

TRUCK NEWS

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Happy 90th!
 J.E. Fortin in Quebec celebrates its 90th birthday with the purchase of a specially-decorated truck.

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Not so fast
 Manitoulin thought it had a deal to buy Vitran. Then someone came along and swept it out from under them.

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Save on tires
 How do you generate savings out of thin air? Easy. You pay attention to how much air is in your tires.

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Shedding the pounds
 Volvo has a weight-reducing resolution that won't be broken by the time you read this. James Menzies reports.

Radar love

MTO plans to arm officers with radar to help with speed limiter enforcement

By James Menzies

TORONTO, Ont. • The Ontario Ministry of Transportation is equipping its vehicles with radar, to help officers better enforce the province's speed limiter legislation, *Truck News* has learned.

Officers will also be able to enforce moving violations committed by commercial vehicle operators, once the radar systems have been installed and officers are trained on its use.

Ontario and Quebec require nearly all heavy trucks operating in the provinces to have a functioning speed limiter that restricts the vehicle's speed to 105 km/h. Until now, the MTO has had to connect an electronic reader to the engine's ECU to determine whether or not the speed limiter was activated, or observe a vehicle travelling above 115 km/h. (The law allows for charges to be laid against truckers driving faster than 115 km/h, as it's presumed at that speed that a functioning speed limiter was absent).

Once MTO cars are equipped with radar, they'll be able to officially clock commercial vehicles – and better support fines against drivers – travelling over 115 km/h.

"MTO is considering utilizing radar units to assist officers in the enforce-

Continued on page 14



Craig McPhee walks among the wreath-adorned graves at Beechwood National Cemetery. Trucking companies have volunteered transportation services for the cause.

A fitting tribute

Trucking industry looks to help bring popular Wreaths Across America tribute to Canadian veterans

By Daniela Piteo

OTTAWA, Ont. • Wreaths were gently laid across many tombstones at the Arlington National Cemetery in Virginia and it was a sight so remarkable that it was hard to forget.

Craig McPhee, a retired warrant officer with the Royal Canadian Air Force, was so moved by the display honouring American veterans, he immediately went to the office at Arlington and asked how each wreath found its way to the cemetery.

McPhee learned that Morrill Worcester was responsible for the wreaths he saw, and after acquiring his address, McPhee drove from his home in Ottawa to Maine so he could talk to Worcester.

McPhee discovered Worcester, owner of Worcester Wreath Company, had a surplus of wreaths toward the end of the season and he decided to donate them to the cemetery – a tradition that he and a number of volunteers have kept alive for over two decades.

"I told Morrill that I would take care of the north, from British Columbia to Newfoundland," said McPhee, and so

far, he has been true to his word, taking small steps with Wreaths Across Canada – joining the Newfoundland branch that just had its fifth ceremony.

On the first Sunday of December, McPhee and a number of volunteers gather at the Beechwood National Cemetery in Ottawa to lay wreaths on tombstones – a practice that has been slowly growing in numbers since the first ceremony was held in 2011.

"We tend to zero in on the veterans buried overseas, but we don't do a lot to honour the memory of veterans buried in Canada beyond November 11," McPhee said.

This year, 2,900 wreaths were laid in Beechwood National Cemetery.

"It will take time for people to hear about what we are doing," said McPhee, who stressed that each year the organization hopes to expand and reach each of the 235,000 veterans buried in Canada.

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CLASS 8 TRUCK SALES TRENDS

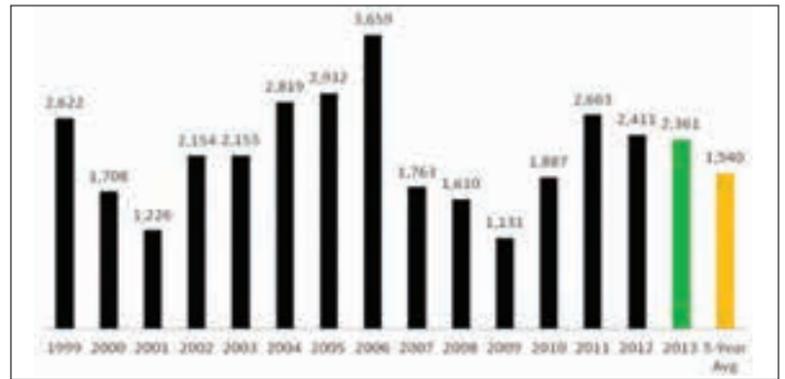
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Monthly Class 8 Sales – Nov 13

The 2,361 trucks sold in November reflected a return to the trend Class 8 sales have experienced for most of 2013, coming in slightly behind last year's totals. October's higher than 2012 totals was an aberration. It made for the seventh best November going back to 1999. Only International and Volvo posted slightly higher figures than the previous year. The sales total for the month is also more than 400 above the five-year average.

