private investigator. □

Independent N.B. truckers require additional training

FREDERICTON, N.B. – Independent truckers in New Brunswick will be required to take certain safety courses if they wish to continue working on provincial highway projects after April 1.

Operators of private trucks working on provincial highway projects and contracts will require basic training on: Occupational Health and Safety Orientation, Workplace Hazardous Materials Information System training and Work Area Traffic Control Manual Awareness Training.

“Training and awareness programs are necessary steps to make construction sites safer,” said Transportation and Infrastructure Minister Claude Williams. “These measures will improve safety for private truckers, department employees, contractors and the public on highway contracts and projects.”

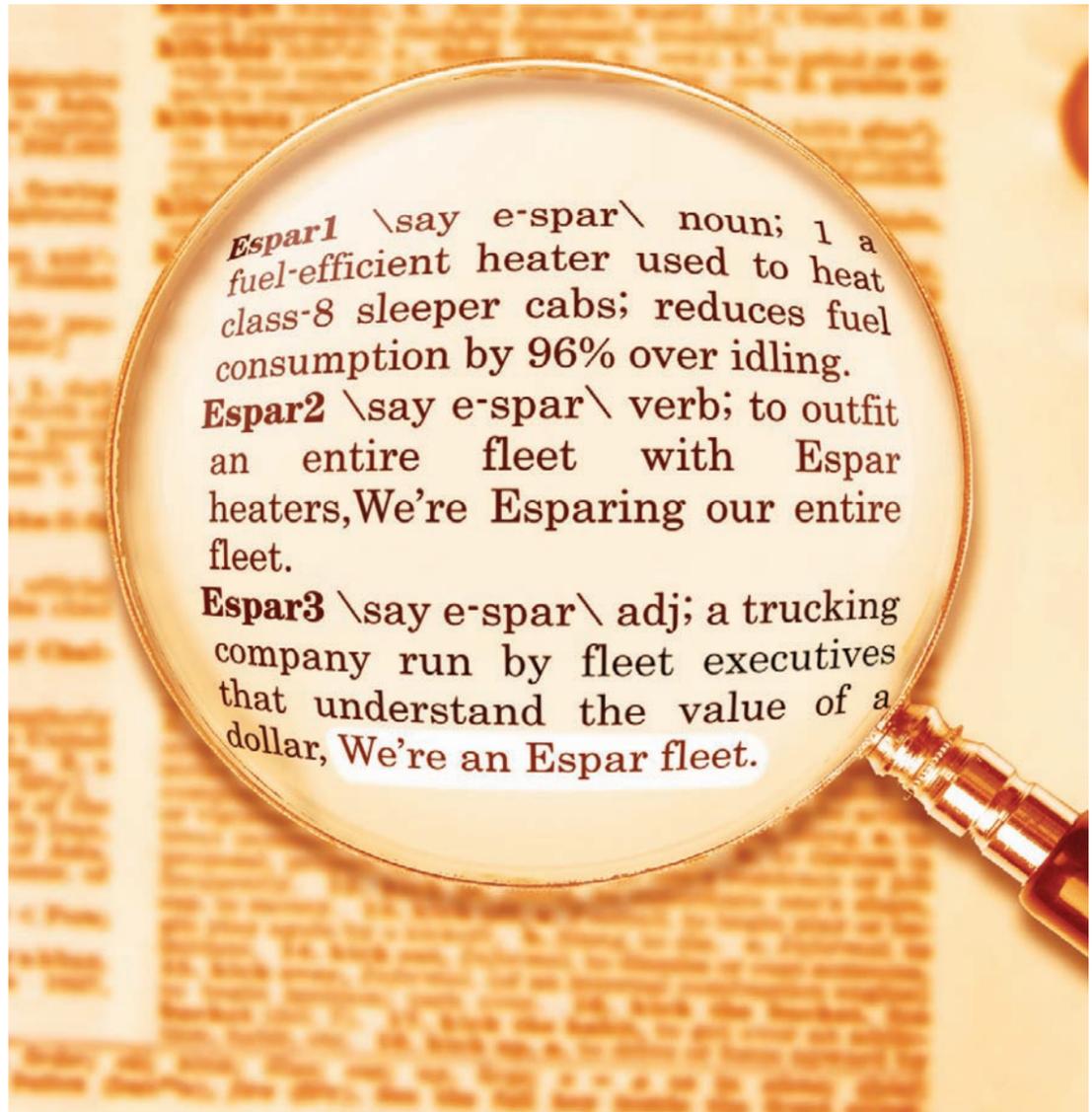
Contractors will have to confirm the operators have taken the required training. Operators will also be required to perform a daily pre-trip inspection of their truck.

The new requirements were developed in partnership with the New Brunswick Road Builders and Heavy Construction Association, according to the province.

The Work Area Traffic Control Manual Awareness Training is free and available online through the province’s Web site. The other two programs require a half-day or a full day to complete. □

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Stress in the city

A city driver discusses how he handles stress

By Carroll McCormick

MONTREAL, Que. – The traffic was light, the roads dry and motorists were oddly sedate. We were first at every loading dock. Our rig rode like a Bentley. If this was stress incarnate, I sure wasn't feeling it. Fortunately, I hadn't signed up for a day of madness; rather, I'd joined Robert Transport driver Eric Gosselin to learn how the pros ply the mean streets of Montreal without going bonkers.

"I know truckers who will not drive in the city because they find it too stressful," Gosselin says. "You have to have the right attitude, a positive attitude. Empty your head of bad and negative thoughts if another driver does something that annoys you."

Gosselin drove long-haul for seven years before beginning a two-year stint driving in Montreal (he'll begin LCV runs to Toronto in April). "There is stress on the highway but it is much more elevated in the city. It takes a lot more calm and concentration," he comments.

I hear him: I'd once worked for a few months delivering industrial supplies around Montreal. Being in constant survival mode does strange things to you. Today, however, I was in for a lesson in stress management.

I trail Gosselin around his huge liquid natural gas-fuelled Peterbilt as he waves his flashlight here and there, poking, pulling and measuring as he chats through his circle check.

After a good 40 minutes of preparation, we idle through the gate to the street, our destination the corner of Basile-Routhier and Henri-Bourassa. A moment later we join the 6:30 a.m. traffic heading for the Lafontaine Tunnel. Gosselin puts through to the other side at a sedate 60 km/h.

A merging rig is on a slow collision course. Gosselin waves him ahead of us. "Why not give him a break and let him into the traffic?" He talks about making life easier for other drivers where he can.

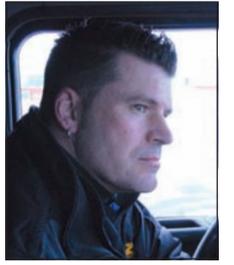
Right on time, Gosselin glides into a bus terminal entrance like he's been here before, and he has. Earlier this week, on his first delivery here, he puzzled out how to shoehorn his 53-foot trailer into the loading dock beside a car-clogged lane. First-time deliveries can be a pain, but his training and the authority Robert gives him helps.

"Last year, Robert showed us a video about how to approach loading docks. Go there, stop, assess the area around the dock, decide whether you

can back in properly. If, for some reason, you cannot, don't feel obliged. Just say no," Gosselin explains.

Such decision-making power reduces stress because drivers don't feel obliged to do something that could damage the truck.

During the unloading, we chill for three hours and talk stress therapy. Long waits bother some drivers, Gosselin says. "I like this, but there are other drivers



GOSELIN

who become impatient. They have to be on the move. They like the stress of the city."

Gosselin is on the phone. "I have a friend at Robert I talk to sometimes. This is another way to reduce stress, bit by bit. I also like to take little walks while I am waiting for the trailer to be unloaded."

Gosselin also takes cat naps. "I put my feet up for 20 minutes, 40 minutes. This reduces my stress levels."

He also plays music to relax, and likes his disco tunes. He laughs when I suggest the cab has plenty of headroom for a disco ball. "I also listen to music at home and watch TV. This disconnects me completely from my work. My work doesn't disrupt my sleep at all," he explains.

At our next stop, in a Ville Anjou industrial park, after getting directions to his dock door, Gosselin circles the block and parks. He hops out, walks the skinny lane, sizes up the 90-degree bend before the dock, returns and sets up for his manoeuvre. A Boutin truck coming from the other direction waits while we back off the road.

Our 20,000 lbs of steel has been loaded. Gosselin buys a lasagna off a lunch truck, but meal-time will have to wait. We have just 50 minutes to make our rendezvous at a Reno-Depot in Vaudreuil-Dorion. Gosselin isn't the least bit ruffled.

"Breathe out. Relax," he's been telling me all morning. "You have to stay calm. If you are really stressed, your risk of an accident is higher."

Despite the tight schedule, Gosselin accelerates like we have all the time in the world. As we cross the city at a sedate 98 km/h, he shares another secret. "Some drivers stress themselves because they are afraid of being late. You can't watch the clock."

I rode shotgun with a driver a few years ago. Her day cab was more mechanical bull than truck. The relentless bucking and the endless shifting and whining of the transmission as we lurched from light to light sent me home with a California earthquake-sized headache. Gosselin's rig, on the other hand, rides like a dream. There is no wailing compressor, the engine is as quiet as a mouse and the automatic transmission silky smooth. I feel relaxed, not under siege. As we close the doors after the day's final pick-up, it starts to snow. I ask Gosselin how he copes with treacherous road conditions. "Robert always tells us to drive to our rhythm, tells us that no trip is worth putting ourselves at risk."

His last stress-reduction decision of the day is to not head directly back east into Montreal's dreaded supper rush hour. Instead, he drives west, south, and then east along the new A-30 ring road and home to Boucherville. We sail along, calm and in control. □



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MTO issues bulletin outlining changes to senior driver licensing procedures

TORONTO, Ont. – It's officially official. The Ontario Ministry of Transportation has issued a notice to its signing authorities and registered authorities that licensing rules for A/Z drivers 65 years of age and older are changing.

The bulletin, dated Feb. 12, informed front-line workers that A, B, C, E and F licence holders between the ages of 65 and 79 will no longer have to take an annual road test to renew their licence. The renewal period for their li-

cence and the frequency of their knowledge tests will change from annual to every five years. The visual test and medicals will continue to be required yearly.

Drivers with more than two demerit points, or those who've been involved in an at-fault collision may still require a road test.

"These changes address concerns raised by stakeholders over the last several years, including complaints that the current system is time-consuming, costly and discriminatory," the bulletin read. "These changes will reduce the regulatory burden and testing costs incurred by senior commercial drivers with no expected impact on road safety."

The changes go into effect April 1. □

OTA shakes up events line-up

TORONTO, Ont. – The Ontario Trucking Association has decided to shake up its events line-up for 2013.

"Whether you're an industry veteran or newcomer rising up the succession ladder at the family fleet; prefer black ties and fine dining or jeans and hot wings; enjoy the links in spring or riding Harley's in the autumn, we've packed this season with something for just about every type of trucker," OTA officials said in a release.

OTA's Board of Directors Spring Retreat and Golf will take place at Red Leaves in the heart of Muskoka May 30-31. Organizers say the event is "designed with networking in mind," providing attendees with access to the OTA board and a broad collection of carriers under one roof.

The OTA's inaugural Cross-Ontario Motorcycle and Car Rally will take place at the Horseshoe Valley Resort Sept. 12. Officials say the event is for bikers, hot-rod and classic wheels enthusiasts in the trucking industry.

"The moderately-routed, fun-filled adventure ride through the hills and valleys of Ontario will culminate at Horseshoe Valley Resort where guests will enjoy great food, drinks, music and showing off their paint and chrome," OTA officials said.

OTA Annual Convention and Executive Forum, set to take place Nov. 13-14, is moving to a new location this year: the Ritz-Carlton Hotel in Toronto.

Organizers say the event will feature "fresh, contemporary elements aimed at new visitors to convention and those working their way through the family business or corporate ladder in the trucking industry."

An off-site dinner at a hot local watering hole will be a new feature along with the classic reception for traditionalists.

The rest of the program will continue to focus on high-level business speakers and motivators culminating with a Thursday evening industry dinner celebration featuring a prominent speaker.

The night will conclude with the event's first-ever fundraising Texas Hold'em poker tournament. □

OTA knights exemplary drivers

TORONTO, Ont. – The Ontario Trucking Association (OTA) has crowned its latest Road Knights team, comprised of 10 exceptional professional drivers.

They'll go forth and spread the good word of the trucking industry, the careers it offers, the vital role the industry plays in the economy and how motorists can safely share the road with big trucks.

The 10 newest Road Knights will serve a two-year term, commencing immediately.

This year's team consists of: Chris Bender, Steed Standard Transport; Barry Elkiw, Meyers Transport; David O'Neill, Kriska Holdings; Dale Fearman, Kim-Tam Truck Leasing; Michael John Paolozzi, Trimac Transportation; Wayne Simpson, Liquid Cargo Lines; Jim Jackman, Thomson Terminals; George and Cynthia Sutherland, Bison Trans-

port; and Rick Cameron, KBD Transport.

The team is sponsored by the OTA Allied Trades Division and was selected by a panel consisting of industry representatives, media, enforcement and safety agencies and OTA staff.

"I am extremely pleased with the level of response from the industry for this latest Road Knights selection process," said OTA president David Bradley. "The quality of the 2013-2014 team is tremendous. Their wealth of experience and knowledge will make them excellent ambassadors to the industry."

The team will officially begin its community outreach initiatives in March. To arrange a community visit and presentation with an OTA Road Knight, contact Renee Lyle at renee.lyle@ontruck.org. □



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An indecent decision?

An MTO enforcement officer who has admitted to indecent acts near a girls' school and harbouring anger towards women, has had his job given back by an arbitrator.

By James Menzies

TORONTO, Ont. – An Ontario Transportation Enforcement Officer (TEO) who pleaded guilty to two counts of committing an indecent act after exposing himself to young women, and who has admitted to acting out in anger towards women, has been allowed to resume his job as an enforcement officer.

Jeffrey Richard, hired as an MTO enforcement officer at the Niagara Region's Vineland station in 2006, has won a grievance against the Ministry of Transportation, which could see him return to his duties as a truck inspector. This despite numerous charges against him during his time as a TEO, stemming from incidences in which he masturbated in public on an outdoor trail near a girls' school in the Welland, Ont. area.

Richard pled guilty to two of the charges and received a conditional discharge and three years' probation. He also admitted to having committed the same lewd acts 10 other times, but no further charges were laid. The charges against Richard are significant, because as a TEO, he is a peace officer under the Criminal Code, responsible for enforcing several laws, including the Highway Traffic Act.

"A TEO is called to testify in court as a Crown witness or as an expert witness and must be held to a higher standard than other employees; they must be seen as credible," arbitrator Loretta Mikus acknowledged in her decision. "They make the decision to take a vehicle out of service, lay a charge, issue a warning or impose a fine. They have significant independence and are required to perform their duties with integrity and good judgment."

Richard, represented by the Ontario Public Service Employees Union (OPSEU), argued during an Ontario Grievances Settlement Board hearing, that he should be able to resume his position as a TEO, since he was not on-duty or wearing his uniform when he committed the crimes in question (in fact, he was naked when he committed the acts). He also contended that "there was no conviction on his record since a conditional discharge is considered to be an administrative pardon," according to the decision rendered by arbitrator Mikus.

In her ruling, Mikus noted that the facts in the case were not in dispute. Specifically, that Richard "was observed exposing himself and masturbating on the trails of the Canal Trail system in Welland, Ont. and was arrested and charged with four counts of performing an indecent act. He pled guilty to two counts, was given a conditional discharge and placed on probation for three years."

The employer (MTO) contended that even though the acts were committed while Richard was off-duty, "the nature of the offence and the victims he targeted, coupled with (his) lack of remorse and refusal to accept responsibility for his conduct, satisfy the criteria of the Millhaven case, which allows an employer to consider this off-duty conduct as cause for discipline."

OPSEU, on the other hand, countered that: "The employer overreacted to what was a summary offence that was at the low end of the spectrum of offences of a sexual nature and was not serious enough to

MTO's Enforcement Procedure Guide, which states: "The off-duty conduct of an enforcement officer may be of concern to the employer if the act or condition detrimentally affects the reputation or public image of the employer, undermines the employer's authority, renders the employer unable to properly discharge his/her employment obligations, causes other employees to refuse or be reluctant to work with the employee or inhibits the employer's ability to efficiently manage and direct operations."

There's also the question as to whether or not female truckers or

At least one witness, who worked as a TEO at the Vineland inspection station, expressed in his testimony "concern for the public and the female drivers the grievor would encounter in performing his duties." He also noted that he and other officers at the Vineland station "did not want to work with the grievor if he came back to work."

Other officers testified in Richard's defense, including Edie Strachan, who also happened to be president of her OPSEU Local. "She described the grievor as one of the most capable officers she has known and would have no difficulty working with him in the future," Mikus wrote in her decision. "She had absolutely no concerns about the grievor's professional judgment."

Mikus acknowledged two young women who witnessed Richard's acts were "traumatized" and that "his actions had grave consequences for his victims."

Still, Mikus said, "it is not unusual for the (Ontario Grievance Settlement) Board to reinstate an employee without compensation and I am inclined to do so even though it seems an unusually long suspension." Richard had gone without pay since September 2010, at the time of his termination, and was first suspended with pay in August 2008.

But despite the ruling in his favour, one legal expert tells *Truck News* we may never find out if he does, in fact, return to the job.

Ken Krupat, a lawyer specializing in employment law and wrongful dismissal cases, isn't directly involved in the case, but has been watching the case closely, as it "illustrates the high level of misconduct that unionized employers must demonstrate in order to uphold the dismissal of an employee."

While rulings often go in the favour of unionized employees, Richard had just two years of service with the MTO, making the decision curious.

"What most people who I've spoken to find surprising, is where an arbitrator would usually put someone like that back to work would be where person had a long history of service," Krupat said in an

'No employee who was fired for this in a non-unionized context would ever get their job back.'

Ken Krupat, employment lawyer

require jail time."

Arbitrator Mikus found that while "the employer did have cause to discipline him for his off-duty conduct and that this conduct involved a serious breach of the Criminal Code," and that "his actions had the potential to unfavourably affect the Ministry of Transportation's reputation and its ability to perform its functions," that "I have decided to give him another chance to show he understands the inappropriateness of his actions and the consequences if he should repeat them."

The decision to allow Richard to return to work must certainly have come as a shock to the MTO, especially since he was seemingly in clear violation of Sec. 1.2.1 of the

associates will feel comfortable working with Richard, who admitted to harbouring anger towards women, a legitimate cause for concern for female drivers.

Glenn Dunphy, manager of the central region field services of road user safety operations, is cited in the decision as expressing concern that at one point, Richard admitted he had acted out of anger towards the police and women.

"Mr. Dunphy had similar concerns about the grievor's comment about his anger towards women," the decision reads. "There are many female drivers on the roads and numerous female Ministry employees that the grievor will encounter during his routine duties."

Timeline of events

August 2006: Jeffrey Richard is employed by MTO as a transportation enforcement officer.

August 2008: MTO manager of central region field services of road user safety operations, Glenn Dunphy, is notified by Niagara Regional Police Services that Richard has been arrested for committing indecent acts near Welland. He was charged with four counts of Committing an Indecent Act. Later that month, Richard is suspended from duty, with pay as a TEO.

December 2009: MTO's Dunphy holds fact-finding meeting with Richard, union representative Kerry Gennings and Lianne Pollock, a human resources advisor. Richard argued the incident had nothing to do with his employment.

January 2010: Richard attends his trial and is found guilty of two counts of committing an indecent act. He's placed on probation for three years and given a conditional discharge.

June 2010: The MTO met with Richard to further discuss the case. Richard argued there was no conviction on his record, "since a conditional discharge is considered to be an administrative pardon." MTO officials

said Richard showed no remorse and "presented himself to be the victim."

July 2010: The MTO sent Richard a letter, extending his suspension a further 20 days.

August 2010: Richard was notified he was now placed on temporary leave with pay. Two weeks later, Richard was advised that: "Because he had pled guilty to two of the four charges and, after the Ministry had reviewed two fact-finding investigations, the employer concluded there was a link between his off-duty conduct and his duties as a TEO. He was invited to attend a meeting on Sept. 3 to offer any additional information and/or mitigating factors he wanted the employer to be aware of." In that subsequent meeting, Richard argued that the charges stemmed from a mental condition for which he was undergoing treatment. Afterwards, MTO officials determined that, in part because of Richard's lack of remorse, that termination was the only option.

September 2010: Richard is terminated from his position with the MTO.

January 2013: Arbitrator Loretta Mikus rules that Richard should be allowed to resume his position as a transportation enforcement officer with the MTO. □

interview with *Truck News*. “This guy was only there for a couple of years; that’s really the most surprising thing about it... And mix that with the guy saying he did this (indecent act) 10 other times and just hadn’t been caught, then it seems really surprising that they would reinstate this guy.”

According to Krupat, the MTO must now decide whether to accept Richard back into his role as a transport enforcement officer, or submit an application for judicial review.

“What happens is when there’s a case involving a union and an employer that is unionized, they have an arbitrator who hears the case and the arbitrator makes the decision, and unlike a court case where if you don’t like the decision you appeal it to the next level, what you have to do is go and apply for judicial review. That means you have to ask a judge to step in and say this decision was totally unreasonable – not just that the arbitrator may have made some kind of mistake, but that this was unreasonable, and that’s the test for the decision,” Krupat explained. “It’s pretty tough to successfully judicially review these decisions, but it happens sometimes.”

Another option for the MTO would be to apply for judicial review, then to settle with the employee before he returns to the job.

“It may never see the light of day,” Krupat said of a final decision on the matter. “It may get settled at some point between the judicial review application being filed and the case actually being heard. They can file the judicial review application and not have agreed to put this guy back to work and then come to an agreement where the Crown says ‘Let’s pay some amount of money to get out of here,’ and nobody would ever hear about it again and the guy wouldn’t have been put back to work.”

If the case does go to judicial review, it could be months before a judge rules on the case. And if the MTO does elect to fight the decision, Krupat said it’s an uphill battle to get it overturned.