OEM	This Month	Last Year
Freightliner	578	723
International	391	236
Kenworth	341	421
Mack	150	164
Peterbilt	283	343
Volvo	434	312
Western Star	184	212
TOTALS	2361	2411

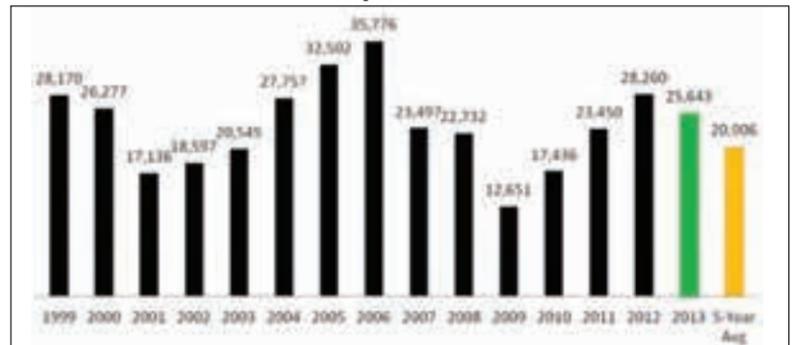
Historical Comparison – Nov 13 Sales



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

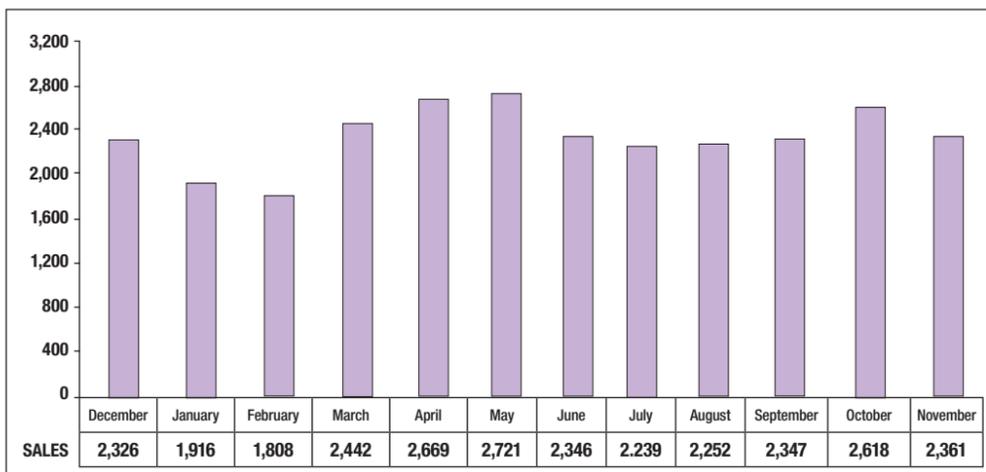
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	521	748	198	364	2,819	1,115	364	118	25	50	6,322
Kenworth	710	1,663	448	104	753	801	98	0	0	0	4,577
Mack	152	320	181	61	734	341	73	70	0	14	1,946
International	144	639	78	188	1,757	726	121	47	34	34	3,768
Peterbilt	476	1,184	303	215	615	472	161	53	0	0	3,479
Volvo	345	287	120	212	1,419	752	132	65	0	8	3,340
Western Star	338	711	74	70	436	416	55	86	5	20	2,211
TOTALS	2,686	5,552	1,402	1,214	8,533	4,623	1,004	439	64	126	25,643

Historical Comparison – YTD Nov 13



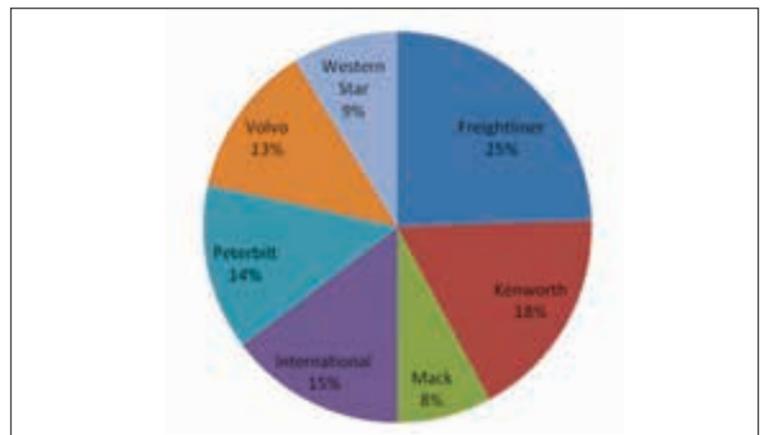
YTD Class 8 sales of 25,643 places 2013 more than 2,600 trucks behind last year's pace but also more than 4,700 above the five-year average. So far this is the 7th best year in sales going back to 1999 and the slippage we were expecting for the final quarter did not surface. Assuming truck sales of 2,300-2,400 in December, sales for 2013 will come in very close to our revised estimate of around 28,500 vehicles.

12-Month Sales Trends



Class 8 sales in 2013 may not be as strong as last year's but they have come in above 2,000, reminiscent of the industry's capacity boom years of 2005 to 2007, for nine straight months now. The big question was whether sales would hold up over the summer months and they did. The next question was how they will hold up for the final quarter of 2013 and October and November have both shown positive results.

Market Share Class 8 – Nov 13 YTD



With one month left to report, Freightliner, last year's Canadian market leader, is solidly in control of the market share lead with about a quarter of Canadian Class 8 truck sales. Kenworth finished 2012 in the number two spot for market share and there it still sits with an 18% market share. Navistar International finished the year with 15% market share and remains in a close race with Peterbilt which has a 14% share of the Canadian Class 8 market. Volvo is the only other OE with a market share above 10%.

Source: Canadian Motor Vehicle Manufacturers Association

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Editorial
Comment

JAMES MENZIES

Welcome to the
new Truck News

So, notice anything different? If you haven't, please work your way through the magazine and return here when you're finished. Hopefully by then, you'll have taken notice of the fresh new design we've applied to the magazine.

Truck News has been a trusted source of Canadian trucking industry news since its creation 34 years ago. Think about the trucks you were driving 34 years ago. And now think about the truck you're driving today. Has there been a difference? You're darn right there's been a difference, and it's almost entirely for the better.

Like the trucks that ply the road, it's important that business magazines like ours stay fresh and make improvements over time. We're fortunate to have on our team Roy Gaiot, a supremely talented graphic artist who was able to give the magazine a fresh touch. You'll notice a better use of colours, improved flow, text that's easier to read and more striking visuals.

Meanwhile, we'll continue to deliver the best industry news, features and insights you've come to expect from us -

both in the magazine and on Trucknews.com, the best-read Canadian trucking news site.

As for content, we'll endeavour to better identify sections so it's easier to find the information you're looking for. An improved contents page (pg. 8) will also assist with this.

The only significant change you'll notice to the content, is the Truck Stop Question has been replaced with a new feature, The Last Word. The TSQ, in my opinion, was a little long in the tooth. It's been a good run for the TSQ, but let's be honest, there are more ways than ever for readers to convey their opinions to us on industry issues. Cornering a driver while he or she is trying to fuel up at the truck stop as 18-wheelers dance around a busy parking lot is neither the safest, nor most effective way to solicit a driver's opinion.

Whether it be through social media (via our Twitter feeds and Facebook pages), e-mail, or good old-fashioned snail mail and phone, we've never been more accessible and it's never been easier to have your voice heard.

So, what's The Last Word all about? As before, the last page of *Truck News* will be dedicated to our readers. We'll feature someone from industry each month, providing a snapshot of who they are while allowing them to comment/vent/rave about industry issues. Think of it as a mini-profile that'll also provide a platform for the people who comprise the industry to have their say on a topic of importance.

This month, we feature Bev Plummer, who reflects on her career as a trailblazer, of sorts, for female professional drivers. Bev's belief is that a driver is a driver - regardless of gender - and that we shouldn't get too wrapped up with traditional stereotypes.