“It’s really hard to predict what a judge might do with this,” Krupat said. “Part of the reason for that is, they do tend to give arbitrators pretty wide discretion in actually hearing the person, weighing all the facts, thinking about the discipline compared to the person’s life and whether they think this person can ultimately still contribute as an employee. I think the biggest things that make this surprising are the guy was only there for a relatively short period of time and he stated this happened at least 10 times. So with those things, it does seem surprising the arbitrator reinstated him. But all that being said, all these judicial reviews are quite an uphill battle.”

One thing’s for certain, if it wasn’t for his membership in the union, Richard wouldn’t be returning to work, Krupat added.

“No employee who was fired for this in a non-unionized context would ever get their job back,” he said. “If they were successful they would get a *little* bit of money, if they were *really* successful would get a little more money, but a two-year employee would get very little money.” □

OTA renews battle against Ontario’s 70% fee increases

Association hopes new premier, transport minister will listen to industry concerns

TORONTO, Ont. – A new premier, a new finance minister and a new transport minister means a new opportunity for the trucking industry to battle the 70% increase in commercial vehicle plate fees, announced last year under then-Premier Dalton McGuinty.

The Ontario Trucking Association (OTA) says the first round of its awareness campaign was a success, with more than 1,100 e-mail messages fired off to MPPs.

Kathleen Wynne, Ontario’s new premier, who was at that time a leadership hopeful, promised OTA that she would examine the

situation if and when she took office. The OTA is encouraged by that response, as she was the only one of the leadership candidates who responded to OTA’s concerns about the fee hikes.

“That is a hopeful sign, but we can’t leave anything to chance,” the association said in a release. “Your voice needs to be heard again.”

The association has now launched Round 2 of its Put the Brakes on the 70% Fee Increase campaign and is calling upon everyone in the trucking industry to do their part by sending an e-mail message to new Transport Minister Glen Murray and Finance Minister Charles Sousa.

It’s easy to do so, thanks to



the OTA’s online forms, which can be accessed by visiting www.ontruck.org and clicking the ‘Put the Brakes on 70%’ icon.

“The more people from the industry that participate, the more impact we will have,” the OTA said. “If you participated in Round 1 we need you to get involved again. If you didn’t send an e-mail, we really need you to participate now. It only takes a minute.”

The OTA said it will be meeting with the new ministers and premier in the next few weeks, and pointed out the Ontario budget is just around the corner. □



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Canadian truckers say lack of quality parking affects operations, health

OTTAWA, Ont. – More than 60% of truck drivers say they routinely have trouble finding parking or places to rest while operating in Canada, while an overwhelming majority report that facilities and basic amenities are lacking from public rest areas and service centres across the country.

The findings were reported in a *Rest Area Research Project survey* prepared for Transport Canada by Polytechnique Montreal and in consultation with the Canadian Trucking Alliance.

According to the survey, the majority of commercial drivers feel the supply of truck stops and rest areas is extremely low in Canada, particularly in northern Ontario, Southern B.C., large swaths of Alberta, and most large urban areas. The survey also found that drivers who have trouble finding a parking space say they must drive over their time limit to find one. While better food, showers and washrooms were identified as essential, drivers also pointed to a need for adequate cell phone coverage, Internet connections and security at parking facilities.

The survey, aimed at identifying locations where parking is lacking and how this shortage affects the work of drivers, found that 60.3% of drivers surveyed have trouble finding parking en route, while 48% couldn't find a place to stop

near their final destination.

The survey found this lack of parking impacts drivers' behaviour, as 49% of drivers report going beyond their planned location to find parking, occasionally causing some of them to surpass their available hours-of-service. (Drivers indicated they want more flexibility to comply with regulations when they can't find parking).

More than 42% say they have been told by an enforcement officer to move away from a non-designated parking space, while 88% said that there are not enough rest areas, roadside pullouts and turnouts, or safe havens for them to safely perform inspections.

The most popular ad-hoc parking locations are industrial properties, followed by shopping mall parking lots, vacant lots, roadside pullouts and weigh stations.

Most drivers reported that telephones, washrooms, adequate lighting and drinking water are lacking. Drivers would like to have more public centres equipped with cell phone service in remote areas, food service, showers and Internet. More than 40% of drivers also report that the operability of card lock outlets was unacceptable.

Eighty-seven per cent of drivers say they are willing to pay for showers, but not parking unless there is better security at the location (28%). Seventy per cent of drivers



PREMIUM PARKING: Canadian truckers say their inability to find good, safe places to park is hurting their health. *Photo by Wowtrucksalendar.com*

say they will pay up to \$30 per night for the services.

A supplementary Transport Canada report – an *Environmental Scan of Truck Stop Needs at Rest Areas* – concluded that the rest stop shortage is expected to increase over the next few years in Canada and the US, and is a direct result of increasing truck traffic flows and general demand in trucking operations. The report also found that increases in truck sizes have decreased space availability, particularly along corridors which allow trucks with multiple trailers, such as long-combination vehicles (LCVs).

According to the report, strategies to address truck parking issues

should include:

- Construction of additional truck parking spaces, where needed and financially feasible;
- The development of national-level guidelines for the spacing and design of public truck parking facilities;
- The use of ITS technologies to provide real-time information about the location and availability of truck parking spaces;
- Development of public-private partnerships to share or reduce facility construction and maintenance costs, as well as cost-effective options to redesign and rehabilitate existing facilities; and
- Addressing truck stop and driver security concerns. □

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CANADA

Canada aligns greenhouse gas regs with those in the US

MISSISSAUGA, Ont. – Federal Environment Minister Peter Kent visited Bison Transport's Mississauga terminal Feb. 25, to announce that Canada will adopt the US greenhouse gas emissions standards for model years 2014-2018 heavy trucks.

Kent said "With these tough new measures, GHG emissions from 2018 model year heavy-duty vehicles will be reduced by up to 23%. The regulations will also lead to improved efficiency. For example, a semi-truck operator driving a 2018 model year vehicle will save up to \$8,000 per year in fuel."

The regulations, which will apply to vehicle manufacturers and importers, will require them to attain fuel economy – or GHG emissions – benchmarks on a significant portion of their overall build.

The requirements will be phased



TALKING TRUCKING: Environment Minister Peter Kent (right) gets a tour of a Bison Transport LCV by CTA's David Bradley (far left) and Bison officials (from left) Mark Irwin and Norm Sneyd.

Photo by James Menzies

in beginning with model year 2014 trucks. Initially, at least, OEMs will be able to meet the targets using existing off-the-shelf parts and tech-

nologies, such as low rolling resistance tires and chassis fairings.

Environment Canada indicated that any increase in purchase price

incurred as a result of the regulations will be recovered in less than a year through improved fuel efficiency. Vocational trucks also will be affected, with anticipated fuel savings of \$1,000 per year by 2018.

After making the announcement at Bison's terminal, Kent and assembled media were given a tour of a long combination vehicle (LCV) with all the latest fuel-saving technologies currently on the market.

The Canadian Trucking Alliance (CTA) welcomed the harmonization, but also offered some tips on how to improve the program.

CTA chief David Bradley said the Alliance supports the initiative, but also suggested it could be improved. For starters, the organization would like to see GHG-compliant vehicles labeled as such, so that customers would know they're buying a GHG-compliant truck.

Also, Bradley suggested "the federal government could introduce accelerated capital cost allowance rates to accelerate the penetration of these vehicles into the fleet."

CTA also called for a program of complementary measures – such as repayable grants, tax credits, etc. – to be introduced to spur voluntary investment in currently available and proven technologies that improve the fuel efficiency of the entire tractor-trailer combination.

"CTA understands the EPA/DoT is considering a regulation covering trailers and given Canada's current policy of alignment with the US, it is likely that Canada would move in this direction as well," said Bradley. "However, given the different weights and dimensions regimes that exist between the two countries, the trailer regulation will be a much more complex matter."

CTA thanked Norm Sneyd, vice-president, business development at Bison Transport for hosting the event with Kent. □

Spot market freight index surges in January

TORONTO, Ont. – TransCore's Link Logistics Canadian Freight Index recorded the highest load volumes for January, surpassing the record set for the month in January 2011 by 3%. January's load volumes increased 25% from December 2012 and the year-over-year volumes increased by 4% from January 2012.

Intra-Canada loads represented 24% of the total load volumes. Top regions for loads within Canada by region of origin were Western (50%), Ontario (29%), Quebec (16%), and Atlantic (5%).

Cross-border postings represented 71% of the overall load postings. Top regions for loads into Canada by region of destination were Ontario (58%), Western (20%), Quebec (20%), and Atlantic (2%).

Equipment postings also started the year with positive increases. January's postings increased 17% from the previous month and 13% from January of the previous year. □



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New report quantifies Canada's driver shortage

How has driver shortage impacted industry hiring trends?

By Adam Ledlow

BRAMPTON, Ont. – The shortage of qualified truck drivers in Canada may reach the tens of thousands by the start of the next decade, according to a recently released report from the Conference Board of Canada, leaving the industry scrambling to find ways to fill those future empty seats.

The report, funded by the Canadian Trucking Alliance and titled 'Understanding the Truck Driver Supply and Demand Gap and Implications for the Canadian Economy,' estimates that the gap between the supply of drivers and the demand for them could soar as high as 33,000 by 2020.

"The food we eat, the goods that we enjoy and even the homes we live in are in large part delivered by trucks. The inability to meet a huge demand for drivers could be costly

for the trucking industry, consumer goods and the Canadian economy," said Vijay Gill, principal research associate at the CBC.

While truck drivers make up nearly 1.5% of the Canadian labour force – approximately 300,000 truck drivers overall – participation of young people, ages 15 to 24, has dropped off significantly in the past decade. As a result, the average truck driver's age has increased from 40 years in 1996 to 44 years in 2006, an average that surpasses that of many comparable occupations.

In the face of increasing demographic pressures, a number of factors could help bridge the supply and demand gap for truck drivers, the Conference Board says, including: a significant improvement in industry working conditions and wages; mandatory entry-level driver training and upgraded licence

standards to achieve a skilled occupation designation; and a re-organization of trucking activity and supply chains in order to reduce pressures on long-haul drivers and make better use of their time.

College looking to attract new trucker talent

On the training side, triOS College was doing its part to attract potential new drivers, hosting a pair of Trucking Career Expos in February. The events, held at the school's Brampton and Oshawa campuses Feb. 12 and 13 and delivered in partnership with the Ontario Truck Training Academy, served as a springboard for the college's new Professional Transport Operator program.

"We hosted a trucking expo to attract new people to the trucking industry, especially to our trucking carrier partners," said Frank Gerencser, chairman and CEO of triOS College. "We also wanted to formally launch our new Professional Transport Operator program – the first of its kind in Can-

ada. PTO includes all eight weeks of the standard A/Z tractor-trailer program as well as the first half of triOS College's supply chain and logistics program and a four-month internship working in a trucking company."

The event also featured a panel of fleet representatives from across the province – including Don Anderson Haulage, Kriska Transportation, SGT and TST Truckload Express – which treated the nearly 70 attendees to a candid discussion covering the ins and outs of a career in trucking.

After the event, the carrier reps sat down with *Truck News* to discuss some of the hiring trends they're seeing in the industry. One issue identified by the group was a need for many training schools to do more to adequately prepare students for careers in trucking.

Caroline Blais, recruiting manager for Kriska Transport, says Kriska only partners with schools that meet specific standards to ensure the carrier receives the highest calibre of drivers possible coming into the carrier's own training program.

"As much as there are a lot of schools that don't meet our standard, there are some very good schools that do, and we try to recognize them and reward that process by giving their applicants priority and consideration when hiring," Blais said. "That school partners program is something that we evaluate constantly and we really measure the success of that school's training based on how well their students perform on our road test."

David Brown, recruiting manager with TST Truckload Express out of Mississauga, Ont., says the number of revolving door-style training schools in the province is staggering, with about two out of three schools operating unregistered.

"You've got schools that you can show up on a Saturday morning at 10, by Sunday afternoon you've got you're A/Z and by Tuesday they're asking you to come back as an instructor. They exist," Brown says.

triOS College's Gerencser pointed to the rise in "fly-by-night illegal trainers" trying to take advantage of a "systemic shortfall in qualified drivers" as one of the main reasons for the importance of partnerships between carriers and training institutions.

"Quality trucking companies hire quality drivers (new and experienced). The key to success in the trucking industry is to build partnerships with quality truck training schools like triOS College, Ontario Truck Training Academy and other TTSOA (Truck Training Schools Association of Ontario) and PTDI (Professional Truck Driving Institute) members. Schools like ours deliver properly trained new A/Z drivers who can become valuable parts of the carriers driving teams."

But Brown says that despite the work of organizations like the TTSOA and the PTDI to mandate quality programming in training schools, the products of poor training are apparent on the highways.

Conference Board of Canada report: By the numbers

The Conference Board of Canada's report, 'Understanding the Truck Driver Supply and Demand Gap and Implications for the Canadian Economy,' highlights the growing gap between the supply and demand of qualified truck drivers, estimated to rise as high as 33,000 drivers by the year 2020. Other statistical highlights from the report include:

- **300,000:** Number of truck drivers in Canada.
- **1.5%:** Percentage of the total Canadian labour force employed as truck drivers.
- **\$17 billion:** Annual gross domestic product of the Canadian for-hire trucking industry.
- **12%:** Number of truck drivers under age 30 – lower than most comparable industries.
- **44:** Average age of truck drivers – higher than most comparable industries.
- **33%:** Number of truck drivers with less than a high school education, compared to 15% in the overall labour force. □

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“How many times have you driven down the road and the transport in front of you is in the fast lane, or he cuts you off and there’s no signal?” Brown said. “I’m not calling all truck drivers bad truck drivers, but I’m saying there’s a good percentage of them out there that shouldn’t be out there.”

Doug Bell, terminal manager at SGT Transport, says that lack of training is apparent when drivers are performing a road test with the company, where only about 25% of those tested actually pass. “That’s kind of a troubling number when you think of the number of people who pass the MTO test versus the industry road test,” he said, noting that SGT may be “tough” on those it tests, but only because they “have the bar raised fairly high.”

John Kazen, sales engineer at Don Anderson Haulage, says that while his company’s pass ratio is in the 1:6 to 1:10 range, he stresses the driving test is not the be all and end all of a potential employee’s evaluation.

“It depends on the kind of person who is applying; not just the number of people, the quality of people,” he says. “Probably the first 30 seconds to a minute tell you right away if you’re thinking of hiring that person regardless of what the evaluation is or the driving test is.”

Making yourself attractive to trucking companies

So as long as the requisite truck driving skills and know-how are in order, how can potential hires work to set themselves apart and increase their chances of working with their carrier of choice?

Most carrier reps agreed that proper research, including choosing an accredited school for training, is the perfect starting point, but Kazen said a little passion goes a long way.

“Assuming you have all the right credentials, having passion for something speaks volumes because you won’t just be doing it for the money, you’ll be doing it because you care about it, you enjoy doing it, you consider it part of you as a person,” he says. “Sometimes energy and effort and motivation outweigh ‘talent.’ In certain circumstances, you might be great at doing what you do and truly talented in manoeuvring around corners, but if you’re lazy and you don’t care for others, you won’t succeed.”

TST’s Brown also said it’s important for potential hires to know why a company is their first choice and not just fire out resumes en-masse.

“Too many people are out there going, ‘I got my A/Z, I’ll photocopy my abstract or my resume 30 times, give it to 30 carriers, keep my fingers crossed.’ Worst thing you can do,” he says. “Basically what you’ve just done is told 30 carriers two things: you have no idea what you’re looking for, and, secondly, the first time something comes along that’s slightly better, I’m gone.”

Brown says a simple starting point is ask yourself two questions about a what kind of career you’re after: ‘What do I want?’ and ‘What don’t I want?’ If certain words keep springing up, ie., ‘home,’ ‘family,’ and ‘Sunday hockey,’ Brown says,

“There’s identifying marks here that are hitting you right in the face... But you have to do the work, you have to do the research, you have to take the time to say what is right for us, what is wrong for us?”

But even if a newbie trucker has found the perfect trucking company to call “home,” there’s still that pesky “experience” that drivers have to get under their belt – typically two years before many carriers will even look at you.

Kriska’s Blais says there are two pieces to the experience puzzle. The first is simply making up for a lack of experience through enthusiasm, commitment and a great attitude. The second “not-so-popular” piece, according to Blais, is accepting that the two years is simply a part of the learning curve in trucking, and part of trucking companies’ due diligence to ensure that they’re only allowing the safest, best-trained drivers on the road.

“The smartest way to get (expe-

rience) is picking a good school, getting some good solid base education before they come into the industry, finding a reputable company that has a good solid training program and viewing that as an investment,” she says, “so even if the work that they do when they first get started in this industry isn’t the kind of work they want to be able to do ultimately, it’s about paying dues and earning their stripes and building that good solid experience so that they get to that two-year mark.”

Blais says many trucking companies are working to create training and mentoring programs to support newly-licensed drivers, “so it’s not a case of the industry not extending a hand to new drivers, it’s more a case of new driver not wanting to do what they have to do to get that good solid two years of experience. It’s all part of planning your career and making a commitment to yourself to being a professional

and growing yourself as a professional so that in five years, you can be able to go anywhere you want.”

Changing demographics

With the industry’s current driver pool aging rapidly and the Baby Boomer generation set to start retiring in droves, TST’s Brown says it’s up to recruiters to adapt to new hiring realities in the world of trucking.

Brown notes that trucking companies can’t realistically expect to get “lifer” employees anymore – the guys and gals who stick with a company for their entire career.

“If you’re dealing with a ‘Y’ generation kind of driver, you can’t expect him or her to be there 30 years later. If that happens, that’s great, but for the most part, if you hire a Y generation driver and he gives you two years, you’re laughing. If you can squeeze four out of it, that’s the way the generation is right now.” □

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OPINION

The pros and cons of driving for a small carrier

Whether you'd be more comfortable pulling vans for a mega-fleet or flatdecks for a small carrier depends on your personality

As always, there are two sides to every story. Recruitment issues are no exception. Last month, I tried to explain why small carriers can't or won't hire certain people. Conversely, there are several reasons why drivers and owner/operators have no interest in working for small carriers.

I'd like to present both the pros and cons of driving for a small carrier. Decisions based on familiarity are usually unwise.

You've seen dozens of trucks from the major fleets, but few from the small carriers.

Of course, the huge difference in truck numbers is the reason, but those big carriers will come to mind first when choosing a carrier to work for.

You may wrongly assume that job security and/or pay will be better with a larger company.

If the 1,000-truck fleet loses 20% of its work, it has a much bigger effect on the job security than if the five-truck company loses the same percentage of work.

Although my next few theories why drivers choose large carriers



**Small Fleet,
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ers may sound cynical, even by my standards, they've been proven repeatedly. Some drivers rely on having a scapegoat to cover (sometimes frequent) equipment damage, making it a lot easier to escape blame for a scraped trailer, a cut tire or torn tarps. I once had to get keys to two owner/operator trucks, just so I could grease their fifth wheels.

After I prematurely replaced two pickup plates (followed by a group reaming), they still couldn't be bothered to grease the fifth wheel.

They had come from pin-to-pin large carriers, where this behaviour would be nearly impossible to trace. In a small fleet, the driver roster is comparably short, making it much more difficult to deflect blame.

Other drivers stay with large carriers so they may frequently

skip a trip without warning. At a large carrier, you can decide you need time off with no valid reason or prior warning without losing your job, because there are a few dozen other drivers available that day to fill your vacancy. Try that at the small carrier, and you will be unemployed soon. We don't have extra bodies to take your place on a whim.

Large fleets, with exceptions, are predominantly dry van operations, for simple reasons. They are chasing the large, multiple truck contracts, which usually don't involve flatbeds. As well, it will be easier to fill seats for vans than flatbeds.

Drivers with minimal experience will gravitate to dry vans, because cranking dollies and swinging doors don't require much training. As well, drivers are getting lazier, making the dry van appealing.

A lot of smaller carriers lean towards flatbeds, because the level of specialization involved represents higher rates. If you do your job well, a small carrier can still retain good-paying regular customers, because our small size better enables us to take care of their unique needs.

What baffles me is the amount of inquiries I have had over the years, from people currently pulling a van for a large carrier. If you

are getting up in years, or have physical ailments, you should stay where you are.

However, the perfectly healthy drivers who have called to find that their earnings could be \$20,000 higher annually, or the owner/operators who could earn \$60,000-70,000 more, often end the inquiry with "sounds good, but I don't want to pull a flatbed." It amazes me.

We now have a price tag for laziness and/or complacency. That's a lot of money to throw away just to avoid never breaking a sweat.

Many drivers live in small towns, yet will drive 100 miles to get to and from a job with a large carrier. There may be small carriers in their town, but they still gravitate to the large outfit.

The theory could be that the large carrier will be situated near a major highway, so dropping trailers at the terminal to allow someone else to complete the trip means regular home time.

In reality, the small carrier may get you right home, minus the 100-mile deadhead, and possibly more frequently, since our much lower truck numbers mean we often avoid long-haul trips.

Most of us don't have the vehicle numbers to justify each truck being gone at least a week per trip. Also, our smaller customers traditionally won't ship to or from long distances.

On that note, I have hired people for 500-mile radius work, wishing to get away from their previous long-haul positions. It rarely works. Crossing the border daily requires a completely different outlook on time management, a change that most are unable or unwilling to make.

Some factors that I consider to be benefits to a small carrier are that we typically will offer dedicated trailers.

For us flatbedders, this is especially beneficial, when all of your equipment is stored the way you want it and the tarps are rolled up exactly as you left them.

Our customer list is shorter, so even though the work may be slightly specialized, a driver will quickly become familiar with their duties and the job becomes quite easy.

A job with a large company may involve a lot more variety, which, depending on your preference, could be maddening or just perfect.

When the driver is ultimately responsible for the equipment's mechanical condition, that whole pin-to-pin scenario can be frightening if the trailer you pick up was dropped by an abusive cowboy.

Like snowflakes, no two humans are exactly alike. So what'll it be? Small, or upsize? □

— 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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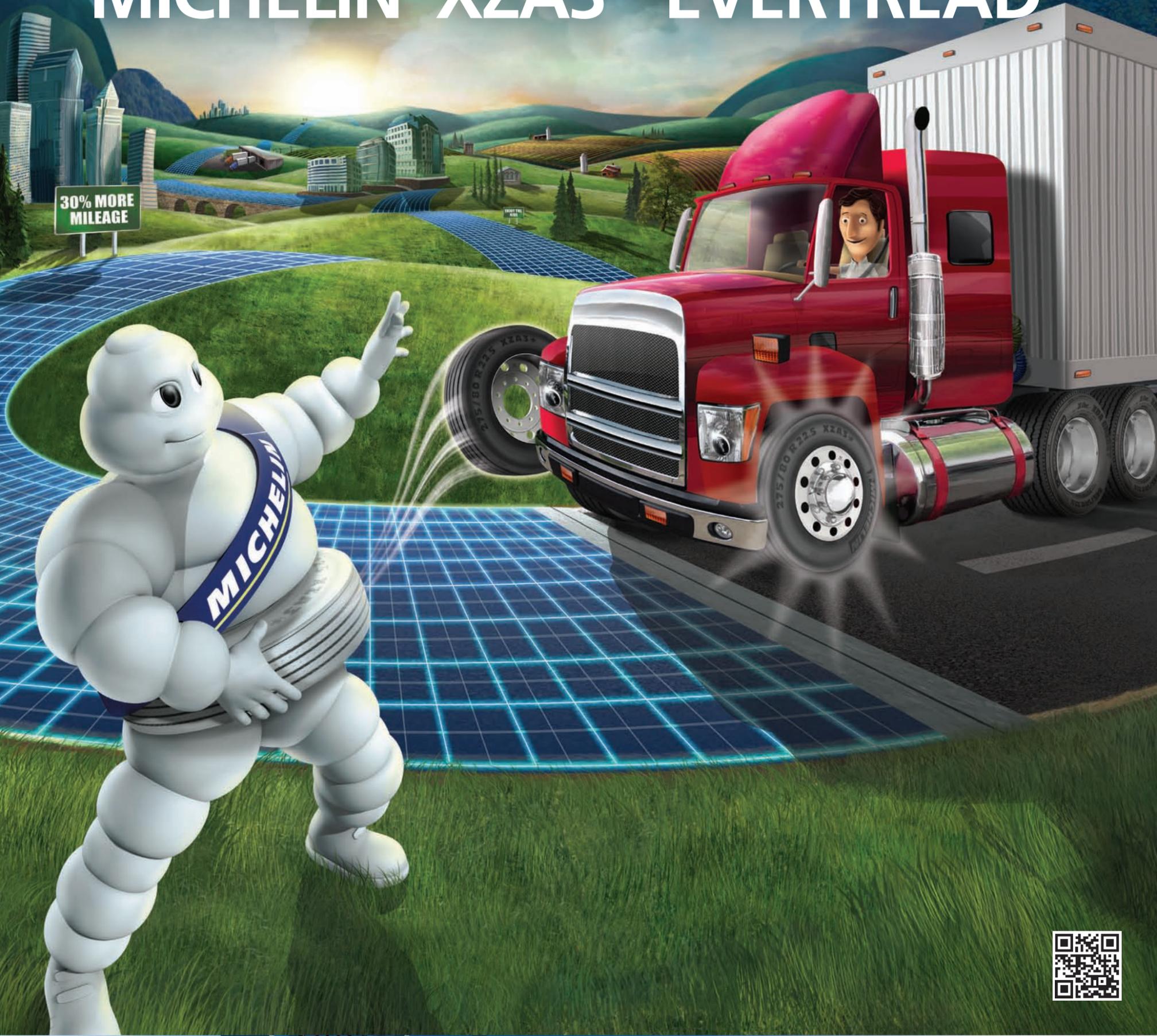
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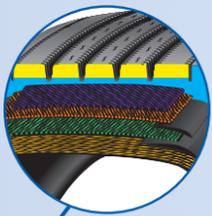
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Paying yourself and the taxman

You wear a lot of hats as an owner/operator. You're the boss and an employee, the business manager and the guy at the wheel, the chief cook and the bottle washer. As the big cog at your operation, you deserve your fair share of grease, if you know what I mean.

When you work for someone else, getting paid (and paying tax on your personal income) is pretty straightforward. Typically, every couple of weeks, you get a cheque minus an amount for taxes, CPP, and other deductions.

It's different when you're on your own. In addition to everything else you do, you also run the payroll department. It's up to you to make sure you're paying your taxes properly both as a corporation and as an individual.

Monthly remittances

For years, many incorporated owner/operators reported their "wage" as self-employment income on their tax return. By showing their income as self-employed on their T1, they paid all the correct tax and CPP as though they were on payroll.

Canada Revenue Agency doesn't like that. It wants you to pay a T4 wage to yourself and make remittances by the 15th of each month. While it may be beneficial to wait until your year-end accounting is complete to determine your actual drawings from the company and decide the best mix of wages and dividends, you still have to make reasonable monthly payments and ultimately match the amount on your T4.

CRA auditors are paying attention to inconsistencies. They look at active businesses reporting income on corporate tax returns that do not have any T4 summaries filed. If they audit your file, they can force you to issue T4s and charge you late-filing penalties and interest on overdue payments.

Auditors also scan personal tax returns with self-employment income. They can use your SIN to find a matching business number registration. If they don't see one, you're going to get a call or letter and they'll be especially interested in your GST/HST administration. Remember, if you have more than \$30,000 gross self-employed income, your business must be registered.

CRA comes calling

We've had one call from CRA already checking on a 2012 filing. A client took out about \$40,000 from his company, which we declared as wages when we filed his corporate year-end months ago.

We explained the need for him to make monthly remittances to CRA, but when we prepared his T4 summary we found that our client had made only two payments, enough to cover his CPP obligation on about \$15,000 in wages.

After a long discussion, he told us to file his return without any changes, as he did not want to pay the full amount necessary to cover CPP on the \$40,000 at that time. He wanted us to show the remaining \$25,000



Tax Talk

SCOTT TAYLOR

of wages directly on his tax return.

CRA picked up on this and now wants to know why \$40,000 in wages is not on his T4 summary. We're going to have to re-file, and the client is going to have to pay what he owes anyway.

Lots of folks seem to have it in their heads that paying CRA monthly is difficult. I realize that paying taxes isn't any fun, but in today's world how can it be a hassle? Simply set up CRA as a "bill" or "payee" and you can pay your personal and business tax through your bank's telephone or Internet

banking service. You can also pay through a bank teller on or before the date your payment is due.

When you're incorporated, you may be the boss but you're still an employee with taxes to pay. Likewise, your company has its own distinct tax obligations to meet.

For an owner/operator, rarely does a decision about finances affect one but not the other. CRA is well aware of this, and you should be, too. Talk to your accountant about handling income tax payments correctly.

Tax deadline: April 30

Here's a note for everyone: The deadline for submitting your 2012 personal income tax return is April 30. If your return is late, there's a minimum 5% penalty on the balance owing, plus 1% per month for

a maximum of 12 months. If you have filed late before, the penalties may be higher.

Even if you can't afford to pay the balance, filing the return on time can save you penalties and fees. You will also be in a better negotiating position with CRA regarding a payment plan. Filing late and missing payments sends a bad message.

If you need help preparing your return, see a qualified professional, preferably one who's familiar with trucking. Then, the day after you mail your return, tilt your world back into tax-planning mode. Talk to an accountant or business advisor about how to reduce your tax obligation in 2012 and beyond. □

– 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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COVER STORY

DPF Delete kits widely available, but provinces hint of crackdown

Continued from page 1

12.5 times and 10 times cleaner than an EPA02 engine in terms of NOx and PM emissions, respectively.

In the US, there is enforcement at both the federal and state levels, which could impose massive fines on companies providing EGR/DPF Delete services or the operators who have the work done to their trucks.

Need proof of enforcement? Look no further than a \$500,000 fine levied by EPA in January against Edge Products, an American company that sold more than 9,000 devices

allowing owners of model year 2007 or later diesel pick-up trucks to operate without their factory-installed diesel particulate filters.

“The Department of Justice will continue to vigilantly protect America’s health and environment through the enforcement of the Clean Air Act standards governing emissions from vehicles and engines,” Ignacia Moreno, Assistant Attorney General for the Justice Department’s Environment and Natural Resources Division announced in a press release, clearly intended to scare providers of such services. “This settlement holds Edge Products accountable for selling devices that allow consumers to disable the emission controls on their vehicles by requiring the company to pay a penalty, buy back the devices, and perform a project to offset the air pollution resulting from the Clean Air Act violations.”

Here in Canada, however, the feds and provinces have, until recently, been at loggerheads just to determine who should be enforcing clean diesel regulations.

The recent consensus was that the provinces are responsible, but enforcement to date has been non-existent. This black hole of enforcement has spawned the creation of a rapidly growing underground – and in some cases, not so underground – industry, which is profiting at the expense of the environment.

The Canadian Trucking Alliance (CTA) is calling on the provinces to begin enforcing anti-tampering laws and would like to see the feds do their part as well.

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“The issue here from a CTA perspective is two-fold. One, this is an image issue for our industry. It has come with a heavy cost, but we now have smog-free, near zero emissions engines,” Stephen Laskowski, vice-president of the Canadian Trucking Alliance told *Truck News*.

“There are societal benefits to that and image benefits over time. If we’ve made that investment, we’re all forced to make that investment. The second aspect of that is a competitive playing field. If we are all using these engines, and these engines come with fuel efficiency restraints, if the restraints are shared by everyone, then that’s the reality of the sector. What we don’t want to have is folks who not only ruin the image of our industry but also compete with a tractor that’s more efficient because he’s tampered with his engine. You can’t have an economic advantage by going to a lawless carrier.”

The way the laws are currently written, Environment Canada relinquishes its authority over the vehicle once it’s manufactured to federal standards and delivered to the dealer or end user.

“It’s then left to the provinces to enforce,” Laskowski said. “We would ask: why wouldn’t you have joint federal penalties along with the provincial penalties for these types of offenses to discourage it even more? That’s an issue we’re raising in Ottawa. In the States, the EPA has tampering rules and they have state laws as well, but you face significant penalties in the US from the EPA when you tamper with emissions devices and you’re caught. We don’t have that federal penalty hanging over people, and we ask why not?”

The CTA is calling on provinces to go after the shops that are providing the service.

“The CTA’s position is this: let’s not go on a witch hunt at the scales throughout Canada, lifting up hoods and looking for things. Go after the guys that are offering this service and shut them down,” he said.

To find out just how prevalent and attainable these services are, *Truck News’* on-road editor Harry Rudolfs conducted an investigation, calling numerous shops across Canada under the guise of an owner/operator or small fleet owner. He found many service providers openly advertising their services online. Some admitted the practice was illegal, others were of the opinion it’s legal in Canada and still others admitted they were “bending the rules.” The inconsistencies should not come as a surprise, given the lack of clarity from Ottawa.

With no more effort than a Google search and a couple of phone calls, Rudolfs found shops locally and across Canada willing to provide the service. Others provided referrals for shops that would do the job, revealing a broad network of well-connected service providers. Rudolfs also came across shop owners who refused to engage in the “unethical” procedure. (You can read all about Rudolfs’ investigation in the accompanying article on pg. 36). The inconsistencies in how the laws are interpreted, even by those performing the services, are understandable.

We polled government officials in Ontario and Alberta to get an idea of the level of enforcement that exists. In Ontario, the Ministry of Transportation referred our questions to the Ministry of the Environment.

Jordan said the MoE can issue warnings, tickets, summons and orders to the drivers and owners of the vehicles, and can even go so far as to seize licence plates and remove the trucks from the road. She said Ontario’s Drive Clean program, which

Drive Clean.

In Alberta, installing a DPF delete kit itself is not a regulatory offence, according to Alberta Transportation spokesperson and public affairs officer Trent Bancarz. However, the annual Commercial Vehicle Inspection Program (CVIP) inspections conducted on all large trucks do require an OEM or equivalent exhaust system.

“This CVIP criteria comes from the National Safety Code Standard 11B, which all provinces have adopted,” he said. “If the only thing a vehicle owner has done is have a DPF Delete kit installed, then the vehicle should fail a CVIP inspection. The 11B criteria is being reviewed currently. It is expected the criteria pertaining to emission systems will be clearer, and a DPF Delete kit or removing emission systems will be a clear reject criteria. When the 11B is

Continued on page 36

‘You can’t have an economic advantage by going to a lawless carrier.’

Stephen Laskowski, Canadian Trucking Alliance

Kate Jordan, spokesperson with the communications branch of the MoE, said “All vehicles must have the emission components that they came with from the manufacturer and these must be connected and in proper working condition. If a vehicle is found to be out of compliance with the ministry’s requirements, enforcement action is taken.”

requires trucks seven years of age and older to be tested for emissions every two years, should identify any trucks that have had their emissions systems modified.

However, the scofflaw garage owners Rudolfs spoke to boasted of their ability to delete the EGR/DPF systems and still pass the opacity tests conducted through



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COVER STORY

OEMs warn tampering with emissions controls will void engine warranty

Continued from page 35

updated, a commercial truck with a DPF Delete kit will not pass an Alberta CVIP inspection.”

This could spell trouble for owner/operators or fleet owners who've had such work done to their trucks. Reversing the process would also require purchasing a new particulate filter, which costs thousands of dollars on its own. (In some cases, the DPF is removed from the truck, but more often, it's hollowed out so the truck appears to be in compliance during visual inspections. The hollowing out of a DPF renders it completely ineffective). It's possible many drivers will be stuck with trucks they can no longer certify under the CVIP, without a costly reversal of the work they paid so dearly to have done.

All indications are that increased enforcement of the regulations is coming at the provincial levels. *Truck News* learned the issue was discussed during a recent Canadian Council of Motor Transport Administrators meeting. A crackdown could be imminent, putting an end to the service offerings or driving providers further underground.

OEMs, also, strongly advise against the practice.

Lou Wenzler, technical sales support director with Cummins, said it's difficult to tell how widespread the issue of engine tampering is.

However, he said “Cummins does not condone tampering with our products in any capacity at any time during the product's life.”

Wenzler said Cummins has a corporate policy preventing its own distributors from engaging in the activity, and added “Cummins' warranty policy specifically states that any failures caused by incorrect engine modifications are not covered by Cummins. Tampering with or disabling emissions control devices may also impact repair times.”

Wenzler suggested prospective buyers of used trucks that may have had their emissions systems modified should have those trucks first inspected by an authorized service location.

Like Wenzler, Canadian officials have had difficulty ascertaining the reach of such practices. CTA's Laskowski said: “There's a smorgasbord as to what can be done out there. The degree to which people are taking advantage of it is unknown, but there are various creative garages doing various creative things to the environmental equipment in pursuit of improved fuel efficiency.”

Rudolfs' unprecedented investigation, beginning on this page, paints a clearer picture of just how widespread and easily attainable these services are in Canada. □

DPF Delete

Non-existent enforcement has allowed an underground engine tampering industry to flourish without fear of reprisal

TORONTO, Ont. – As long as there have been pollution controls on engines, someone has tried to mess with them, either by removing, bypassing or modifying components. With all the distrust over 2008 and newer truck engines, it's not entirely surprising that some owner/operators and small fleet owners might consider tampering with their exhaust gas recirculation (EGR) and diesel particulate filter (DPF) systems.

But what is surprising is how much of this is going on. Although it is technically illegal to obstruct or dismantle pollution controls on trucks, the almost total lack of enforcement across Canadian jurisdictions has allowed some vendors to quickly fill this niche. Calling around, within half an hour, I found several independent garages in Ontario and Quebec that would remove and delete the EGR/DPF from almost any EPA-compliant engine.

Either by Internet or word of mouth, truck owners are attracted to shops and vendors that promise



better fuel mileage, more horsepower and an end to expensive DPF maintenance bills. With the addition of a straight pipe running through the gutted DPF canister, the modified tractors look almost identical to the ones coming from the factory.

Beyond the reach of Environment Canada, and existing in the grey area of seemingly unregulated “aftermarket modifications,” the practice seems to have picked up steam in the last six months. One garage in Montreal has a two-week waiting list and claims to process 20 rigs per day. A simple search of the Internet turned up an online vendor in British Columbia who openly boasted, “SAVE UP TO 3 MPG!...We can eliminate the DPF-EGR from your Cat C7,C9, C13 or C15, Cummins ISB, ISC, ISL, ISX, Detroit DDEC 4&5 engines.”

The president of J-Ball Electronics, Don Jenner, answered the phone himself when I called an 800-number listed on the above Web site, posing as the owner of a 2009 Peterbilt having problems with the DPF system.

“You and about four million other people!” he joked. “I can take you back to the good old days,” he assured me. He promptly e-mailed me a prospective work order and pricing for “several scenarios” as well as step-by-step instructions on how to remove the turbo and EGR cooler. The final step read: “Kiss your downtime goodbye!”

Located in Vernon B.C., most of Jenner's business is by mail order, it seems, with truck owners removing the ECMs from their trucks and shipping them to him by courier for reprogramming. Most likely, his clients would engage a private shop to get their work done using the plates and gaskets that can also be ordered from this supplier, depending on what strategy is employed to defeat the soot burner and EGR cooler.

Reprogramming the ECM to run at a much leaner mixture is crucial to this process and costs thousands of dollars. Evidently, DPF deletion takes about six hours to complete, but the real cash cow in all this is the software. Once the engine codes have been hacked and modified, the program costs nothing to copy and is easy to franchise to other garages, and is the most expensive part of the procedure.

Checking with a few black market garages, the price for the modifications varies from around \$3,000-\$6,600 depending on the model

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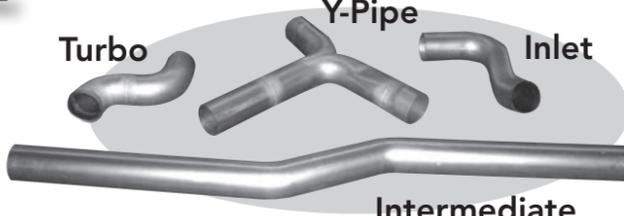
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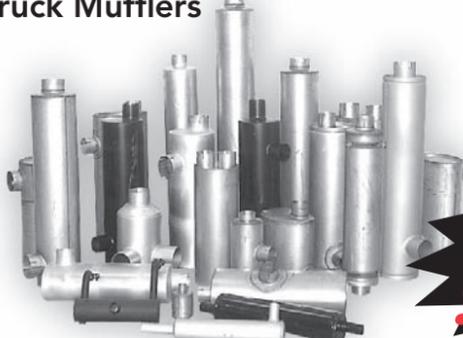
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engine and which methodology the customer wishes to pursue. And Jenner didn't flinch when I asked him if the tampering is illegal, although he admitted, "We are bending the rules." Another vendor admitted, after some prodding, "It is illegal...I guess."

In over-the-phone conversations with other DPF Delete providers, assurances were given that this won't hurt the engine, but rather, will dramatically increase performance. And the fuel savings can be astronomical, tens of thousands of litres per year is the claim.

One garage owner in Central Ontario told me that I could expect to get 50 or 60 more horsepower and much better mileage. More importantly, he promised to tune the exhaust so that it could pass emissions thresholds set by the MTO during inspections that are required every two years in Ontario. A technician at J-Ball Electronics in Vernon, B.C. seemed to concur: "We've had lots of guys (from Ontario) running these and haven't had any complaints or issues."

It's worth noting that these are not small, fly-by-night repair shops, as some drivers suggested on the CB radio. The businesses I contacted were mainstream engine tuning and truck repair operations. One fellow was hungry enough for business that he called me back a couple of times, and told me he'd been doing these conversions for two years. He also claimed to have deleted the DPF-EGR on an entire fleet of Class 8 trucks.

Most owner/operators have heard rumours of this kind of thing going on, others may know someone who has had their emissions system "modified." After getting stuck behind snowplows with a bunch of truck drivers on my way into Toronto, opinion amongst the drivers I surveyed on the CB radio was mixed. One driver was annoyed that people are getting away with breaking the law and not playing fair. Another driver told of a bad experience trying to bypass emissions controls on his 2007 engine, and had to replace the whole system eventually, so he obviously didn't recommend it.

But frustration around EPA-compliant engines post-2007 is understandable. Replacement parts are very expensive: a blown EGR cooler can cost thousands of dollars. Perhaps part of the problem lies with the OEMs, themselves, and poor communications after some start-up problems with the first generation EGRs. It's not hard to find drivers who have had problems with these engines. One service manager told me about a fleet of 12 trucks that was literally "glued to the yard" because of DPF problems.

Via e-mail, owner/operator Elwood Rines complained about the cost of maintaining the DPF, cleaning the filter and injectors and "all of the things that the dealer doesn't tell you about." Rines runs long-haul for Bison Transport out of Winnipeg. He had heard through the grapevine that DPF deletion was going on.

"I wondered when guys would start tampering with the exhaust," he quipped.

But Rines is pretty sure removing the EGR/DPF is not the solu-

tion. "Not interested," said Rines. "I traded in a 2009 last April because it was regenerating at inappropriate times. But this 2013 Volvo has been good so far with mileage between 7 and 7.5 mpg."

It is worth noting that some of the shops I called were strongly against this practice, while others were quite willing to provide referrals to places that had no qualms about doing so. But one garage manager and part owner takes a dim view of business-ess offering this service.

"It is totally illegal and unethical," according to Joe Cuffaro of Cambec Diesel in Montreal, Que. "These trucks are born with this. In the long run they may have to reverse the process."

Cuffaro suggests that it is only a matter of time before provincial governments crack down on these operations.

"It's not the case that these trucks are spewing a lot of pollution," he

says. "If you do a sniffer test on them you'll find they run very, very clean. But what gives them the right to remove the original equipment? If I'm Paccar, I have to answer to federal regulations, but who do these guys answer to? The worst-case scenario would be if one of our customers got nailed doing this and it got traced back to us. That's why we don't do it."

DPF delete suppliers might argue that they are providing a service that customers want, and since the modified units will pass emissions tests, what is the harm in doing so? As well, if the regulations are vague, unenforceable and no one has been charged, why not provide this option?

But from another perspective, disconnecting emissions controls is wrong on many levels. The tragedy of this situation is that the latest EPA10-compliant engines seem to have most of the bugs worked

out of them, and they produce almost zero NOx and extremely low levels of particulate. If everyone followed the rules, the case could be made that these newer engines shouldn't even be required to undergo emissions testing as the air coming out of the exhaust is almost breathable.