She wants the trucking industry to stop obsessing over the gender of its workforce and instead to focus on the other attributes drivers exhibit, regardless of their sex.



You can read all about Bev and her take on pg. 54, where the TSQ would normally reside.

I believe this new feature of the magazine will be extremely popular. In closing, I hope you enjoy the changes we've made to *Truck News*. Not ones to rest on our laurels, we'll continue to update it as we see fit, with an eye to serving you, our readers, as effectively as possible. ●

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 @JamesMenzies.

The view
with Lou

LOU SMYRLIS

The real deal on
deregulation

The trucking and taxicab industries, despite the obvious differences in the sizes of vehicles used and the distances travelled, share similar operational challenges: managing capacity, reducing empty miles, and operating across jurisdictional borders.

Yet the two industries have travelled two very distinct roads since the 1980s. Trucking was deregulated while the taxicab industry remains very much in the clutch of market supply controls. A recent study from the Conference Board of Canada, *We Have Been Here Before: Supply Chain Management in Transportation*, pulls no punches in choosing which has proven the better path.

The study concludes that deregulation has proven to be good for both motor carriers and shippers; prices fell while productivity increased. It points out that from 1986 (the last year of regu-

lation) to 2003, trucking industry total factor productivity increased by an average 1.7% per year. Prices meanwhile increased by just 0.8% per year on average in nominal terms and actually dropped

"I agree deregulation was best for the trucking industry."

Lou Smyrlis

in real terms. And this took place despite average increases in input prices such as fuel, labour, and the cost of new trucks, of 2.6% per year.

In other words, motor carriers, de-

spite facing higher costs, were forced by the competition created by deregulation to innovate to the point that their productivity gains not only helped them overcome rising costs but to pass on a substantial part of those productivity gains on to their customers. The study estimates a whopping 87% of productivity gains have been used to hold down output prices in the face of rising costs. And yet deregulation also helped for-hire trucking grow from a \$9-billion industry to nearly \$30 billion (in nominal terms) over the same period.

By contrast, the consequences of continued stringent market regulation in the taxicab industry include: high capitalized values of licences, ultimately paid by higher prices charged to customers; and higher taxicab miles stemming from restrictions on picking up passengers in

neighbouring municipalities.

In other words, the study concludes, the regulated taxicab industry is both more expensive and less efficient than it should be.

I agree deregulation was best for the trucking industry. I'm just not sure it's quite as good as it is made out to be.

Does passing on 87% of productivity gains to hold down prices make for an industry worth investing in long term? Does it make for an industry economically healthy enough to continue to invest in innovation or their people? Interestingly, the study itself points out that prior to deregulation truck drivers and their helpers earned wages estimated to be 50% above the competitive level. Not too many drivers these days will tell you they earn a fair wage.

I can't see ever turning back the clock on deregulation. But let's be clear-eyed about the sacrifices made and the pitfalls that may lie ahead. ●

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

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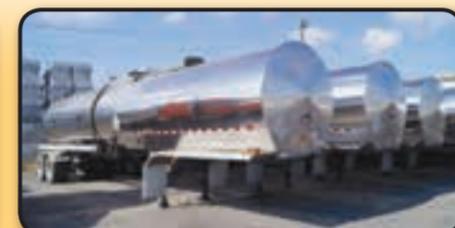


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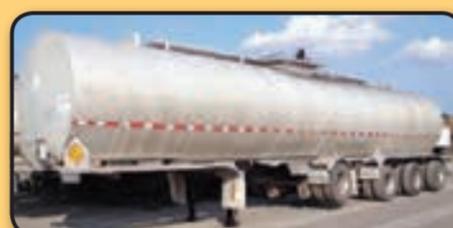
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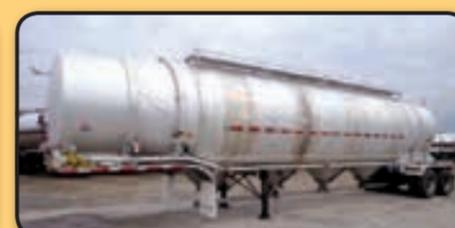
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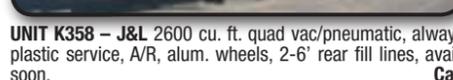
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Truck and trailer demand to remain steady in 2014

BLOOMINGTON, INDIANA

By James Menzies

Demand for Class 8 trucks in North America will increase modestly, from 241,000 units in 2013 to 261,000 units this year, according to the latest projections from industry forecaster FTR. During a Truck and Trailer Outlook Webinar, FTR president Eric Starks said most economic indicators point towards favourable conditions for trucking, which should drive more demand for new trucks. However, most of that demand will be for replacement vehicles, Starks noted.