But removing EGR and DPF systems from trucks means you're running the emissions wide open once again, and we're back to pre-2002 levels.

And taking a larger view, widespread EGR/DPF tampering is a step backwards for an industry and manufacturers that have taken great pains to show they are good environmental players. Although provincial environment ministries have dropped the ball on this issue, there are some indications that they are starting to pay attention, and that enhanced fines and beefed-up enforcement cannot be very far off. □

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NORTHERN DEVELOPMENT

Northern opportunities

Can the challenges of our northern road infrastructure keep up with the opportunities for development?

By Lou Smyrlis
WINNIPEG, Man. – The opportunity for developing Canada's north has finally come, according to transportation industry experts speaking at Transport Institute's Northern Exposure 2 conference.

This can provide many new opportunities for trucking companies looking to service these northern communities. But can the infrastructure keep up with the opportunities this presents and overcome the challenges it poses?

Aggressive mining and energy exploration and development combined with population growth and environmental uncertainties are the new realities for the country's traditionally isolated northern communities. For example, there is \$130 billion worth of mining investments projected over the next five years for Canada, most of it in the north.

"We have not seen this degree of growth since the 1950s. There is more exploration going on in Canada than in any other country in the world. The bottom line is that Canada is on everyone's radar," said Guy Ginter, who is currently working with the Moose Cree First Nation as the director of impact and

benefit agreement (De Beers) and is also on the board of Kimesskannemenow Corp., the company responsible for building the James Bay Winter Road.

At the same time, the population of remote northern communities is growing at 4-5% while the rest of Canada is growing at about 2%.

Such potential for business combined with population growth will place increasing demand on building the north's road infrastructure, traditionally comprised of winter roads and serviced by plane or ship. As Amar Chadha, director of the Manitoba Transportation Division with global engineering firm SNC-Lavalin pointed out, "There is a very clear message from northern communities: They are seeking all-weather roads."

Yet, building all-weather roads to remote northern communities is fraught with challenges. Roads need to be built on firm ground consisting of granular material or bedrock. Yet much of the north includes predominantly organic deposits, wetlands, fens, peat plateaus and permafrost. In fact, about one-sixth of the land is covered by lakes and rivers and building bridges is expensive work

– amounting to about \$12,000 per square metre, according to Chadha.

In many cases, road construction involves dealing with pristine nature areas with sensitive ecosystems. Roadwork is often done in winter to minimize the impact on the environment, which enjoys a very short growing season.

"These aspects of the environment have to be greatly respected in construction for the north," Chadha said.

Such considerations – plus lack of access and a shortage of a qualified workforce – make new roads very expensive to construct and maintain in the north.

Construction costs average about \$1.3 million per kilometre for a gravel road and maintenance costs are in the order of \$5,000/km per year. That's about double the cost it takes to build and maintain such roads in southern Canada.

And global warming is raising other concerns. Melting is causing the soil to move, affecting the stability of engineered structures.

"It's a major engineering challenge. We have to take the long-term impact of global warming into account," Chadha said.

The winter of 2011/2012 was Canada's third warmest since we started keeping such records in 1948 and the northern part of the country is feeling the impact of global warming the most, according to Dr. Danny Blair, associate dean of science at the University of Winnipeg, and the conference's luncheon speaker.

Ginter gave examples of winter roads becoming unusable within a couple of days due to sudden spring warming.

Mike Sorobey, vice-president of logistics, The North West Company, sees the impact of climate change as a huge hindrance to northern development and believes "a lot of money" will have to be spent just to maintain the existing infrastructure.

All these factors make for a long development process for building roads in northern communities – from the initial drafting of government policy to feasibility studies, environmental assessments and producing a detailed design.

"You could be looking anywhere from 10-15 years before building a road. You can understand the frustration from people wondering why the road is not being built," Chadha acknowledged.

With so many challenges, building all-weather roads may not be the best option for the north. But John Spacek, assistant deputy minister, Manitoba Infrastructure and Transportation, challenged conference attendees to think of roads in a broader context. Roads, he said, provide mobility and access to the rest of Canada for remote communities. They are what is needed to bring more goods, better communication technologies and energy options.

"Transportation is key to socio-economic well-being," he emphasized. □

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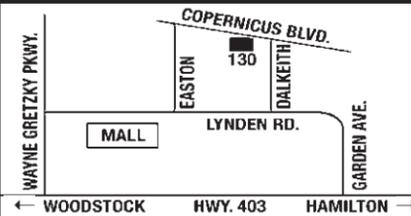
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FLEET NEWS

Challenger rebrands Lodwick, Cam Hiltz Trucking divisions

CAMBRIDGE, Ont. – The Challenger Group has announced it has rebranded Lodwick Transport and Cam Hiltz Trucking.

Beginning March 1, Lodwick has been renamed Challenger Climate and Cam Hiltz Trucking was named Challenger Bulk. The company said the rebranding “reinforces a more cohesive public image as the Challenger Group of Companies.”

Last year, Challenger refreshed its corporate logos, transitioning to a sleeker, more modern design.

The rebranding provides “a fresh new name and renewed focus to be more in line with the other members of the Challenger family, and to be a one-stop shop for the shipping public,” said Geoff Topping, general manager of Challenger Climate and Challenger Bulk. “Challenger Climate will continue to operate climate-controlled trailers, offering customers the ability to transport their goods fresh, frozen, or heated, and Challenger Bulk will specialize in moving bulk commodities, primarily in the waste management and recycling industries at this time.”

Challenger is also bringing staff from the two divisions into its Cambridge headquarters. □

Purolator honours Ayr Motor Express

WOODSTOCK, N.B. – Ayr Motor Express has been named Purolator’s 2012 Long-haul Carrier of the Year. The award is based on a carrier’s on-time performance, peak season performance and customer service.

Carriers are also evaluated on “carrier fitness,” which includes fuel efficiency, security, contingency plans, and safety and standards performance.

In 2012, Ayr moved more than 2,600 loads on behalf of Purolator.

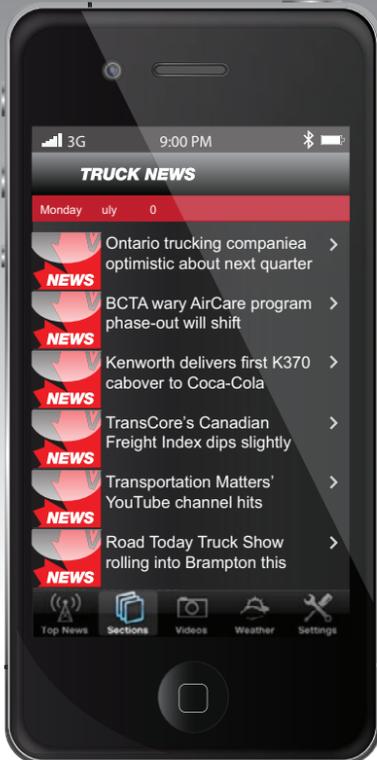
“At Ayr Motor, we are very intent on meeting our customer service levels and are very serious about our business,” says Ayr president, Joe Keenan. “We work harder and the result is a strong partnership such as the one we have with Purolator.” □

Bison wins Walmart award

MISSISSAUGA, Ont. – Bison Transport has been recognized by Walmart Canada as its Overall Store Delivery Carrier of the Year for the second year in a row. Bison was presented with the award at the annual Walmart Canada Carrier Awards banquet.

The award is based on on-time performance, commitment to excellence, innovative approach, and customer service. Bison’s on-time performance for Walmart Canada in 2012 was in excess of 99%, successfully delivering more than 50,000 shipments. □

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FLEET NEWS

Canadian fleets win top TCA safety awards

By Lou Smyrlis
LAS VEGAS, Nev. – Canadian carriers pulled off a clean sweep of the top National Safety Awards presented at The Truckload Carriers Association (TCA) conference.

The 2012 grand prize winners of TCA's coveted National Fleet Safety Awards are Brian Kurtz Trucking of Breslau, Ont., and Bison Transport of Winnipeg, Man.

The 37th annual awards, sponsored by Great West Casualty Company, were presented March 5 during TCA's Annual Convention held at the Wynn Las Vegas.

Brian Kurtz Trucking, represented by Brian Kurtz, president, won the award for truckload companies in the small carrier division (total annual mileage of less than 25 million miles), while Bison Transport, represented by Rob Penner, execu-

tive vice-president and COO, won for truckload companies in the large carrier division (total annual mileage of 25 million or more miles).

"Safety doesn't just happen by chance – it takes a lot of hard work. It also requires a group effort," said Chris Burruss, TCA's president. "From the senior leadership to the administrative support personnel, to the safety directors and the drivers themselves – the entire team from both Brian Kurtz Trucking and Bison Transport should be commended...you are the safest fleets in North America!"

Brian Kurtz Trucking was also recently named a TCA Best Fleet to Drive For, an honour that stems from driver nominations and general overall satisfaction with a carrier.

Kurtz's safety management program creates responsibility for and



CANADIAN CLUB: From left, Bison's Rob Penner and Garth Pitzel are pictured with Brian Kurtz Trucking's Brian and Trevor Kurtz after receiving their awards.

involvement in safety initiatives at all levels, from the president to every employee. It only hires potential drivers who have two years of verifiable cross-border driving and can pass high-standard behavioural and situation-based interviews, among other criteria. Through a new online system, drivers receive customized training that addresses individual needs while allowing for self-paced learning.

According to Brian Kurtz Trucking's grand prize application, "Our mission is to be the best, to constantly set the bar a bit higher, to be the fleet that others set their standards to."

Bison Transport runs a top-notch safety program with high standards. It provides a supportive and appropriate structure, while focusing on hazard awareness and the establish-

ment of safe processes and actions. Over the last three years, its total accidents per million miles has decreased 23%, while its overall accident, insurance, and claims cost has been reduced by more than \$1.1 million.

Bison has created an enviable corporate culture that utilizes the mantra "You're safe with me." This brand reminds employees about the company's safety values and raises awareness about the importance of their actions.

According to Bison Transport's grand prize application, "Being the safest fleet in North America comes as a result of each person doing their very best to provide safe and reliable transportation services. It is a reflection of who we are and how we work together." □



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A culture of wellness the secret behind Erb's weight loss success

By Adam Ledlow

NEW HAMBURG, Ont. – The scales have been tipped in Erb Transport's favour, with the New Hamburg, Ont.-based firm winning the company portion of the Truckload Carriers Association's (TCA) second annual Trucking's Weight Loss Showdown.

The competition, managed by Lindora Clinic, got underway in September and pitted teams of drivers and staff from six carriers against each other to see which individual and company could achieve the greatest percentages of weight loss.

The team from Erb Transport lost a total collective weight of 315 lbs, going from 2,594 lbs to 2,279 lbs – a 12.1% drop in the team's combined weight.

Carolyn Vokes Reibeling, human resources assistant at Erb Transport and coordinator for Team Erb during the competition, said interest in participating was so great that the company had to draw names to select the six drivers and non-driver staff that eventually took part.

"When we gave a phone call to the people to say, 'Hey, you're on the team,' they were very excited," she told *Truck News* at Erb's Baden, Ont. terminal, noting that about two dozen other staffers opted to participate alongside the chosen team of 12.

Over a 10-week period, participants followed the Lean for Life program, which is based on a moderate-carbohydrate, low-fat, moderate-protein menu plan coupled with exercise, nutrition education, and lifestyle changes. The competitors received weekly phone calls from Lindora's coaches, who educated them on nutrition and behavioural changes, helped boost their morale, supported them through their personal challenges, and recorded their weight loss.

"Plus, we got the support from our local HR people, with Carolyn giving e-mails on a regular basis," said David Stocker, a regional driver and member of Team Erb who lost about 40 lbs during the competition. "It just made you feel part of a team. It gave you the motivation. And that was, I think, a big part of it – just to keep you motivated."

"I called drivers on the road, and just said, 'Hey, how's it going? Anything I can do to help you?' and just let them know that we, as a group, are very proud of them and their efforts," Vokes Reibeling said.

Stocker said eating less, but regularly, helped to prevent hunger-caused overeating, while changing his on-road habits helped him find time to exercise.

"It's harder because you've got to be behind the wheel for 10, 11 hours a day," he said, "but one of the things they suggested is when you get to the truck station, park in the far corner (and) do the walk."

Stocker noted that meal planning also goes a long way and recommends bringing foods like tuna and protein bars on the road, to help avoid the fast food that's so prevalent at rest stops.

"Getting the big burger and something deep-fried – that's probably 99% of the problem right there. You're sitting all the time anyway and now you're adding to that with high-fat, high-carb meals. Basically, you're a heart attack waiting to happen," he told *Truck News*.

For besting the other competing teams, Erb received a \$12,000 prize donated by TravelCenters of America/Petro, which Erb officials say will go towards allowing staff to re-enter the weight-loss program. Vokes Reibeling says Erb staff have been impressed by how "doable" members of Team Erb have made their new healthier choices seem.

"There's a heightened awareness that it's doable, that physical activity can be incorporated in their day," she said of Erb employees. "There's a lot more people going out and walking and choosing healthier eating habits."

"We are very proud of Team Erb for their accomplishments. Not only have they changed their own lives, but they have motivated others at the company to make lifestyle changes," said Wendell Erb, president of Erb Transport.

Creating a culture of wellness

Though it was Erb's first year involved in the TCA Weight Loss Showdown, Erb management have been promoting a culture of health and wellness at the company for the past five or six years, according to David Dietrich, vice-president of human resources at Erb.

"Unfortunately, drivers have challenges eating well while they're on the road, don't often have the opportunity to exercise, there are fatigue issues, there's stress issues, so we thought that we wanted to do something to help our employees and, particularly, our drivers," Dietrich said.

"Part of the impetus for the program, as well, was our chairman and founder Vernon Erb sustained a heart attack, unfortunately, about six years ago," Dietrich added.

During Vernon Erb's rehabilitation program at St. Mary's, a local cardiac hospital, he worked with the hospital to form a health-related partnership, creating an educational program for employees consisting of 11 modules, including information on how the heart works, cholesterol, diabetes, nutritious eating, exercise, etc.

The company's health and wellness initiatives have snowballed from there, including an incentive-based, company-wide fitness challenge, and have even earned Erb a pair of awards from the Region of Waterloo (silver, and most recently, gold) as part of its healthy workplace program.

Dietrich says it's "absolutely critical" for trucking companies to play an active role in their employees' health and wellness.

"Number one, we care very much about our team members, our drivers and our team members in general," he said. "But as well, the trucking industry is having a crisis in terms of recruiting and getting new people to enter the industry. We need to make sure we take care of the drivers that we have and that they're able to stay in their chosen careers as long as they'd like and not have health issues that prevent that." □

– To view a video about Erb's weight-loss competition win and its culture of health and wellness, watch 'Erb pulls its weight at Trucknews.com/videos.

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FACTORING

Factoring into the decision

Invoice factoring provides fast cash to desperate – and not so desperate – trucking companies

By James Menzies
TORONTO, Ont. – Generating consistent cash flow is one of the greatest challenges facing small fleets or start-ups, which has given rise to the prominence of invoice factoring.

With margins in the trucking industry so thin, the idea of selling invoices to a third-party at less than face value for immediate cash is unpalatable to some. However, for fleets looking to finance new equipment or even put diesel in the tanks while waiting on slow payers, the service can be a lifeline.

Ian Mitchell, business development manager with Riviera Finance sees a mix of customers; some short-term and others long-term, some in financial duress and others growing their business to the next level.

Small trucking firms who haul freight for the big box retailers are among the most frequent customers, Mitchell notes: “Small trucking companies that may be shipping for bigger companies, like Target or Walmart. They have their processes as far as issuing payment, and that creates a lag. It might be 45-50 days before they issue payment and that’s where small to medium-sized trucking companies welcome

us in the door, because they’re getting their money right off the bat as opposed to waiting those 50 days.”

Some groundwork must be done before a carrier can expect to receive payment for its invoices within a 24-hour window. The carrier’s debtors must first be approved and verified by the factoring company and this can take weeks for a first-time client. Once the process has

toring providers take on the risk themselves and as such, generally charge a higher rate.

“One thing to be wary of, is a lot of times those recourse companies will offer lower rates,” Mitchell warns. “But just be mindful of that, because if you’re a start-up company and one company doesn’t pay you, you could be stuck holding a bill for \$3,000 and that can be critical as far as moving forward with your business.”

Non-recourse factoring companies may be more selective about the invoices they accept.

“We like the ones that are quick payers, but sometimes it doesn’t make sense for the trucking com-

pany to factor that invoice,” Mitchell says. “But, it’s not necessarily the ones who take forever (to pay); we do have limitations. We like to look at invoices between 30-60 days. We’ll look at some that are 90, but don’t want to look at much beyond that, otherwise it’s a risk for us.”

Mitchell admits that some trucking companies that turn to invoice factoring are desperate, but adds others are just looking to free up cash to buy trucks and build their businesses. Often, he says, factoring companies must say a bittersweet goodbye to customers who’ve become so successful, they no longer require an invoice factoring service.

“It’s a little bittersweet, when we hear from a customer who we’ve helped grow their business, maybe helped somebody through a rough patch or helped them get off the ground and they get to a point where they don’t need us anymore,” Mitchell says. “It’s really nice to hear that story.”

The rates charged by factoring companies vary, depending on volume and other variables. When shopping around, Mitchell suggests asking the provider if there are any administrative or other charges in addition to the base rate.

Asked if trucking companies’ customers get annoyed when contacted by a third party looking for payment, Mitchell said there’s usually the opposite effect, because invoice factoring providers have standardized payment processes in place that are easy to use and in some cases, actually reduce payment cycle times.

Certainly, hanging on to every cent you charge your customer for services provided is the best case scenario, but there are times when fast cash is needed. When choosing an invoice factoring company, shop around, compare rates but also ask what’s included in the rate – and just as importantly, what’s not. □

‘If you’re a start-up company and one company doesn’t pay you, you could be stuck holding a bill for \$3,000 and that can be critical as far as moving forward with your business.’

Ian Mitchell, Riviera Finance

been set up, it’s easier with future transactions, Mitchell explains. In many cases, carriers can receive payment within 24 hours of submitting an invoice.

Trucking companies looking to pursue this option should be aware there are two different types of invoice factoring: recourse and non-recourse. Providers of recourse factoring can charge back the invoice to the trucking company if it goes unpaid. Non-recourse fac-

toring providers take on the risk themselves and as such, generally charge a higher rate.

Mitchell admits that some trucking companies that turn to invoice factoring are desperate, but adds others are just looking to free up

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CARGO SECUREMENT

Confusion by design

Are you confused about cargo securement rules for flatdecks? It doesn't help that some suppliers want you to be.

By James Menzies

TORONTO, Ont. – Cargo securement regulations are difficult enough to interpret and stay current with. What's worse is when some suppliers to the industry make matters even more complicated, adding to the confusion rather than providing clarity about the laws that govern their products' use.

Take for example the application of a Working Load Limit (WLL) to a rubber tarp tie-down. This sends the message to customers that the tie-down can be used as a primary securement device and that this particular brand of tie-down is superior, because it carries a WLL. Not so, contend makers of industry-leading cargo securement products.

"This continues to be an issue and the cause of a great deal of confusion," said Brian Larocque, managing director with Ancra Canada. "Partly to blame are the companies who distribute these products, and really do not understand the problem they are creating by promoting tarp ties with

tice seems to have spread to chains, with some suppliers now selling aftermarket tags they say can be added to chains, giving them a WLL.

"For any information to be valid, it needs to be there from the manufacturer, not a mail order catalogue," Larocque warned. "Even the addition of these tags by the manufacturers is still open for debate, and so far none of the traditional cargo securement manufacturers and designers have added them. It is pretty much a similar situation as the WLL on tarp ties; create some fear and misconceptions and some companies will use it to sell product. Enforcement in North America has repeatedly said they will accept the grade marking on the chains as per the standards. If fleets and owner/operators are relying on an add-on, aftermarket tag to get them out of a fine, they could be mistaken."

Even the markings on chains can be cause for confusion. Boomer said some suppliers are now etching the grade on every second link, which isn't required by law and adds cost to

'Products made from either rubber or EPDM are completely unsuitable to be used as a primary tie-down.'

Brian Larocque, Ancra

a WLL on them... These companies will do what they feel is necessary to make a sale, and to do so they twist the legislation and the interpretation and represent them as facts. No one holds them accountable for it, so they are allowed to get away with it."

This is also a thorn in the side of Allan Boomer, sales team leader for Kinedyne in Canada.

"There are two suppliers that have rated them now and so people are still trying to use it as a tie-down, and it was never intended for that," Boomer said.

Contributing to the confusion are enforcement officers who, in some instances, are charging drivers for using these devices for primary securement, but using language that indicates they are being charged with using a tie-down without a WLL. This contributes to the belief that tie-downs can be used as primary securement devices as long as they carry a WLL.

"It is easier to tell the driver they are issuing a fine for a lack of a WLL instead of educating the driver that rubber or EPDM tarp ties should never be used as a tie-down," Larocque explained. "From our perspective, products made from either rubber or EPDM are completely unsuitable to be used as a primary tie-down. There is far too much stretch and give in a rubber or EPDM tarp tie, and therefore it does not meet the performance criteria set out in NSC10."

Companies like Ancra and Kinedyne have been unable to deter competitors from attaching WLLs to tie-downs, because, as Boomer said, "they're selling."

In fact, Larocque noted the prac-

the product with no real benefit – except for the supplier that can convince customers it's required, and increase their sales through the spread of misinformation.

"One trend we're seeing a lot of, and it's almost becoming an epidemic, is a misunderstanding on how chains are supposed to be marked," Boomer said. "The legislation states you have to have the grade on it every foot, and we had one company who came out and put it on every other link. A couple companies are saying that's what the rule is. It's extremely costly to put that on every other link, so people are paying for something they really don't need."

Part of the problem within the cargo control industry is that there is little adherence to industry standards, and a steady influx of new providers, most of whom don't manufacture their own products. Boomer said most suppliers actually broker product, sourcing parts (ie. webbing and hardware) from wherever in the world they can get it cheapest – often China. This leads to what Boomer describes as the "China fade", explained this way: "The first product you'll get is fantastic, but they'll look at how they can still make this product, make it acceptable, but save some money. So the product quality starts to fade and it's not what you originally started with."