The ISM Manufacturing Index has been trending above 50 - which indicates it's in expansion mode - for the past six months, with November's reading the highest it's been since April 2011, Starks explained.

The order index - a leading indicator for industrial production - has continued to climb, which is another sign of further manufacturing growth in the US. One cause for concern, said Starks, is that the Q3 GDP data in the US showed an increase in inventory levels.

"From a manufacturing and freight standpoint, that's not a good sign," Starks said. "It creates a concern if inventories get too bloated."

FTR's Trucking Conditions Index - which considers several metrics that collectively paint a picture of the trucking industry's overall health -

has been in positive territory of late.

"The high number doesn't necessarily translate into higher rates or higher revenue," Starks noted. "It only means that those who participate in the trucking sector are doing okay or are healthy."

He said the Trucking Conditions Index could weaken in coming months, but should remain in healthy territory.

Freight volumes are continuing to "move in a positive direction," Starks noted. "The freight environment is relatively healthy and in some cases, very strong."

The American Trucking Association's truck tonnage index is up 8% year-over-year, FTR loading data is up about 6% this year, and an ATA loading index is up about 5%. However the Cass Freight Index - which includes modes outside of trucking - is down about 2%.

"It's a mixed picture, but the bulk of the items are suggesting healthy tonnage," Starks said.

Truck utilization, which is an indicator of future demand for new trucks, remains in a "sweet spot" that suggests it's about right, meaning most new truck orders will be for replacement purposes. Freight rates, according to Starks, have been trending up in the US since the new hours-of-service rules went into effect last July. He predicted rate increases will be seen throughout 2014.

However, despite all the positive indicators, Starks said November's Class 8 orders were a disappointment, coming in at 20,900 units in what is

traditionally a strong month. November's orders were about 5,000 lower than October's, and "normally November is one of the strongest months of the year," Starks said. "It doesn't give me a whole lot of confidence to say there's a huge pent-up demand in the system."

Looking at the medium-duty truck market, Jon Starks, director of transportation analysis with FTR, said the forecaster is making a significant reduction to its outlook for 2014-2015. The three-month moving average for medium-duty truck orders has been fairly stable since the beginning of 2011, Starks noted.

Still, the forecaster has downgraded its expectations for US Classes 4/5 trucks from 85,000 units in 2014 to 77,000 units. For Classes 6-7 trucks, it dialed down expectations from 110,000 units to 107,000.

Don Ake, vice-president of commercial vehicles for FTR, and the newest member of its team, said the trailer market will remain fairly consistent over the next year. Trailer demand has been very stable through 2012 and 2013, he noted, and that should continue into next year.

"In 2014, the trailer market should have quarterly patterns very similar to 2013, unless there is significant growth in the economy," he explained.

FTR is projecting trailer build for 2014 to come in at about 237,400 units, slightly ahead of the 235,000 units that the industry is on pace to build this year. ●

PIT to conduct first-ever US Energotest

FPIInnovations' Performance Innovation Transport (PIT) is bringing its popular Energotest concept to the US, with trials slated to take place Feb. 3-7 in Texas. The testing will be conducted at the Continental Truck Tires Uvalde Proving Grounds in Uvalde, Texas. PIT has been holding its Energotest trials of fuel-saving devices in Canada since 2007.

"We're bringing Energotest to the US to provide the industry's most accurate and indisputable results on the return on investment fleets can expect from green technologies," said Yves Provencher, director of PIT. "We use only proven controlled test-track fuel efficiency evaluation procedures to provide the commercial vehicle industry with the information it needs to make sound equipment choices and capital investments."

In Canada, fleets have come to rely on the Energotest results to determine which fuel-saving devices work as advertised, and which don't.