When choosing cargo securement products, Boomer suggested inspecting the webbing for a tight weave. This will prevent road grime from getting between the threads and causing the strap to wear prematurely. He also advised against choosing straps with ex-

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cess stitching, as extra, unnecessary holes will increase the likelihood of webbing failures.

Larocque is heartened to see more fleets and owner/operators investing in quality product.

“Every day, more fleets and owner/operators are investing in premium products to extend the service life of their straps and reduce long-term costs,” he said. “The dangers and consequences (of not doing so), range from fines and CSA issues with enforcement to lost and damaged cargo, to a potentially serious accident.”

Larocque suggested fleets and O/Os invest in newer, more abrasion-resistant straps to extend the life of the products and reduce costs.

Once the investment in quality straps has been made, Larocque said operators should inspect them for wear regularly, “from an enforcement point of view, every time they use them,” he said. He also said operators should be

checking straps to ensure the WLL tag is in place or stenciled on the strap and that chains carry the proper grade markings. They should also look for excessive wear in the webbing/chain or hardware, which could lead to failure. Also, Larocque suggested removing the straps from the winches when not in use, to reduce their exposure to UV rays and the elements. Boomer added drivers should pull over after traveling 400 metres to ensure the load is still secure.

“With chains and straps, after 400 metres re-check the tension on it because it’s going to become a little bit loose as things settle in,” Boomer advised, adding, “That’s not being done.”

Perhaps the most important advice, however, is to always err on the side of caution when securing loads.

“There is nothing wrong with adding one or two more straps or chains to a load, as added insurance,” Larocque advised. □

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INDUSTRY

Distracted driving 102

The surprising realities of turning left

Distracted driving is the cause of more collisions, accidents and near misses than can be accurately tabulated. For fleet operators, there appears to be little they can do other than continue to drive home the associated risks and encourage their drivers to focus attention at all times when they are behind the wheel.

But these days we have come to accept – and even insist – that our vehicles, whether trucks or cars, come equipped with many devices that can be at the root of the distraction menace. Take a look around the cockpit of your own car – while it's warming up, not while driving please – and you will quickly see what the experts are talking about.

The multi-unit CD player, the

Private Links

BRUCE RICHARDS



radio, the iPod interface, the Bluetooth connection, and hopefully not, the smartphone without Bluetooth, are just a few of the devices that come with most vehicles. Then there is the ever-present travel mug, and the fast food lunch that needs to be consumed on the go because time is so short. Each of these in their turn diverts our attention and distracts us from the principal duty we have when driving – paying attention to the road.

And yes – from time to time, I'm among the guilty.

In mid-2011, the Motor Carrier Safety Task Force of the Canadian Council of Motor Transport Administrators (CCMTA) released a study entitled *Addressing Human Factors in the Motor Carrier Industry* and the report makes an interesting read. The report addresses a number of factors. I won't try to list them all, but a principal concern is what the study calls 'recognition errors.' These mainly relate to inattention caused either by fatigue or distraction. Mitigation of these recognition errors is a key component in reducing collisions or accidents, according to the study. It states that although drivers recognize when they are overtired, there is still a tendency to continue driving, to fight the fatigue.

So knowledge of fatigue factors alone is not enough. We also need strategies that drivers can use that will positively influence the decision

on whether to continue driving or stop for a rest. The CCMTA report dealt specifically with commercial drivers, but much of it could, in my view, apply equally to the automobile driver (like the dad driving 24 hours straight to get the family to Florida for a winter vacation).

For the commercial driver, the decision to continue driving when fatigue has set in is often influenced by scheduling, customer demands, the manner in which the driver is paid, or simply a wish to get home. Any one of these can override the will to pull over for a rest.

The report contains quite a lengthy list of recommendations on how to address the subject of fatigue and these should be understood by fleet managers and incorporated into any driver training program. However, it may not be enough to simply impart knowledge of the risks of driving while fatigued, or to teach fatigue management strategies if the fleet's scheduling or other factors preclude the driver using that knowledge to good effect.

But there may yet be more to decision-making in certain situations.

A new report on distracted driving led by Dr. Tom Schweizer of St. Michael's Hospital in Toronto was recently published in the journal *Frontiers in Human Neuroscience*. This report suggests that making a left-hand turn at a busy intersection may be the most dangerous manoeuvre any of us face in driving.

As reported in the *Toronto Star*, statistics indicate that the most serious accidents occur when left turns are being made at busy intersections, and things get worse when the driver is distracted by a telephone conversation or a conversation with a passenger. Apparently making a left-hand turn occupies much more brain activity than driving straight or even making a right-hand turn. The evidence of this was developed through testing of experienced drivers using a simulator while they were wearing headphones.

For the study, drivers had to make a decision on when to turn left safely at a busy intersection while at the same time answering questions delivered through the headphones.

This situation could approximate making that decision while having a conversation with a passenger, talking on the phone, or possibly even while being engaged with one of the many other distractions referred to earlier.

To cut through the medical terminology, when a driver is in this left turn and distracted situation, something happens in the brain's decision-making sector and it's not good. As Dr. Schweizer sums it up, "Hands-free isn't brains-free."

PMTC will be presenting a seminar on the human factors involved in road safety during our annual conference in June and it promises to be more than a little interesting.

In the meantime, we all need to reinforce with our people the risks inherent in distracted driving – and cutting back on left-hand turns may not be a bad idea. □

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B-Zero: National biodiesel mandate fails to achieve objectives

Remember the “national” biodiesel mandate; how it was supposed to reduce greenhouse gas emissions and create new opportunities for farmers and rural communities even though the government’s own Regulatory Impact Analysis Statement showed the requirement for an average 2% bio-fuel content requirement for all diesel fuel sold in Canada would result in a net cost of about \$2.4 billion over the next 25 years with only an incremental reduction (a mere one megatonne of CO₂ per year) in GHG?

We sure do, considering how CTA fought for protection for the consumer – i.e., truckers, to ensure the fuel would work in our vehicles’ engines; that our warranties would not be nullified if the stuff messed up our engines; and, that it would not increase fuel costs. Our demands were reasonable: regulated fuel quality standards and a 5% cap on the biofuel content. (B5 is the level currently tolerated in most heavy truck warranties). In the end, the economic interests of farmers and biofuel feedstock producers prevailed over those of the consumer.

In fairness, things had been relatively quiet during the mandate’s first 18 months. There were few complaints about filters gumming up, supply shortages, etc. Then again, the winter of 2012 had been relatively mild and the provinces east of Ontario were exempt.

With the onset of 2013, a government press release announced amendments to the regulations to permanently rescind the inclusion of home heating oil (no doubt due to the impact on price) and to extend the Maritime exemption by another six months. This prompted us to want to find out how things were really going.

Discussions with refiners indicated they were managing to meet the 2% average by selling higher bio-content diesel in the warmer months in regions of the country and conversely by selling biodiesel with lower or no biofuel content at all at colder temperatures. Moreover, biodiesel of greater than B5 is only being sold where a customer (i.e., a bus company in Vancouver) demands it.

And, almost all the biodiesel sold in Canada is imported, from countries like Indonesia. That’s because the refiners want a higher-quality, more advanced form of biodiesel (hydrogenation-derived diesel or HDRD) than is produced in Canada. HDRD is less costly in terms of the infrastructure required, performs better in cold weather and is readily available elsewhere.

We also reviewed an August 2012 evaluation from the federal Natural Resources department (NRCan) of the government’s biofuels initiatives. It confirms what we heard from the refiners and more.

According to NRCan, from 2004-2011, the government sank \$537 million into biofuel subsidies – 96% to support plant expansion and production incentives. Notwithstanding, “many funded recipients appear not yet to have achieved operations that can be sustained without the incentives, a continued need exists for (subsidies) until 2016-2017 when the program ends.” By then the total amount of the subsidy is expected to total \$1.2 billion. Moreover, as of December 2011, only 25% (123 million litres) of the Decem-



Industry Issues

DAVID BRADLEY

ber 2012 biodiesel production target (500 million litres) had been met. Only three of the 14 existing biodiesel facilities were producing at levels near capacity and “almost 59% of built production capacity was idle.” Some biodiesel plants had already closed down or were mothballed. According to NRCan, the “long-term outcome of creating a competitive renewable fuels sector remains to be realized and, given the numerous external factors influencing the sector, it is unknown how the industry will respond when the incentives cease in 2016-17.”

As of now, “the available evidence suggests that biodiesel has less promis-

ing prospects for achieving profitability compared to ethanol.”

The report also confirms, “refiner preferences for a more advanced form of biodiesel, hydrogenation-derived renewable diesel, which is not currently produced in Canada, and which is being imported to meet the regulatory requirements.”

It concedes there are “questions about first generation biofuels as a cost-effective means to reduce GHG emissions” and “beyond the requirements of federal and provincial regulations, there is uncertainty as to future export potential for biofuels.” As for HDRD production in Canada, the report says “additional research to investigate the technical and financial feasibility of domestic production.” In other words, don’t hold your breath.

Despite this, the renewable fuels industry continues to push for more subsidies and even higher levels of biofuel

content at both the federal and provincial levels. Adding more provincial mandates on top of the federal one would limit the ability for refiners to “average” between regions depending on climate, pushing biofuel content levels above those acceptable under current warranties.

NRCan doesn’t rule out further subsidies after the current program comes to an end. This is a policy we can ill afford. We’d be much better off if they would concentrate on increasing the penetration of GHG-reducing technologies into the heavy truck fleet and incenting investment in alternative fuel vehicles like LNG trucks and hybrids if it truly wishes to promote Canadian innovation and GHG reduction. □

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

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OPINION

A film worth watching

As we all know, this industry has witnessed an incredible evolution in engine technology over the past decade. Granted, many of us went into this period of environmental responsibility kicking and screaming.

After all, who wanted to be forced into doling out more cash for something that worked well (for less) in the past? Thankfully, that investment into our kids' futures has had a handsome return in reducing our emissions footprint.

Speaking of our kids' futures, I had an opportunity recently to attend an advance showing of the film *Revolution*. I'm not sure the name does the film justice, since I thought I'd be watching a young Che Guevara riding triumphantly into Havana in early 1959. Wrong.

This film is about the evolution of life, and more importantly, what needs to be done to save it. Rob Stewart, the filmmaker of this documentary is no stranger to the environmental movement. His first film, *Sharkwater*, helped educate the public as to the mass slaughter of sharks for body parts.

Shark fin soup is now illegal in 65 countries, and a lot of credit should go to the exposure (not to mention the awards) this film garnered.

As far as I'm concerned, each of us is entitled to our own opinion. You may believe that the world is one big bowl of cherries, that global warming is all in our heads and the environment can sustain decades

Publisher's Comment

ROB WILKINS



more of continued abuse.

My advice, before you allow the wind to blow you to either side of the environmental fence, is to go and see this film. It's being released at Cineplex theatres across the country on April 12.

Make your mind up for yourself. It will provide you with an opportunity to see how good old Mother Nature is getting along these days. You may not like what you see, but hiding our collective heads in the sand isn't going to make the problems she's currently dealing with disappear any time soon.

I also encourage the younger generation to take in this film. Oh sure, they won't be seeing any cool car chases or graphic wizardry, but this hopefully will help them avoid the same mistakes we've made.

I will say this: Some of the high-definition underwater scenes are worth the price of admission on their own. They are stunning.

Hopefully in the future, a theatre won't be the only place you'll be able to see these images. □

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

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HEALTH

Putting your best foot forward can help prevent plantar fasciitis

When you first step out of your rig after a long drive, do you ever feel a stabbing pain in your heel? If so, you may have plantar fasciitis.

What causes plantar fasciitis? When your plantar fascia, the ligament on the bottom of your foot that connects your heel bone to your toes, is strained, it becomes weak, irritated and painful, and affects the collagen fibers connecting the ligament to the heel.

Although plantar fasciitis usually affects just one foot, it can occur in both feet at the same time. Typically, the bottom of the foot is acutely painful when you take your first step in the morning. Even though the pain may subside as you continue walking on that foot, after sitting for a while and then walking again during the day, the pain is even more noticeable. Standing still for long periods can exacerbate the condition and the simple



act of climbing stairs can be especially excruciating.

The plantar fascia plays an important role in walking and jumping. Acting as a shock-absorbing bowstring, it supports the arch in your foot. Too much tension on the bowstring may cause small tears, leading to irritation and/or inflammation: plantar fasciitis.

A number of factors increase your risk of developing this condition. The first is age. Plantar fasciitis is more common in middle-aged people. However, younger people who spend a lot of time on their feet may also be affected: athletes, long-distance runners, ballerinas, and soldiers.

As well, women are more prone to plantar fasciitis, perhaps due to their fashionable shoe styles. Regularly wearing high heels can cause the Achilles tendon to contract and shorten, causing extra strain on the heel. However, men can be affected too. Any footwear that is loose or thin-soled, or does not have enough arch support or padding to cushion your step may contribute to developing this condition.

In addition, carrying excess weight puts extra strain on these foot ligaments, especially for 'hard walkers' whose step falls directly on the heel.

Also, certain occupations increase your risk. Jobs, like truck driving, that require sitting for long periods of time and then jumping or walking without the opportunity to first stretch or warm up your muscles can strain your foot ligaments. Other jobs that require workers to stand on hard, flat

surfaces for extended periods of time, like factory workers and teachers, can damage your feet.

Tight calf muscles have also been directly linked to experiencing plantar fasciitis because this tightness causes a continual over-stretching of the plantar fascia, which leads to thickening and bruising of the ligament.

Heredity, too, may play a role. People who are flat-footed, who have high arches or excessive pronation (feet that naturally roll inward), often walk with an unusual gait to compensate and maintain their balance. These conditions affect the way body weight is distributed when the person stands or walks and put extra stress on foot ligaments.

The pain associated with plantar fasciitis is similar to many other foot-related conditions, so it's important to see a doctor for a proper diagnosis.

To prepare for your appointment, make a list of the types of physical activities you participate in and when your foot hurts the most.

During the examination, your doctor will probably note your reflexes, muscle strength, muscle coordination and balance while walking. A foot X-ray may be ordered to rule out a stress fracture, bone spur, or other bone-related conditions.

Once plantar fasciitis has been diagnosed, your treatment plan may include some of the following recommendations:

Rest your foot frequently during the day to allow the fascia ligaments to regenerate.

Take painkillers (ibuprofen, Advil or naproxen) or apply ice to manage pain.

Stretch your ligaments, which will be painful, to help your foot regain strength.

Upgrade your footwear to include shoes with good cushioning and arch support to maintain appropriate foot alignment and prevent further injury.

Wear night splints to stretch the ligaments to prevent contraction of the ligaments during this extended period of inactivity.

Wear a heel cup, cushioned shoe inserts, or felt pad in the heel area for extra shock-absorbency. Use custom orthotics, if necessary.

In severe cases, steroid shots into the heel or foot surgery may be needed.

Although the above non-surgical treatments almost always reduce the pain, several months of treatment may be required before your notice an improvement. Even though most people feel better within nine months, some still need surgery.

To avoid plantar fasciitis altogether, here are a few tips.

Make sure your ankle, Achilles tendon, and calf muscles maintain their flexibility through regular movement.

Maintain a healthy weight to avoid stressing the ligament.

Feed your connective tissue with a well-balanced diet. Keep your ligaments well-hydrated by drinking enough water.

Always try to put your best foot forward by taking the above steps. □

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

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Dealing with septic arthritis

This month, I am going to cover a fairly rare condition called septic arthritis. Although it is rare, I recently saw a case in my practice. Septic arthritis is essentially an infection in a joint. The joint may become infected by an organism that travels through the bloodstream or may be directly introduced into the joint by a puncture injury such as stepping on a nail.

Research has shown that infants and seniors are more likely than the rest of the population to develop septic arthritis. In addition, the knees and hips are the most commonly affected joints, but the reason for this is still unclear.

Septic arthritis is a very serious condition that progresses quickly. In a short period of time, this condition can severely and permanently damage the cartilage and bone within a joint. As such, it is important to seek medical attention if you suspect a joint has developed septic arthritis.

The symptoms of septic arthritis are fairly easy to recognize. Most affected joints will be red, warm and swollen. The level of pain will increase as the inflammation and infection progresses. Some patients may experience a fever as well.

The distinguishing factor of septic arthritis is the sudden onset of the above symptoms in the absence of a specific action, movement or injury.

The cause of septic arthritis varies from person to person. It can be caused by bacterial, viral or fungal infections. However, the most common cause is a bacterial infection with a Staphylococcus aureus bacteria. The reason for this is that the type of bacteria is usually found on normal, healthy skin.

The most common cause of septic arthritis is an infection spreading from another location in the body such as the respiratory tract or urinary tract through the bloodstream and settling in a joint. Direct infection through a puncture wound, injection site or surgery are much less common routes of infection.

Once the infection has spread to a joint, it tends to attack the lining of the joint first, then moves into the bones. As the infection progresses, the build-up of inflammation may increase the pressure in the joint as well as reduce the blood flow, both of which may contribute to joint damage.

People who have existing joint conditions such as osteoarthritis, rheumatoid arthritis and gout may be at greater risk. Also, a weak or compromised immune systems may put you at a higher risk of developing septic arthritis.

If your doctor suspects septic arthritis, he or she may perform a joint fluid analysis.

This procedure involves taking a small sample of the fluid within the affected joint through a needle. Laboratory testing of the joint fluid will be able to identify the specific organism causing the infection. This will allow your doctor to better treat the infection. Blood tests may be also used to check for the presence of infection in the bloodstream. Finally, imaging tests such as X-ray, CT and MRI may be used to assess the level of joint damage.

The treatment of septic arthritis is fairly consistent. Most doctors agree that joint drainage and antibiotic medi-



cations are the best form of treatment. Fluid drainage can be performed by different methods. The most common include through a needle, arthroscopy or open surgery. The antibiotic medication will be selected to combat the specific organism that is causing the infection. The good news is that if caught early, septic arthritis is a very treatable condition. Therefore, it is important to seek medical attention as soon as possible. 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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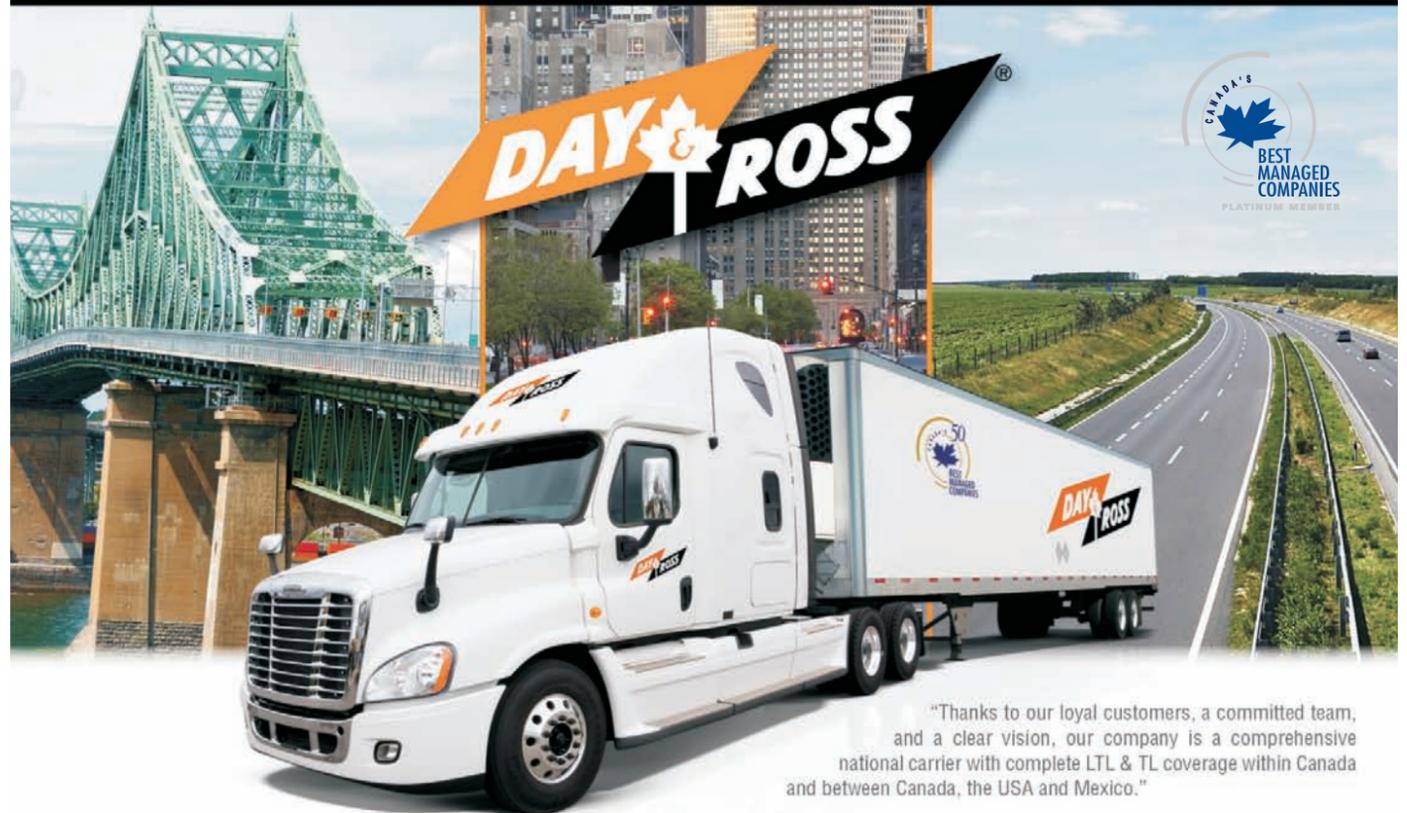
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OVER THE ROAD

Don't set sights too high when striving for better health

Last month I introduced you to my personal doctrine that has improved my health and quality of life on the road. This personal wellness program has three principles: First you have to answer the question, 'Do I really want to change'? If you answer yes then you should move forward and identify your own personal desires, passions, and ambitions that make up that lifelong aspiration for change.

I talked about this last month. The second principle is to develop a flexible plan; I'll address that this month. And the third principle is to develop a support network.