"We provide independent verification of a technology's fuel efficiency performance," Provencher said. "Fleet managers who are early adopters of green technologies attend Energotest to find solutions they can use to transport goods in an environmentally friendly and cost-efficient manner." ●

THIS MONTH'S CROSSWORD PUZZLE

TN-128 Feb 2014 © M. Jackson



Answers on page 47

Across

- 1 With 5-Across, deadheading (7,5)
- 5 See 1-Across
- 8 OPEC-oil description
- 9 Breaker _____, CB words (3,4)
- 10 Gladhands-connected line (3,4)
- 11 Accident-factor, frequently
- 12 "Big D" city
- 14 Highway-access lane
- 18 Post-crash insurance action
- 20 New-truck buying incentives, sometimes
- 22 Truck-loan providers
- 23 "To _____ and protect" on Smokey's door
- 24 Gentlemen, _____ your engines!
- 25 CBs, slangily (3,4)

Down

- 1 Seven-time NASCAR champ Petty
- 2 Shifter selection
- 3 European big-rig brand
- 4 Drivers' hand protection
- 5 Manitoba border-crossing town
- 6 Truck-shopper's concern
- 7 Triangular-sign command
- 13 Driver's seat feature, frequently
- 15 Medium-duty Sterling model
- 16 Rear-engine motor homes, slangily
- 17 Truck-stereo station-select button
- 18 Truck-battery compartments
- 19 Sleep-related industry issue
- 21 Winnipeg-based _____ Transport

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Rob Penner, Bison Transport, Craig McPhee and Kathy Penner, Truck News, honour veterans at a recent Wreaths Across Canada ceremony.

An American tradition is coming to Canada

Trucking companies look to chip in by delivering wreaths to where the ceremonies take place

Continued on page 14

"I would like to see more veterans involved - we run things just like we did while in the military," McPhee said. This approach, according to McPhee, helps the non-profit group stay organized and focused, allowing it to teach young Canadians about the brave men and women who have fought for Canada.

The wreaths that adorn the cemetery are made in Sackville, N.B. and

are picked up and delivered to Ottawa by Jade Trucking, which the Perth, Ont., company does free of charge.

"We rely on the help of volunteers and donations," said McPhee.

Rob Penner, executive vice-president and COO of Bison Transport - who is also heavily involved with the Truckload Carriers Association, which leads the Wreaths Across America effort - became interested in the organization.

"I was interested in trying to help get a similar effort off the ground here in Canada and much to my surprise, I learned that Wreaths Across Canada had already been founded," said Penner. "I knew that I had to help and that I would also have the backing of Bison Transport, so here we are, looking to help the founders grow this into something our entire nation can support and get behind."

According to Penner, it is vital the purpose of Wreaths Across Canada is recognized as differing from Remembrance Day.

"Military families make many sacrifices and some make the ultimate sacrifice. The first Sunday in December signifies a kick-off to the holidays, which is a tough time for many people," Penner said. "By laying a wreath we have yet another way to pay our respects to those who have kept us safe in times of peace and war, and who have helped build our great country. Whether those we have lost were felled in battle, accidentally or of natural causes, the families will know that we are thinking of them and that we are thankful for their service. Current and retired members of the military should also know that we will always appreciate them and never forget all that they have done to help build the greatest country on earth."

While Bison did not play a role in this year's ceremony, the company has committed to joining the non-profit group for next year's ceremony, which will be held on Dec. 7, 2014.

"It was a spectacular and moving event, on a perfect wintery day in Ottawa. The 2,900 wreaths laid stood out in stark contrast to the fresh white snow and made a very powerful statement of remembrance and gratitude," said Penner. "I was privileged to have been able to take part. I will be taking part next year but not likely in Ottawa. Bison will help launch Wreaths Across Canada in the west and ideally I will be helping out in Winnipeg, Edmonton and wherever else we can spread this."

Penner also enlisted the help of his wife, Kathy Penner, associate publisher of *Truck News*.

"It was an honour to be there," she said. "It was a very emotional day and I was happy to have been a part of the ceremonies. The heroes who fought for the freedom of our country should never be forgotten." For more information, visit www.wreathscrosscanada.ca.

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engine.