The trick I have learned over the years is not to set my sights too high. I've learned that all my short-term goals are subject to change and need to adapt to the constant changes that occur in a trucker's daily life. This is the essence of a flexible plan. The last thing you want to do is to add even more stress to an already stressful life.

My first goal was to quit smoking on my 40th birthday. I viewed this as a birthday present to myself. After multiple attempts over the years, I finally got that monkey off my back. I promised myself that first year that I wasn't going to worry about what I ate and I wasn't going to start a high-



Over the Road

AL GOODHALL

intensity exercise program. I focused on quitting smoking and didn't worry about the rest. I did have a second goal on that birthday morning and that was to be in the best shape of my life by the time I reached my 50th birthday. I didn't know how I was going to reach that goal exactly, but I had 10 years to figure it out. That's definitely not setting your sights too high.

Six months in, I felt I had the smoking habit beat. I'd been packing on some weight but I had given myself the freedom to not worry about that, hadn't I?

But if I could beat the smoking habit, I could control my diet, couldn't I? I started to think about what I was eating and how much.

Nine months in, I bought a calorie-counting program for my PDA (before the era of smartphones) and started tracking what I ate. I wasn't dieting, I was just eager to establish some new goals when I reached my one-year non-smoking anniversary. Success was building my self-confidence in reaching the 10-year goal I'd set. I still had nine years left and I

was on a roll. But then I hit a big obstacle.

Changing my eating habits was far more difficult than quitting smoking. I never have to smoke again but I have to eat every day and I love food.

It looked so easy on paper when I input my weight loss goals into a software application. But that application doesn't account for the deep emotional ties I have to what I eat and why I eat it. Cutting my calorie intake down from over 3,000 calories a day to around 2,000 per day was a big shock. In our line of work, how do you lose weight and change eating habits you've developed over a lifetime without setting your sights too high?

I struggled with this problem for years. Calorie counting showed me that empty calories, fat, sugar, and salt were coming from the comfort foods that had become staples in my diet. Common sense told me I should be eliminating these foods and replacing them with healthier fare. But I depended on these foods to pass the time, to keep me awake, and to reward myself for the long hours I worked.

It was years before I came to accept that the short-term sensory pleasure I gained from these foods was the primary cause of my long-term suffering with obe-

sity. Not setting my sights too high when it came to weight loss and changing deeply ingrained eating habits was a long and difficult lesson to learn. I'm still learning.

What I eat is one factor in the weight loss equation; the other factor is exercise, not just to aid in weight loss but to improve my cardiac health and overall physical health at the same time.

How did I find the time to exercise in a trucker's day? Again I was faced with the challenge of not setting my sights too high, and constantly adapting to find the right mix.

I attained the goal of being in the best shape of my life by age 50, but it wasn't just because I had a flexible plan that adapted to my daily circumstance.

That plan is sandwiched between two powerful sources of motivation.

First is the passion, desire, and resolve to live a healthy life. Second was networks of support to get me through the daily grind. That's what I'll look at next month. □

- 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

It's up to each of us to break down trucker stereotypes

I quite often get told that I don't look like a truck driver. I used to think it was because of my youthful good looks, but even I have to accept that the years have taken their toll on me. So, I can only assume that it's because I don't fit the stereotype that truckers seem so keen to perpetuate.

My clean blue jeans, polo shirt and sneakers do make me stand out in a crowd of people that look like they live in the bush, yet it doesn't take any effort on my part – all I have to do is pluck a fresh shirt from the wardrobe along with clean undergarments when I get up in the morning and take a shower every other day at the least. I don't even have to shave every day, a five o'clock shadow doesn't make you look scruffy, as long as the rest of the picture is tidy.

It would also appear that I don't act like a truck driver either. I've often heard comments from dock staff and other drivers about how clean my cab is inside. Again, I don't put much effort into it, I just don't get it dirty in the first place.

I also drive with consideration towards other road users, which seems to be a thing of the past in far too many cases where truck drivers are concerned. I quite often see trucks parked in stupid places, usually when there is a Timmies nearby. Trucks are abandoned wherever they will fit, verges are torn up and usually filled with the debris from the previous Timmies visit.

Then there's the on-road behaviour: trucks running in the left lane through cities, often having a progressive shifting drag race with another loaded truck. All they succeed in doing is annoying everyone else on the road. Most four-wheelers are using their vehicle because it's faster than taking the bus or walking, but follow a couple of drag racing Super-Bs through a stretch with lots of stoplights and that may not be the case.

Now throw some weather into the mix and it all starts getting much worse. This winter I ran out west all season and I've witnessed some shocking behaviour. One time I was heading east out of Regina, it had been snowing all night, the roads were in good shape, but the left lane was covered with a few inches of powder. The wind was blowing from the north, so taking the left lane to pass was going to white-out the slower vehicle. I was aware of this, so when I approached a bunch of vehicles doing 100 km/h, I knocked it back a couple of clicks and stayed in line. I was travelling a little faster, but a few clicks wouldn't make much of a difference and, like I said, taking the left lane would white everyone out, so that dictated a slower speed than I would've liked.

As this was happening, the truck behind me kept getting closer and closer. It then tailgated me for a good while, one minute in my left mirror, the next in my right, so close to me that he couldn't position himself properly on the road. Then I saw his turn signal and he took the left lane and started to come alongside me. It was an Ontario truck, so limited to a few clicks faster than the speed everyone else on the road was doing, but that wasn't fast enough



for the driver – his truck would do 105 km/h and he was going to do 105 km/h whether it killed him, or anyone else for that matter.

Of course I was completely blinded as he got his truck in front of me. By the time I could see again, the half-tonne in front of me was consumed by the big white cloud and I had no idea where it was. I just could not see it and the reason why I couldn't soon became apparent – it was in the ditch. Totally blinded by the snow, the driver had lost all sense of positioning and drifted to the right. Luckily they got it back on the road, the wide open prairie

winds had blown most of the snow from the ditches.

The truck, which belonged to one of Canada's biggest carriers, carried on in the left lane and caused chaos as he slowly passed everybody. By the time he had got around the bunch that were previously nicely spaced out and cruising safely at 100 km/h, everyone was bunched up and doing 60 km/h at most. Nice one, driver, I hope that few seconds you saved were worth it.

Here's another story of white-out conditions: a friend recently let a driver go after he ended up in the median in a blizzard. It wasn't the incident itself that caused the guy to be fired, it was his recollection of events. In his words, he was driving down the freeway in a total white-out and couldn't see past the hood of the tractor unit. When he came upon a four-wheeler doing 40

km/h, he had to swerve to avoid it and that's how he ended up in the ditch, it was the four-wheeler's fault for going too slow.

Is it any wonder we are struggling to attract youngsters into our industry when public perception of truck drivers is based on incidents like those and the general feeling amongst people that deal with us on a regular basis is that we're a bunch of dirty, scruffy animals who fill the countryside with garbage when we're not trying to make people late for work or kill them with our bad driving? □

– 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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BONDED CARRIER

OPINION

The path of least resistance

February saw the release of yet another report on Canada's driver shortage. This one, *Understanding the Truck Driver Supply and Demand Gap and Its Implications for the Canadian Economy*, is meant to "quantify driver supply requirements and the resulting pressure the for-hire trucking industry will face to attract new drivers."

The report, produced by the Conference Board of Canada, made some startling pronouncements: Canada could experience a shortage of 25,000 to 33,000 for-hire truck drivers by 2020, disrupting not only the trucking industry, but the Canadian economy and ultimately affecting the well-being of consumers as well.

To anyone even tangentially associated with trucking, this is certainly not news. The industry has been citing "driver shortage" as a critical issue for decades. So why would the Canadian Trucking Alliance, who funded the Conference Board of Canada study, spend the big bucks to reaffirm what we all know anyway?

The answer goes back to the CTA's Blue Ribbon Task Force (BRTF) report on the driver shortage in trucking which was released last spring. That report was the first sign that there may be a shift in industry thinking about exactly whose problem the driver shortage is and what can be done about it.

As a first step, the BRTF recommended that industry quantify the driver shortage and forecast its impact on the Canadian economy, hence the Conference Board study. There need-

Voice of the O/O

JOANNE RITCHIE



ed to be, they reasoned, solid research that provided up-to-date facts and a credible forecast of the driver shortage that could be used to educate the public, government, shippers – and industry itself – on the severity of the issue.

The study does do that. The quantitative work is all there – census and Labour Force Survey data, demographics, supply and demand forecasting – and it will make an impressive lobbying tool when the industry goes knocking on someone else's door looking for help.

But the study is also supposed to form the basis for an *industry* call to action, which is the heart and soul of the BRTF report, and this is where I see a worrisome gap. The qualitative findings of the Conference Board report – derived from a survey of trucking industry executives and shippers – highlight the disparity between what the BRTF clearly shows the industry must do, and what industry leaders are actually prepared to do.

The BRTF pulled no punches. It boiled the root causes of the driver shortage down to four things: driver demographics, driver compensation, driver quality of life, and driver qualifications. Furthermore, it put the onus squarely on industry itself to take



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meaningful action to show all stakeholders – including drivers – that they are serious about coming to grips with these issues. Take driver demographics, one of the four root causes for a driver shortage that the BRTF identified. We can't underestimate the role demographics plays in recruiting and retaining drivers. The challenges of competing with every other industry for workers from a shrinking labour pool, and the inability of trucking to attract younger workers, are very real.

The BRTF says straight out that carriers need to put a greater effort into recruiting drivers from domestic sources by looking beyond the traditional "boy off the farm" recruit to non-traditional sources, including women, aboriginal people, personnel leaving military service, and workers laid off from jobs in other sectors. They also acknowledge the inescapable fact that Canada needs immigration to grow its workforce over the long term.

Yet, for all its in-depth examination of demographics, the Conference Board report ignores the possibility of recruiting more people from the domestic workforce and goes directly to immigration. They reiterate what they've been told by industry leaders; there is an important role for government to play in developing licensing standards that recognize truck driving as a skilled trade – for immigration purposes. Sadly, it glosses over the BRTF call to action for carriers to seek out a range of new recruiting pools and takes the path of least resistance, dropping the ball on someone else's doorstep.

The BRTF report also finally ac-

knowledged something the industry has been ignoring for years: workers will always go where they think they can get the best mix of compensation, quality of life, and training, and trucking's persistent disregard of these concerns makes the other three root causes of a driver shortage pretty easy to figure out.

The BRTF is also adamant that despite everything else, it is the carriers themselves who are ultimately responsible for their businesses and for ensuring that they are able to recruit and retain the people they need to do the work.

But when you hear what some of those industry leaders told Conference Board researchers, you've got to wonder if they've even read the BRTF report. Wage increases for drivers would result in higher prices for customers, which would not be tolerated. Changing the way trucking is done to attract folks who don't want the lifestyle that goes along with unscheduled, long-haul truckload operations is too costly. Training is good, but only if government can figure out a way to subsidize it. That kind of Neanderthal thinking drives me wild. The best we can hope for is that those carriers who are so resistant to shaking up the business model to suit the changing times and labour market preferences and realities aren't the same ones who will be taking the lead in developing an action plan to set recommendations of the BRTF in motion. □

– Joanne Ritchie is executive director of OBAC. E-mail her at jritchie@obac.ca or call 888-794-9990.



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SAFETY

Collision review committees can look much deeper than a single crash

Every crash site tells a story. Skid marks can be used to calculate vehicle speed, direction, and where the brakes were applied. Gouges in the road, when matched to damaged equipment, help determine the direction and force of impact. Something as simple as the colour of paint on a guard rail can show which vehicle bounced off the protective barrier.

Formal collision review committees dig even deeper than evidence like this – exploring the underlying causes of any crashes and recommending corrective actions.

That can be valuable insight for any fleet.

The make-up of these committees varies from one fleet to the next, but effective models tend to include a cross-section of experts including drivers, safety teams, operations personnel and mechanics.

Ask the Expert

KEVIN COLE



Regardless of the specific people who participate, the committees with no more than three to five members also tend to be particularly nimble, and avoid the scheduling conflicts that can emerge when trying to gather large groups together for regular meetings or special sessions to explore a significant crash.

Once at the table, each of the members examines an array of related evidence like an accident report, the nature of the load, and pages from logbooks. Each review can reflect everything from weather conditions to the layout of the

road, unusual traffic patterns, or the careless actions of other motorists. And, as that list suggests, the committee's reviews will rely on a comprehensive library of data.

Central to any review will be the accident reporting kits which drivers fill out at a crash scene. These formal checklists ensure that no detail is left behind, and come complete with diagrams of the accident scene. Those who equip cabs with small cameras will enjoy the added benefit of photos of any damage.

But there are other valuable sources of information beyond the collision itself to consider.

Insurers, for example, will be able to offer some insight of their own, pointing to a fleet's trends in similar types of collisions. Documents like driver files will go a step further, reflecting an em-

ployee's personal record and experience with specific pieces of equipment.

It is undoubtedly a longer list of information than might be needed to file an insurance claim or meet the needs of police investigations. But these reviews are looking to answer more than the questions of whether a driver was following the rules of the road at the time of the collision. They offer the details that can be compared against similar experiences, and help to establish related benchmarks.

After all, fleets can define a "preventable" collision differently than the police themselves. For example, some fleets dismiss animal strikes as a cost of doing business, while others do not.

And the deeper the committee can dig, the more effective the resulting strategies can be.

In one case, Northbridge Insurance found that more than 20% of a particular fleet's collisions involved drivers with less than six months of seniority. A similar spike was seen among those on the job with one to two years of experience. An obvious remedy there came in the form of defensive driving training for new hires. But the fleet's safety department also discovered that long-term employees were responsible for another spike in tracked collisions. This led to refresher courses for more experienced personnel.

Solutions may not be limited to training, either.

At first glance, a collection of drivers who back into the same obstacle may appear to need extra training in adjusting a mirror. A closer look at exactly where the collisions are happening might lead to changes in the path that trucks take through the site, the alignment of parking spaces, or the location of the obstacle itself.

Committees have been known to turn their attention to recruiting procedures as well, to ensure that the fleet is identifying high-risk drivers who are hiding in the mix. And those which monitor the timing of specific crashes may discover an unusual number of collisions at a specific time of day, or when hauling freight for a particular customer. Information like that may be used to reform dispatching procedures, or even influence the content of customer contracts.

It shows how information can be a powerful force – especially when the resulting recommendations are supported by a fleet's managers.

That's when lasting changes emerge and begin to deliver dividends for years to come. □

– This month's expert is Kevin Cole, risk services specialist. Kevin has served the trucking industry for more than 25 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 long standing 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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GREEN TRUCK SUMMIT

Interest in natural gas-powered trucks continues to grow

Meanwhile, interest in hybrids “waning,” OEM reps agree at Green Truck Summit

By James Menzies

INDIANAPOLIS, Ind. – North American truck sales may have slowed in the latter stages of 2012, but orders for natural gas trucks are bucking the trend.

Freightliner has 520 natural gas trucks on order already this year, while it sold 720 units last year and 2,000 natural gas-powered trucks over the last four years. Robert Carrick, sales manager, natural gas with Freightliner Trucks, told attendees at the Green Truck Summit that: “as a company, Daimler sees natural gas growing, not only in North America but globally.”

There was a heightened buzz about natural gas at this year’s Green Truck Summit, which precedes the NTEA Work Truck Show. OEM representatives who took part in a panel discussion called *OEM Perspectives on the Future of Clean Technologies*, all agreed that interest in hybrid-electric vehicles is waning, due largely to concerns over resale value and uncertainties about how to dispose of used battery packs in an environmentally-friendly manner.

Carrick said customers are showing “waning interest” in hybrids, which has been reflected in sales.

“We haven’t sold nearly what we did three or four years ago in the last two years,” Carrick said.

David Majors, vice-president of product development with International Truck, agreed, adding: “the maintenance cost of the hybrid system is more than diesel or natural gas, and with natural gas, you don’t have to worry about resale. As people look at the longer-term life and resale value and the second life of the vehicle, natural gas makes more sense to them.”

Asked if natural gas is a slam dunk for all manner of fleets, Carrick cautioned that it’s not a fit for everyone.

“There’s a reason that we’ve used diesel fuel for 100 years,” he said. “It’s very efficient and it’s readily available.”

Truckers wanting to use natural gas need to first ensure they have a reliable fuelling station capable of a fill rate of 8-10 gallons per minute. They should also research natural gas prices in their region before jumping in. Carrick said he’s seen natural gas selling for anywhere from 79 cents per gallon to \$3 per gallon.

“If you’re buying your fuel at \$3 per gallon, then why do it?” he asked. “Clean diesel will do a better job for you in the long run. If you are paying \$1.50-\$2 per gallon, you can save a lot of money and get a payback in one-and-a-half to three years. You have to analyze it very carefully.”

A natural gas fuelling network is quickly taking form, but it’s still in its infancy and restraining the growth of the natural gas truck market. Carrick said half the US truck fleet could switch to natural gas “tomorrow” if the fuelling network was

more established.

International’s Majors said fleets are generally seeking a payback of two years before committing to the higher up-front costs of purchasing natural gas-powered trucks.

The price of natural gas engines is coming down as their acceptance in the market increases, however Carrick said the tanks are still costly. What’s needed is more competition and increased innovation in tank design, panelists agreed.

Representatives on the panel also discussed the nuances of liquefied natural gas (LNG) and compressed natural gas (CNG). In the US, demand has been greater for CNG.

“We’re customer-focused and the

customer demand we’ve seen over the last four years is for CNG,” Carrick said. “A lot of that has been driven by the infrastructure, or lack of it, that LNG has. That’s going to get better. We have 550 LNG products running in the ports, and it’s a great fit in the ports where they have four fuelling stations within a 50-mile radius.”

Interest in LNG tractors is increasing, Carrick noted, as the highly anticipated Cummins ISX 12 G nears production.

Fleets that spec’ LNG trucks should be forewarned that the fuel will evaporate, or “boil off,” over time when parked. For that reason, it’s important to keep the trucks working, Carrick warned.

“The venting issue is confusing to a lot of people,” he explained. “If you’re driving the truck and fuelling every day and putting cold

fuel back in the tank, you’re never going to vent an ounce. If you park the truck for four or five days, the fuel will vent into the atmosphere and in four days to a week later, you’re out of fuel. For vocational products, you have to watch if you do park the truck for a week or two weeks, you do have a chance of running out of fuel.”

Frank Schneck, division engineering manager with Peterbilt, said fleets can minimize the boil-off effect by filling the trucks completely before parking.

“It may seem like reverse logic, but when you park the truck if you fill it full of fuel, you have a large mass of cold keeping it cold longer and it will go one or two weeks without starting to vent,” he explained. “If it’s three-quarters empty, it will start venting within days.” □

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GREEN TRUCK SUMMIT

DME, natural gas among the most promising future fuels

By James Menzies

INDIANAPOLIS, Ind. – For Chuck Diehl, fleet manager with Smith Dairy, the fuel of the future is natural gas. His company is transitioning its truck fleet to natural gas and has recently opened its first CNG retail station.

For Tony Greszler, vice-president of government and industry relations with Volvo, the customer will ultimately decide the fuel of the future, but dimethyl ether (DME) holds special promise.

The pair hosted a break-out session on future fuels during the Green Truck Summit.

Greszler said of all the future fuels being considered, DME has some unique attributes, which make it appealing. It can be derived from natural gas or biomass without some of the weaknesses associated with natural gas, such as its tendency to boil off in liquid form. Also, Greszler pointed out, natural gas, when vented, releases methane, which is a harmful global warming-causing pollutant. DME does not.

“The data out there is still sketchy,” he said of the true GHG impact of using natural gas as a fuel. “As we’re learning, there’s concern about methane emissions all along the extraction and distribution (of natural gas) that has a huge impact on its GHG signature.”

The amount of methane emitted in the extraction and consumption of natural gas is “starting to get a lot of scrutiny,” Greszler pointed out.

DME is a cleaner fuel that can be derived from a wide variety of fossil- and bio-based materials, natural gas being one of them. It’s easy to store and transport, liquefies at low pressure, doesn’t have any venting issues, boasts a high well-to-wheel efficiency and burns with diesel-like efficiency, Greszler explained. It creates no soot, eliminating the need for a particulate filter, is non-toxic, provides adequate power density for long hauls and has minimal global warming potential.

Also, Greszler added, there are a number of suppliers who say they can make the fuel at a low cost. What’s lacking is the trucks, though Volvo has 10 trucks running on DME in Sweden, which now have more than a million kilometres of experience and have been performing without any problems, Greszler explained.

For Diehl, natural gas was the most practical and immediate way of greening up his truck fleet’s environmental footprint. The process began with an environmental impact study, once all the obvious solutions had been deployed (trailer skirts, wide-base tires, idle-reduction, etc.)

As part of its lightweighting process, the second diesel tank had already been removed, so the limited range of natural gas wasn’t a huge deterrent. In researching natural gas, Diehl noticed that 67% of the cost of diesel is directly related to the cost of crude, whereas in natural gas, only 20% of the cost is attributed to the raw material. This led

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Diehl to believe there would be far less price volatility with natural gas.

Without a fuelling network near Smith Dairy's Orrville, Ohio home, the company set about opening its own CNG retail station, a process that took just 90 days from when it broke ground. Diehl admitted the company wasn't sure how much demand there'd be for CNG, aside from its own trucks, but surprisingly it now sells more gas to customers than it uses in its own fleet.

The transition to natural gas has not been without some unexpected surprises along the way. Diehl admitted he was disappointed he had to remove the waste oil heaters he installed in the shop just five years ago.

"Five years ago I looked great when we put them in, but not today," he said.

Smith Dairy is now expanding its natural gas-powered truck fleet, with four Freightliner and six Peterbilt dual-fuel trucks in the process of being ordered. These vehicles will be capable of pulling full 80,000-lb loads.

By 2030, Diehl said, the company hopes to be "diesel independent." Currently, Smith Dairy's commercial CNG station is retailing the fuel at \$1.95 per gallon, with an undisclosed profit built into the price. □

Going green is good business

By James Menzies

INDIANAPOLIS, Ind. – Within a decade, nobody will be talking about running a 'green fleet,' Lee Styslinger III, chairman and CEO of Altec said as keynote speaker at the Green Truck Summit. No, he wasn't suggesting that trucking companies will no longer be striving to reduce their environmental footprint. Instead, Styslinger was predicting that the industry as a whole will have gone so 'green,' that it will go without saying.

"I am confident that within the next decade, the term 'green fleet' will likely become just 'fleet.' Sustainability, efficiencies and a lower carbon footprint will be business as usual," he said to a crowd of about 600 fleet managers and industry suppliers. "It might be tempered by a slower than usual economic recovery and other external forces, but the idea of sustainability is here to stay."

Altec, which makes utility truck bodies and other equipment, can trace its own 'green' history back to WWII, when it began building bodies out of aluminum – not for the weight savings, but because steel was needed for the war effort. The company soon came to realize there were benefits in using the lightweight material, which was also more corrosion resistant than steel. Today, its aluminum bodies reduce weight by 10%, Styslinger said.

Styslinger's theme was that "green is good business."

"Sustainability, green business, whatever you choose to call it is not going away," he insisted. "It's here to stay and has become integral to good business practice, especially in resource-intensive industries like transportation."

He urged companies to align themselves with partners and suppliers that share their environmental objectives.

"For every dollar we've invested in making our business more efficient, we've seen a return," he said. "Rest assured, the benefits far outweigh the costs." □



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GREEN TRUCK SUMMIT

You like our Euro cargo vans? Then why the heart transplant?

By James Menzies
INDIANAPOLIS, Ind. – Tim Campbell, an automotive pundit from the UK, claims he foresaw the arrival of European-style cargo-carrying vans on North American shores.

Now that he's been proven right and they've arrived here, he is asking: "Why the heart transplant?"

An influx of new cargo-carrying vans in North America is a reality, but Campbell said during a diatribe at the Green Truck Summit that North Americans dropped the ball by insisting on gasoline engines.

"I see a helluva lot of vans here now," he said, after touring the Work Truck Show floor. "But for some reason, the heart gets taken out of them as they leave our shores for here."

Campbell criticized North American commercial vehicle buyers and manufacturers for replacing efficient diesel engines with gasoline counterparts. He then gave examples of just how costly a mistake this is.

One cargo van, imported from the UK, had its efficient 3L 177-hp diesel engine replaced with a 3.6L V6 gasoline engine with 280 hp, with a net

range loss of nearly 200 miles per fill-up. In another example, a 1.5L diesel was replaced with a 2L gas engine, providing a 68% loss in efficiency.

In yet another, a 1.8L diesel was replaced with a 2L gasoline engine when imported into North America, resulting in a 58% loss in efficiency.

'I see a helluva lot of vans here now. But for some reason, the heart gets taken out of them.'

Tim Campbell

"You tell me where the logic is," Campbell implored. Adding insult to injury, he pointed out the European diesels get 20% better torque while consuming less fuel.

His advice? "Go to the manufacturers and say 'Put out those European diesels, please,'" he advised. "What's stopping you?"

Campbell surmised the manufacturers feel North American consumers simply don't want the small European diesel engines in their cargo vans. But, consider this, he added: A fleet of 10 identical vans kept over a 10-year period – one fleet with diesel engines and the other with gas – would yield a \$53,000 difference in fuel consumption, with the diesel-powered fleet coming out on top.

"To me, it stacks up," said Campbell. □

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WORK TRUCK SHOW

Mack debuts Granite MHD 4x2 at Work Truck Show

By James Menzies
INDIANAPOLIS, Ind. – Mack’s iconic Granite has broken into the Class 7 market, in the form of a 4x2 Medium Heavy Duty (MHD) configuration, showcased for the first time at the NTEA Work Truck Show earlier this month.

The truck is aimed at customers looking for a rugged work truck that falls into the Class 7/baby 8 category. The Granite MHD was first introduced in a 6x4 configuration in 2011, but Curtis Dorwart, vocational marketing product manager, said customers frequently asked for a lighter-duty version of the truck.

“The MHD 4x2 offers a great option for customers needing a truck tough enough to manage their daily operations, but in a lighter weight configuration to increase their ROI,” Dorwart said.

Two Granite MHD 4x2s were displayed at the Work Truck Show: a light dump truck and a service truck. The truck comes with a Cummins ISL9 engine with 345 hp and torque of up to 1,150 lb.-ft.

The newest Granite offers a cost-effective option for customers looking to deploy a rugged Class 7 truck into snowplow, municipal, utility or dump applications for less cost than the full-sized Granite.

“What we usually see, is when things get soft, there’s more demand

for the lesser-priced trucks,” Dorwart told *Truck News* at the show. “Now that things are improving, we’re seeing some good, strong demand coming back for the heavy-duty side of our product. We think the MHD is a great addition to the overall Granite line, so we can get you on both sides of the economy. If things are really great, we have the full, big horsepower Granite, or if things are a little bit lighter on the chequebook side, we can fix you up with the Granite MHD.”

Like its bigger brother, the Granite MHD 4x2 comes with a galvanized steel cab, mounted on airbags and shocks for driver comfort. It’s available in four frame rail thicknesses ranging from 7-11 mm. It’s also available in an axle-forward or axle-back configuration.

New features built into the Granite are also offered in the MHD 4x2,



PUTTING THE ‘M’ IN MHD: This Granite MHD service truck was one of two 4x2s displayed at the Work Truck Show.

including a dead pedal foot rest, ambient floor lighting, an improved body builder console, and self-cancelling turn signals.

Dorwart said production on the

MHD 4x2 has already begun, and that Mack is “building them as fast as we’re taking orders.” The truck is currently available for order in Canada. □

Western Star introduces AWD 4700

INDIANAPOLIS, Ind. – Western Star has come out with an all-wheel drive version of its 4700 set-back axle truck.

The Western Star 4700SB AWD is suited for construction and utility applications requiring a lightweight truck with rugged, off-road traction, the company announced at the Work Truck Show.

The latest 4700 features a 110-inch BBC, which the company claims is the shortest in its class, and a 42-degree wheel cut for maneuverability on the job. It is also engineered with lightweight components, including a 16,000-lb front axle and 40,000-lb rears.

“We’re meeting our customers’ demands for a rugged, yet lightweight truck suited for the most challenging of job sites,” said Peter Schimunek, marketing segment manager, Western Star. “Our 4700SB AWD combines the best in performance, customization and durability in an affordable package. Complemented by Western Star’s roomy, comfortable interior, this truck is the ultimate workhorse.”

The truck is powered by a Cummins ISL engine with up to 380 hp and 1,300 lb.-ft. of torque, and comes with an Allison 3000 Series transmission. It can be ordered with a front or rear power take-off. □

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WORK TRUCK SHOW

Freightliner creates 'Framework' for truck equipment manufacturer support

INDIANAPOLIS, Ind. – Freightliner has introduced its Frameworks Truck Equipment Manufacturers program at the 2013 NTEA Work Truck Show this month.

The Frameworks program provides members a suite of services and tools geared toward vocational body builders, including online and on-site training, 3D chassis layouts, updated Freightliner body builder books, a dedicated chassis upfit hotline for truck equipment manufacturers, co-marketing opportunities, and financing packages through Daimler Truck Financial, including wholesale and retail end customer financing, according to Freightliner.

“The goal of the Frameworks package is to strengthen our partnership with truck equipment manufacturers, saving them time and most importantly money, ultimately resulting in savings seen by the end-users,” said Mary Aufdemberg, director of product marketing for Freightliner Trucks. “Freightliner Trucks will continue to provide truck equipment manufacturers innovative solutions like the Frameworks program to meet the requirements of their customers.”

The Frameworks program has different levels of membership featuring various benefits. For more information, contact a Freightliner vocational sales manager or e-mail frameworks@daimler.com. □



HERE, AT LAST: A 4x4 International TerraStar is now in production.

Navistar's 4x4 TerraStar enters production

INDIANAPOLIS, Ind. – Navistar announced at the Work Truck Show that its International TerraStar 4x4 commercial truck is now production-ready. The truck was first launched in 2010 in a 4x2 con-

figuration. It's a Class 4/5 vehicle, powered by a 300 hp, 6.8-litre V8 engine with 660 lb.-ft. of torque.

“The TerraStar is the smaller sibling to the DuraStar, the best selling medium-duty model throughout the past two decades, leveraging the same platform and commercial grade components,” said Jack Allen, Navistar's president, North American Truck and Parts. “The TerraStar shares the same rugged, durable and hardworking DNA, making it in a class unto itself. The TerraStar 4x4 will deliver additional commercial duty capability for a wide range of customer needs, including construction, utility, landscape, and other off-highway applications.”

Navistar says the TerraStar has 38% greater visibility and 30% more cab interior space than competitive models.

The company claims it is designed to last twice as long as vehicles from the pick-up truck platforms, thanks in part to huck-bolted cross-members and a commercial-duty Allison Optimized 1000 Series transmission and a gear-driven transfer case. □

Allison introduces hybrid system

INDIANAPOLIS, Ind. – Allison Transmission has introduced a fully automatic hybrid system for medium- and heavy-duty distribution, refuse and utility vehicles. The company unveiled the H 3000 system at the Work Truck Show.

“We're thrilled to bring Allison's world-renowned reliability, durability and technical expertise to a new hybrid product for our commercial truck and bus customers,” said Laurie Tuttle, vice-president of hybrid programs for Allison Transmission.

The system is based on Allison's 3000 Series transmission, which is matched with a motor-generator, power electronics and lithium-ion cell battery packs. The system captures energy during braking and uses it to help propel the vehicle and power auxiliary equipment. Allison says the use of its 3000 Series transmission ensures smooth, uninterrupted power is supplied to the wheels.

“We began pioneering hybrid technology in 1989 and, since 2003, have delivered more than 5,000 hybrid-propulsion systems for the transit bus market,” said Tuttle. “With the launch of the new H 3000, we'll now provide this technology for a much wider range of vehicles.”

Depending on application, Allison says fuel savings could total up to 25%. □

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Daimler looks to move the needle on truck efficiency

By Lou Smyrlis
CABO SAN LUCAS, Mexico – Halfway through the SuperTruck program, a partnership between the US government and truck OEMs aimed at moving the needle on truck innovation, Daimler Trucks North America (DTNA) has announced it has validated a 25% freight efficiency improvement in real-world testing conditions.

The company has completed Phase 1 of the SuperTruck program and feels that based on the results so far it should be able to get to the target of a 50% improvement in freight efficiency by the program's end in 2015, said TJ Reed, director of product strategy at a special press briefing here.

"We feel extremely good about where we are going," Reed said.

Sponsored by the Department of Energy (DOE) under the American Recovery and Reinvestment Act of 2009, DTNA and other project partners including national labs, universities and suppliers are examining opportunities that significantly improve freight efficiency, reduce fuel consumption and greenhouse gas emissions of Class 8 trucks.

DTNA is using its 2009 Cascadia model as its baseline for improvement comparisons. Reed said he expects about 30% of the targeted improvement in freight efficiency to come from enhancements to the tractor-trailer combination and the remaining 20% from the engine.

DTNA is focusing on a multitude of areas that impact freight efficiency, including aerodynamics, powertrain integration, weight reduction,

energy management, reduction of parasitic losses, electrification of components, and hybridization. To date, the program has worked through development and testing phases from computer modeling to component bench testing, and most recently, in vehicle validation.

"The validation of our results point mainly to improvements found in aerodynamics, smarter vehicle control systems and powertrain enhancements including hybridization," said Dr. Maik Ziegler, director of advanced engineering, DTNA. "The reduction of parasitic losses, rolling resistance and vehicle weight are other essential parameters, which are necessary to reach such an aggressive target."

Earlier in the day, Mark Lam-pert, senior vice-president of sales

and marketing, said advances in fuel economy are beyond the point of OEs being able to excite the market by introducing one or two things that can boost fuel performance by a percentage point or two.

"It's a race towards how many things can you package together to get a significant gain in fuel economy," he said. For example, by employing such a package, which includes everything from a modified air dam and hood and bumper fill to cooling enhancements and a windshield seal on its Cascadia Evolution, DTNA is able to get 10.76 mpg in testing and better than 9 mpg in road trials.

Reed also pointed out that some of the improvements realized under the program are helping fleets boost their operations right now.

Many of the concepts developed with the SuperTruck, such as an integrated powertrain, 6x2 optimization and enhanced aerodynamics have already been transferred to the market through recent introductions such as the Freightliner Cascadia Evolution, which delivers top fuel economy performance.

"These aren't just science projects. We are actually delivering value today," Reed said.

DTNA began work on the SuperTruck program in 2010 and is collaborating with Detroit Diesel Corporation and other partners to meet the program objectives by 2015. DTNA is now producing the concept SuperTruck vehicle that will be the next phase of total system testing. □

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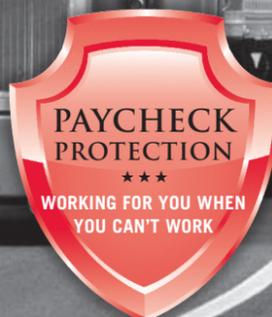
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Bridgestone adds four SmartWay retreads

NASHVILLE, Tenn. – Bridgestone has added four more retreads to its SmartWay-verified line-up, giving it a total of seven, which is more than any other retread manufacturer, the company announced.

The most recent retreads to be submitted are currently in the process of being verified by the EPA SmartWay program.

"At Bridgestone Commercial Solutions, we are responding to evolving market needs with tire solutions that not only are smart for business, but are also smart for the earth," said Bert Jones, manager, product marketing, TBR, retread and OTR, Bridgestone Commercial Solutions. "Having seven retread product offerings that surpass SmartWay requirements is just one more way we are meeting customer needs and truly sets us apart in the industry."

There are currently three Bandag retread tires that have been SmartWay-certified: the B710 FuelTech; B197 FuelTech; and B135 FuelTech. The most recently submitted retreads include the FCR Trailer FuelTech, FuelTech Trailer, FuelTech Drive and B835 FuelTech. □



DEALER OF THE YEAR: Expressway Trucks dealer principal Scott Lawson (middle) receives the 2012 Canada Dealer of the Year award from (left) Terry Billings, Volvo Trucks vice-president, business development and (right) Göran Nyberg, president, Volvo Trucks North American Sales and Marketing.

Expressway named Volvo Dealer of the Year for second time in three years

WATERLOO, Ont. – Expressway Trucks has been named Volvo’s 2012 Canadian Dealer of the Year.

The annual award recognizes overall accomplishments and performance, with section criteria including: performance in new truck and parts sales; growth in market share; penetration of Volvo engines; customer satisfaction; and investment in facilities.

Dealer Principal Scott Lawson bought Expressway Trucks of Waterloo in 1999. It’s located off Hwy. 401 at exit 268, and offers new and used truck sales, an extensive parts inven-

tory and 24 service bays. Lawson also runs a second Expressway Trucks in Windsor, Ont.

This is the second time in three years that Expressway has won top Canadian honours from Volvo.

“It’s an honour to recognize the accomplishments of Scott Lawson and his team at Expressway Trucks,” said Göran Nyberg, president, Volvo Trucks North American Sales and Marketing. “Expressway is dedicated to excellence in both sales and service, and continues to represent the Volvo brand in an outstanding way.” □

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OEM/DEALER NEWS

DTNA looks to bolster export market, boost vocational share

By Lou Smyrlis
CABO SAN LUCAS, Mexico – Looking for better ways to deal with the cyclicity of the NAFTA market, Daimler Trucks North America (DTNA) has launched an international market growth strategy that calls for significant increases in sales and market share gains in overseas markets.

The new strategy, dubbed Vision 15,000, calls for sales outside of DTNA's NAFTA territory of 15,000 units. The approach brings recently launched internationally-focused DTNA products to new markets in

the Middle East and Africa, and extends existing regional programs in Australia, Latin America and South

export of heavy-duty trucks from North America.

“With a robust international busi-

ness, we can help mitigate the inevitable cycles of the North American commercial vehicle market. This initiative to manage cyclical-ity is also a primary strategic goal of Daimler Trucks globally under the Global Excellence initiative,” explained Mark Lampert, senior vice-president, sales and marketing for DTNA during a press conference here in Cabo San Lucas.

DTNA's largest current international markets include Australia, New Zealand, South Africa, Chile, Peru and Colombia. Freightliner and Western Star-brand trucks are also sold in numerous countries in Latin America, Africa, the Middle East and the Asia-Pacific regions. In each of these areas, DTNA is enhancing its distribution network and brands to prepare for further growth.

In addition, the company is eyeing further market entries in Asia and Africa where Freightliner and Western Star vehicles fit local operating requirements. Daimler says Vision 15,000 is deriving significant momentum from new vehicle launches. The company is now launching the Freightliner Coronado 114 for the Australia market. DTNA has also introduced a new version of its flagship international truck, the Freightliner Argosy, in key international markets. The new Argosy, a heavy-duty cabover truck and tractor, is now being sold in Australia, South Africa and New Zealand.

To support its global strategies, DTNA is also building up its international organization. The company has invested in an internal resource increase and has closely aligned engineering, product development, training, quality and product planning to leverage the company's global optimization

strategy. Meanwhile, the NAFTA market actually shrank in 2012 in comparison to 2011 when considering orders for Class 8 trucks. In 2011 there were 305,759 orders placed whereas orders came in at 229,427 in 2012, a 25% drop. The start of 2013 continued the downward trend with 22,191 orders placed in January (before February's strong totals).

Still Lampert remains cautiously optimistic about 2013 which he calls “far from dead.”

“The first quarter is going to be the hardest quarter and it will be up from there to about 10% up or down from 2012,” he said.

In addition to relying more on international sales to ride out the cyclicity of the NAFTA truck market, Lampert said DTNA is looking to increase its already market-leading share of the NAFTA market. Its share of Class 8 sales was up 1.9% last year in NAFTA, 2.5% in the US and 0.3% in Mexico.

“And we hit it out of the park in January in the US with 44.6% share, an all-time high,” Lampert added, although he acknowledged a market share lead of such magnitude is not likely to be retained.

Eyes on vocational market

Meanwhile, in the US and Canada, DTNA remains committed to growing its market share in the vocational market despite the fact its efforts to date have not led to a leadership position, says David Hames, general managers of marketing and strategy for DTNA.

Since deciding to make a play for the lucrative vocational market a few years ago, DTNA has been able to gain the leading market share in the food and beverage and also the refuse side of the business in Canada and the US but when it comes to the utility, government and construction markets, International still reigns as the market leader while Kenworth has the lead in specialized hauling.

“We've woken up the competition and we've grown even though we haven't achieved a leadership position,” Hames said. “But now that we've got (the competitors') attention, this is where it gets interesting. We've got a target on our back now.” □

‘The first quarter is going to be the hardest quarter and it will be up from there to about 10% up or down from 2012.’

Mark Lampert, DTNA

Africa. DTNA already exports approximately 10,000 vehicles annually, and is the industry leader in the

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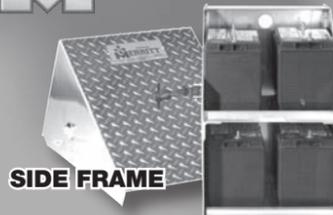
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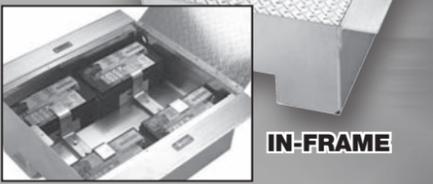
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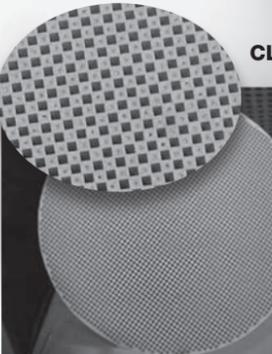
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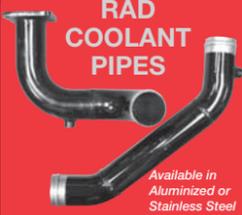


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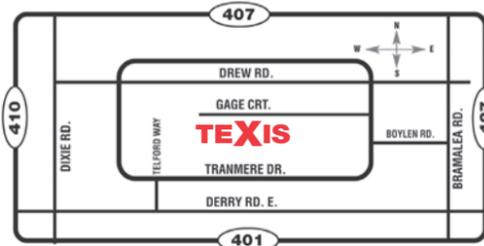


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February's Class 8 orders reach highest levels in 12 months: ACT

COLUMBUS, Ind. – North American heavy-duty Class 8 preliminary net orders for February rose both month-over-month and year-over-year, narrowly besting October 2012 to reach their highest reading since January 2012, while medium-duty orders exhibited strong growth, according to the latest figures from ACT Research.

The final numbers, which will be released mid-March, will approach 23,300 units for heavy-duty Class 8 and 16,400 for medium-duty Classes 5-7 vehicles and trucks. The preliminary net order numbers are typically accurate to within 5% of actual, according to ACT officials.

“With Class 8 build in February below 20,000 units, backlogs should rise once again,” said Kenny Vieth, president and senior analyst at ACT Research. “On a seasonally adjusted basis, February's Class 8 net orders were 22,900 units, in a dead heat for the best reading in the past year. Medium-duty orders easily outpaced both January 2013 and February 2012. February's volume was up 13% versus last year. Similar to the Class 8 market, Classes 5-7 net orders above February's build expectations suggests backlogs are likely to have moved higher.” □



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NEW PRODUCTS

Eaton unveils new manual transmission design, providing fuel and weight savings

By James Menzies
KALAMAZOO, Mich. - Eaton has announced a new 10-speed manual transmission that could save fleets up to 1.9% in fuel consumption.

The Eaton Fuller Advantage (FA) Series transmission offers several benefits over today's FR model, including reduced weight, increased efficiency and longer service intervals.

Jeff Walker, global product manager for manual transmissions with Eaton, said the enhancements are enabled by a new precision lubrication system, which "allows us to put the right amount of oil, where we need it."

This has allowed Eaton to eliminate the wet sump design and the associated oil-churning losses. It also gen-

erates less heat; so much so that the transmission oil cooler is no longer required. The use of aluminum parts has shaved about 35 lbs from the transmission while eliminating the cooler has cut another 40 lbs, providing 75 lbs in total weight savings.

"We think every pound of that matters today, as it translates to better fuel economy or larger payloads," Walker said.

The potential fuel savings of 1.9% were validated through third-party laboratory testing and in field-testing with a major fleet, Walker said.

"Those fuel savings can have significant bottom line benefits for our customers," he added.

Other enhancements include a sight glass to allow operators to more easily inspect oil levels, and oil level sensors on the transmission, which the OEMs can connect to their in-vehicle notification systems, provid-

ing the driver with instantaneous information on oil levels.

"These enhancements lower the total cost of operation," Walker said.

The FA Series transmission will initially be approved for linehaul applications in a 10-speed configuration, beginning in August 2013. The same enhancements will be rolled out to Eaton's UltraShift Plus automated transmission line in the first quarter of next year.

Like the FR Series, the FA will be serviceable by any OE dealership and it will be backed by the same five-year/750,000-mile warranty.

The Fuller Advantage Series manual won't replace any current offerings. It will likely be priced at a slight premium, but Eaton noted the truck OEMs

will ultimately determine pricing.

"We've designed our most sophisticated lubrication system ever on this transmission and I think it will particularly appeal to fleets that really value fuel savings and who really track and monitor closely their total life-cycle costs," Walker said.

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Encapsulated upper coupler could extend trailer life, reduce rollovers

By James Menzies
GREENSBURG, Ind. – A rollover involving one of his tanker trucks has prompted an Indiana-based entrepreneur to design an upper coupler that promises to improve safety and extend trailer life.

Elvin Knollman runs a small tanker fleet out of Greensburg, Ind., hauling fuel throughout the Midwest. In 2008, one of his tractor-trailers was involved in a low-speed rollover, which was initially blamed on his driver. Witnesses said the truck was travelling slowly when it flipped over, prompting Knollman to question the initial conclusion that driver error was to blame.

The trailer had recently been inspected and was thought to be in good repair. However, Knollman's investigation revealed the rollover was caused by a faulty upper coupler, which was badly corroded on the inside. Eventually, the shop that conducted the inspection was forced to pay the majority of the clean-up costs, but having seen the damage that can result from a corroded upper coupler, Knollman set to work developing a solution.

The result is his encapsulated upper coupler, marketed by his new company LGM Coupler.

"Because the upper coupler is sitting under the trailer, people don't know how to inspect it," Knollman said in a recent interview with *Truck News*. "Here in the northern states, we have such a corrosion issue with magnesium chloride and calcium chloride; the life-expectancy of an upper coupler isn't very long. I'm in the tanker industry, so naturally I wanted to figure out how to fix this issue."

Generally, upper couplers are stitch-welded and have drainage holes that allow corrosive de-icing agents to enter. Grease can then seal the holes, trapping the corrosive chemicals inside the coupler. This causes the upper coupler to rust from the inside out, and the damage can't be seen through a visual inspection.

Knollman's design features air passages between the channels, which can be inspected using air pressure. He shoots 15 psi of air through a valve up into the framework and then inspects it for leaks. When no air leaks are detected, he then encapsulates the upper coupler to prevent chemicals from getting inside. But first, he injects glycerin or anti-freeze to ensure condensation doesn't form. Some of Knollman's designs include a cover plate that fits over top the entire upper coupler. This area is also filled with lubricant so that the exterior of the upper coupler itself is protected from corrosion.

Knollman began working on the design of his encapsulated upper coupler about four years ago.

"Then the economy tanked, and that really threw things back," he said. "But in a way, it made things better, because I've been able to make a better design that's lighter weight."

Knollman has since developed a universal upper coupler that can fit any slot hole design, for compatibility with a wide range of trailer manufacturers. He has reduced his product line from 19 models down to six, mak-



INTERIOR INSPECTION: A technician uses compressed air to check the upper coupler for leaks.

ing it more feasible for trailer shops to carry the product.

One model features an integrated replaceable king pin, "so you have a lot less cost when king pins wear out."

When ordered on a new tanker trailer, the encapsulated upper coupler with replaceable king pin could last up to 30 years, whereas today's designs often need to be replaced after seven to 10 years of use, Knollman pointed out.

"This is going to change the industry," he said. "And it should eventually, I hope, change the way that manufacturers build trailers – not only tankers, but flatbeds and vans."

While Knollman has just begun marketing his encapsulated upper coupler, there are already about 200 units in the field today. Interest from trailer manufacturers and dealers has been high, but Knollman also sees enormous potential in the aftermarket, particularly with tanker trailers, which have a longer life-cycle than vans and flatbeds. One major courier company is looking at the system as a way to potentially extend the life of its van trailers beyond their current 13-year replacement cycle, with many of those trailers scrapped due to upper coupler failure.

"It's an expensive thing to replace, so a lot of times they just scrap the trailer," Knollman said.

Knollman's biggest breakthrough came late last year, when tank manufacturer The Mueller Company announced it was making the LGM encapsulated upper coupler standard equipment on its new line of trailers. Mueller has traditionally been a manufacturer of stainless steel tanks, and recently expanded to include tank trailer manufacturing. Mueller said it feels the LGM upper coupler gives it "a leg up on our competition, by incorporating a component that adds a new dimension in inspection and corrosion control to the upper coupler."

For all the potential the encapsulated upper coupler has for reducing accidents and extending trailer life, it's not an expensive system. The cost is about US\$150 for a standard OEM model or \$400 for the fully encapsulated design with replaceable king pin. Knollman acknowledges it adds some weight to the trailer, due to the cover plate and lubricant. The weight increase in van trailers is limited to the weight of the lubricant, since the trailer floor eliminates the need for the cover plate. For more information, visit www.lgmcoupler.com. □

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NEW PRODUCTS



Shaw Tracking has launched a new **Driver Scorecard** feature that converts fuel economy performance into actionable reports. The Driver Scorecard has been released as a bonus feature that can be used along with Performance Monitoring, the company announced. Performance Monitoring generates metrics, while the user-friendly Driver Scorecard measures driver performance based on pre-defined industry-standard key performance indicators, such as revenue dollars, revenue miles, fuel efficiency and driving habits. That data is then presented in charts and graphs, which can be easily interpreted by management. The KPIs can be customized by the individual fleet. With real-time feedback, the Driver Scorecard can help quickly identify performance-related issues that are impacting the business and in turn help improve the efficiencies and productivity of the fleet to better serve their customers, the company added. For more info, visit www.shawtracking.ca.

PeopleNet has introduced what it claims is a first-of-its-kind **trailer tracking** solution, with an on-board computing provider that requires no additional trailer hardware. PeopleNet made the announcement at the Truckload Carriers Association's annual convention. Once connected to the tractor, the trailer's unique serial number is sent to the PeopleNet system, which in turn creates location-based hook and drop events for the trailer. Event information is stored, including the date/time, location, vehicle and trailer odometer reading. Odometer readings, in particular, provide a history that enables accurate usage-based maintenance. For more info, visit www.peoplenetonline.com.



Utility Trailer has introduced a new **aerodynamic side skirt** design: its Utility Side Skirt 120A-4. The design is US EPA SmartWay-verified to achieve greater than 5% fuel savings and can be used in combination with low rolling resistance tires on Utility trailers to achieve CARB (California Air Resources Board) compliance for California operations, the company has announced. The company says the new design is engineered to provide greater ground clearance to reduce impact damage. The skirt can flex both inward and outward for improved durability. It's now available on new Utility trailers and as a retrofit installation kit.

Blue Tree Systems has announced its R:COM **temperature management system** has been approved for both one-way and now two-way communication with all DataTrak-equipped Carrier Transcold transport refrigeration units operating in

North America. The R:COM System can connect to and remotely control all Carrier single and multi-temp truck and trailer refrigeration units using microprocessor control systems dating to 1996, according to the company. The approval provides customers with Carrier Transcold units remote control functionality for their units, including the ability to change set-points, clear alarm codes, and perform pre-trips, according to Blue Tree Systems officials.

Sustainable Aerodynamic Concepts has introduced a new **Aerosmart trailer skirt**, which has been SmartWay-approved. The skirts are made from material taken from scrapped semi-trailers and manufactured by US military veterans. The company says its repurposed aluminum skirts are produced at a low cost, with the savings passed on to customers. Features include aluminum sheet construction, a three-panel design for easy repairs, and a six-inch flexible and durable rubber edge for improved durability. For more info, visit www.saconcepts.org.



BettsHD has introduced Total Installation Kits for its most popular **truck fenders**. Each kit is a single, easy to order part number for single axle, half and full tandem axle applications, the company announced. The kit includes two fenders with vibration-absorbing rubber insulators to prolong life, along with the brackets and hardware required for installation. For more info, visit www.BettsHD.com.



Ryder System is now offering **extended warranty plans** in Canada for its Ryder Road Ready pre-owned vehicles. The extended warranty programs provide immediate, comprehensive powertrain and emissions component coverage up to 36 months or 1.6 million kilometres for pre-owned Ryder Road Ready vehicles. The warranty plans cover all manufacturers, as well as diesel particulate filters, exhaust gas recirculation valves, injectors, water pumps, turbochargers, transmission and rear axles, the company says. In Canada, Ryder Road Ready vehicle purchases include a 30-day, powertrain coverage. The new extended warranty offers customers the option to extend coverage beyond the 30-day standard protection.

Kenworth and Paccar Financial have introduced an **extended engine warranty program** available to customers who purchase new Kenworth T680s equipped with Paccar MX-13 engines and finance through Paccar Financial. Under the program, Kenworth customers can receive a three-year/400,000-mile comprehensive and aftertreatment extended warranty for the Paccar MX-13 when ordered with the Kenworth T680. □



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Mark Dalton: Owner/Operator

Like a lamb to slaughter

By Edo van Belkom

THE STORY SO FAR...

Mark has put the accident in Ontario behind him and delivered a load of snowmobile parts to Vancouver. Bud gives him a load of livestock from B.C. to Quebec, and a return load back to B.C., to be driven in a convoy with two other drivers...

The farm Bud sent Mark to was about two-and-a-half hours northeast of Vancouver. It was a large operation in the heart of a long valley where it was surrounded by farms growing all manner of fruits and vegetables, and raising everything from goats to horses, hogs to cattle. The sign for Fraser Farms was a simple wooden one, the letters roughly carved into four horizontal planks set up on a pair of 4x4 posts. Mark couldn't see the farm from the road because the entrance road seemed to wend its way around a large hill, behind which the farm was no doubt situated.

Mark slowed Mother Load, then gently eased her off the highway onto the wide and level gravel driveway. After a couple of minutes he was around the hill and the farm suddenly stretched out before him, a large modern farmhouse set in the middle of a valley with pastures on hillsides all around.

Although he was city-bred, Mark was able to make out pastures populated by cattle and horses, as well as a complex of large pens that probably housed hundreds, if not thousands of hogs.

As he neared the farmhouse, Mark slowed to a crawl. The roadway forked before him and Mark knew that if there were two choices he could make about which way to go, it was almost certain he'd pick the wrong one.

Thankfully, a farmhand came out to greet him and ran up to the truck as if there was no time to lose.

Mark rolled down his window.

"Hi there," the man said.

"Hello," Mark said. "My name's Mark."

"Mark who?"

Mark was caught off-guard a moment, then said, "Did Bud tell you to say that?"

"What? No. We've got two drivers named Mark coming in. I need to know which one you are so I can send you to the right place."

"Oh." Of course, thought Mark. Sometimes people just need to know who you are. "Dalton. Mark Dalton."

"You're going that way," he said, pointing to the fork that went off to the left. "And you're just in time. They're loading right now and they want to get going within the hour."

"Right," Mark said, rolling up his window and putting Mother Load into gear. If they were in a hurry to get underway, he wasn't going to be the one to hold them back.

He followed the road a short ways and came upon a big barn with a large loading dock made of timbers that was connected to a series of pens by a long wooden ramp. Three trailers were backed up to the loading dock, two of them already hooked up to tractors. Mark pulled up in front of the last trailer and backed Mother Load into place.

"You Mark Dalton?" a man asked as he got out of his truck to hook the trailer.

"Yes sir," Mark said.

"I'm Karl Gibson and I'll be lead driver." They shook hands. "Get yourself hooked up, then we'll talk."

Mark nodded and got to work. He made a quick inspection of the trailer and was pleased to see that all the hoses looked new and the rubber on the gladhands had recently been replaced. Even the landing gear cranked up smoothly. Inside, the trailer looked clean, with walls that appeared to have been scrubbed and the straw on the floor smelled as if it had been harvested that morning.

"Nice," he said under his breath.

Minutes later he joined Karl, and another driver who had a nametag on his shirt that read "Jerome." They were standing off to the side, watching the trailers being loaded.

"You ever drive livestock before?" Karl asked. Mark thought about saying something smart, or lying about his experience, but he knew it wouldn't be long before he was found out. Honesty would be the best way to go. "No, not at all."

"But you've been driving a long time, right?"

"Practically all my life."

Karl nodded, seemingly satisfied, but said nothing more.

"So, how does this work?" Mark asked.

"What do you mean?"

"Well, it doesn't make sense to drive



Illustration by Glenn McEvoy

these animals all the way to Quebec when there are already plenty of livestock farms in Quebec. Ontario, too, for that matter. Why do they need beef from B.C. in Quebec?"

Karl shook his head. "You're confusing these animals with animals for slaughter."

"Ah," Mark said. "That must be it."

"The trip from feed to slaughterhouse is a trip that's only six or so hours," Karl continued. "Sometimes it's even shorter, like within Ontario an animal can go from the farm to the slaughterhouse is less than two hours. You can even go from Ontario to Pennsylvania in less than eight hours."

"Right."

"And if we were moving beef, we would be transporting 500-lb calves in the fall, or 800-lb yearlings in the spring that would be fattened up over the summer to be slaughtered later in the year."

"I see," Mark nodded. "So these cows are going to Quebec to live on a farm."

"For a little while at least," Karl nodded.

Then Jerome said, "I know you're new, but these are sheep. Not beef."

Mark hadn't been paying all that much attention and only now realized that the animals being loaded weren't cattle. "Ah, so they are."

"We'll be driving about 36 hours from here to Thunder Bay. When we get there the animals will be off-loaded on a farm there for a 12-hour break, then loaded again for the rest of the way into Quebec."

"Thirty-six hours is a long time."

"They're allowed to be on the truck for up to 48 hours, but we need a margin of safety in case something goes wrong."

That made sense, Mark thought, realizing that this drive might be harder on him than the animals.

As the loading continued, Mark found himself getting cold. While it wasn't all that cold in B.C. at this time of year, it was still near freezing and it was hard to

stay warm just standing around. Which made Mark wonder. "How are the animals going to stay warm?"

"It's not too bad now, but it will probably get colder as we go east. It would be nice if it stayed close to zero the whole trip, but in Saskatchewan and Manitoba it can get as cold as -20 C."

"There are heaters in the trailers, right?" Jerome laughed, but Karl didn't react at all. "If it gets cold we'll close all the panels on the truck, but there are 30 bales of straw in each trailer and there's a lot of heat generated by the animals. And they're all air-rides, so the animals should be comfortable enough."

"Sounds good," Mark said, unconvinced. He had the benefit of a coat, boots, hat and gloves and he was still feeling the bite of the cold. He had a hard time believing the animals wouldn't freeze to death along the way...but that's why he was relying on the experience of Karl and Jerome to show him the way. "Anything else I need to know?"

"Don't drink too much coffee, because we won't be stopping unless we have to."

"Okay."

"And get as much sleep as you can whenever you can because our stops are only as long as they need to be."

"Got it. When do we leave?"

Just as Mark asked the question, the door closed on the final trailer.

"Right now!" □

— Mark Dalton returns next month in Part 3 of *Like a Lamb to Slaughter*.

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.



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PEOPLE

Andreas Renschler, head of Daimler Trucks will be replaced in that role by Dr. Wolfgang Bernhard, effective Apr. 1, the company has announced. Renschler will oversee Daimler's Mercedes-Benz passenger car and van division.

Renschler has been a member of Daimler's Board of Management and the head of Daimler Trucks since Oct. 1, 2004. Bernhard has been a member of the board since February 2010.

"Wolfgang Bernhard and Andreas Renschler are two highly experienced members of Daimler's Board of Management. With this change, they will both be able to utilize their management know-how from their previous responsibilities within in their new functions, thus expanding their own expertise in all automobile areas," said Dr. Manfred Bischoff, chairman of Daimler's Supervisory Board.

Dynamic Tire has appointed **Darrin Bossence** vice-president, Canadian sales. In his new role, Bossence will be charged with guiding Dynamic Tire's growth in Canada and enhancing customer experience, the company announced.

Most recently, Bossence was business development manager, commercial products at Yokohama Tire.

"I am particularly glad to be joining Dynamic Tire as the company is poised to gain significant momentum within the fastest growing tire segment in North America, the Tier 3 or value tier segment," Bossence said. "To be able to lead the sales process in representing Dynamic Tire's brands, which are known for creating value by offering Tier 2 quality at Tier 3 prices, is a huge opportunity."

Dynamic Tire represents tire brands including Aeolus, Primex, Sailun, Roadx and Diamondback.

The Alberta Apprenticeship and Industry Training (AIT) Board has named Trailer Wizards' licensed mechanic **Osmar Salguero** the Top Apprentice in the HET (Heavy Equipment Technician) - Transport Trailer Mechanic Trade.

A "Top Apprentice" is selected annually from each trade by the AIT Board based on his or her combined marks in the final period of apprenticeship training, demonstration of skills, dedication to the trade, and on an employer's recommendation.

"In Calgary, we are lucky to have a group of very valuable and dedicated apprentices," said Fred McFee, manager of Trailer Wizards' Calgary branch. "Osmar is a great team member who demonstrates what Trailer Wizards represents in its high standard for knowledge. He has displayed a drive to learn and has excelled in his recent completion of the apprenticeship program. We are proud to have him as part of our workforce and congratulate him on his accomplishment."

The award ceremony will take place on April 12 at the Alberta Apprenticeship and Industry Training Board Awards in Edmonton, Alta.

Navistar has appointed **Troy A. Clarke** as its president and CEO, effective April 15. Clarke, currently the company's president and chief operating officer, will also join the board of directors. At the same time, **Lewis B. Campbell**, who has served as executive chairman and interim CEO since August, will step down from those positions and from the board.

Eaton has appointed **Tony Truelove** as marketing manager for the company's North America Truck operations. He is located in Galesburg, Mich., and will report to Tom Nellenbach, director of marketing and communications for Eaton's Vehicle Group. Truelove will be responsible for leading the planning, deployment and measurement of all marketing and communications programs for Eaton's North American commercial truck business, which includes products for the bus and coach, linehaul, pickup and delivery, and vocational vehicle segments.

Canadian Kenworth customers will be well represented on the company's Service Council. **Chad Little** of GreatWest Kenworth in Clairmont, Alta., and **Grant Easton** and **Vince Tarola**, both of Kenworth Truck Centres in Concord, Ont. have earned spots on the council.

The Kenworth Service Council's goal is to promote service and product improvements.

Meanwhile, **Jo Frost** of Edmonton Kenworth will chair the company's Parts Council.

Other Canadian representatives include **Gaetan Lalonde**, Kenworth Maska, St. Mathieu-de-Laprairie, Que. and **Clayton Zuchotzki** of GreatWest Kenworth in Calgary. □

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CERTIFICATION / TRAINING: Can you lift 50lbs? Yes No

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I am willing to cross the border Yes No

I am FAST approved (for expedited border crossing) Yes No

Would you like to be contacted by driver agencies? Yes No

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TSQ

MISSISSAUGA, Ont. – A recently-released report from the Conference Board of Canada surmises that the driver shortage is not only real, it's dire, with the Canadian trucking industry facing a shortage of up to 33,000 drivers by the year 2020. An older workforce – aging faster than most other industries – coupled with a lack of interest in trucking from younger people is compounding the issue, so what's a trucking company to do?

The CBC report suggests a number of factors could help bridge the gap, including everything from wage increases to recognizing truck driving as a skilled trade. (For the full story on current hiring trends in trucking, see pg. 28). With seven years until the 2020 mark, is the gap between the supply and demand of skilled drivers already widening? *Truck News* went to the Husky Truck Stop in Mississauga, Ont. to see if drivers are seeing a trend to-



ADAM LEDLOW

wards a shortage and what trucking companies can do to help prevent it in the future.



Brian Goopie

Brian Goopie, an owner/operator with North American Van Lines in Saint John, N.B., says he has been

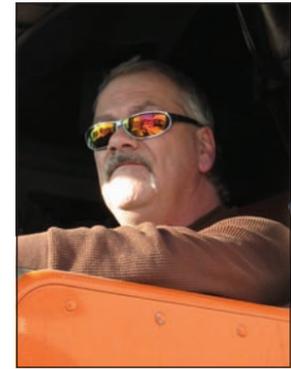
noticing the trend of a driver shortage – especially among O/Os.

“A lot of the guys now are not getting into the business because, for one thing, the price of fuel and the price of trucks. It's just not feasible,” he said, calling owner/operators a “dying breed.”

Goopie also said that the prospective new drivers looking for balance between work and home life likely won't find one in trucking – not if they want to make money, anyway.

“The more you run, the more money you make. If you're sitting, if you're going to be home, say, 10 days out of a month, that's revenue you're losing,” he said.

“The last three months I've been home about five days and that's what you've got to do to make any money at all.”



Robert Bourque

Robert Bourque, a driver with Atlantic Ontario Transport out of Havelock, N.B., says that given the sheer size of the trucking industry, trucking companies will always be looking for more drivers.

“The trucking industry is about the second largest industry in the world, so they'll always be (looking for drivers),” he said. “I've been driving 30 years and 30 years ago companies were crying for drivers.”

As for attracting new drivers to the industry, Bourque says pay is fairly even across the board, so companies might benefit from touting pristine equipment and the chance to travel the world.

“If I wouldn't have driven a truck I wouldn't have gone to Alaska, I wouldn't have went to Florida, I wouldn't have went to California, to Las Vegas,” he said. “That could attract a driver, a young guy that wants to travel around the world and make a good living.”



Alan Ray

Alan Ray, a driver with Seafood Express out of Charlottetown, P.E.I., says the lack of respect for truck driving as a profession is enough to keep many potential hires away from the industry, but adds that trucking companies need to make wages competitive with other industries.

As for attracting young people, Ray says that companies would do well to seek out would-be drivers with a love for big equipment at places like truck shows.

“When I was younger, I always had a passion for big trucks,” he said. “I've always liked them since I was really young. I always said I wanted to drive one when the time came around.” □

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