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C15 engine, w/complete rebuild,
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2013 MACK MP7

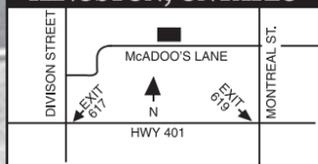
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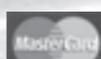
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Deregulation brought productivity gains to truckers, who gave savings right back to shippers: Report

It will come as little surprise to motor carriers that shippers have been the biggest benefactors of deregulation. A new Conference Board of Canada report, comparing a highly regulated environment (taxi-cabs) to a deregulated one (for-hire trucking) on behalf of the agri-foods industry, concluded that productivity gains realized by the trucking industry have in large part been passed along to shippers.

"In general, prices fell (in real terms) while productivity increased," the report concluded, noting also there was some market instability as a result of new entrants getting into the trucking business.

From 1986 to 2003, trucking industry total factor productivity (TFP) increased by an average of 1.7% per year, while prices dropped in real terms (they rose 0.8% per year in nominal terms). This contrast occurred while

input prices (fuel, labour, capital costs, etc.) rose 2.6% per year.

"In other words, carriers increased their productivity substantially," the report concluded. "Competition ensured that a substantial portion of the savings from productivity gains were passed on to customers in the form of lower prices."

Since input prices grew 29% faster than output prices, the Conference

Board of Canada concluded that the trucking industry gave back 87% of its productivity gains.

"Put another way, 87% of productivity gains have been used to hold down output prices in the face of rising fuel, capital, labour and other costs, rather than to increase profit," the report found. The full report, called *We Have Been Here Before*, can be downloaded from www.e-library.ca. ●

After much lobbying, Trailer Tails may soon be allowed in Canada

Full-length trailer tails may finally get the green light in Canada.

The Canadian Trucking Alliance (CTA) says a change to Canadian Motor Vehicle Safety Standard 223 (CMVSS 223) could pave the way for the fuel-saving devices, which extend from the rear of a trailer to reduce aerodynamic drag, to be used in Canada. Each province will still have to update its own regulations before they're approved.

"CTA would like to recognize the hard work and dedication to this issue by Transport Canada, the National Research Council and the Task Force on Vehicle Weights and Dimensions," said Geoffrey Wood, CTA's vice-president, operations and safety.

CTA played a role in lobbying for the revisions.

Many US fleets have deployed trailer tails and are enjoying significant fuel savings. Here in Canada, Groupe Trans-West was the first fleet to deploy them across all its trailers. The tails are extended while running in the US and folded in while in Canada. ●



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2009 STERLING ACTERRA c/w 16,000L four comp't aluminum tank, dual pumping/metering, B/L, V/R, Midcom, DOT safety, CSA-B620. **Stock #9015**



1997 VOLVO c/w 20,000L five comp't aluminum tank, dual pumping/metering, B/L, V/R, Midcom, DOT safety, CSA-B620. **Stock #5527**



2005 PETERBILT c/w 3499 USWG Propane Bobtail.



2000 VOLVO c/w 20,000L five comp't aluminum tank, dual pumping/metering, B/L, V/R, Midcom, DOT safety, CSA-B620.. **Stock #8032**



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Ninety years in the saddle

J.E. Fortin celebrates 90 years of trucking

By Carroll McCormick

ST-BERNARD DE LACOLLE, QUEBEC

Four generations and countless miles after Felix Fortin started trucking in 1923, J.E. Fortin's rigs are still eating up the roads.

"I would say we are the oldest Quebec family-owned trucking company," says Jean-Claude Fortin, the third in the Fortin line to lead the company, located a stone's throw north of the US border in St-Bernard de Lacolle.

He's 70, but he still loves to come into work. His father, Eugene, worked until he was 91 and aside from long and languid winter vacations in locales like Florida and Hawaii, Jean-Claude sounds similarly inclined. "Trucking is a vocation. I love it. You don't fall asleep doing trucking. There are so many rules, regulations, changes. It's always turning," he says. By the time Jean-Claude took over in 1961, the business had survived the Great Depression and World War II.

"I think (the war) was worse than the Depression. After WWII (Felix) went down to one truck. There was



J.E. Fortin has purchased this specially-decorated Freightliner Cascadia to celebrate its 90th anniversary.

a shortage of parts and tires. My father did military service and took over trucking when he came home. He drove hay to Florida and brought back vegetables with a 125-hp gas truck. Those things got about two miles to the gallon."

Jean-Claude has had his own his share of company ups and downs. The most challenging period, he thinks, was when the industry became deregulated.

"It was hard to get permits. We ran exempt commodities like hay, peat moss and vegetables. But when regulation came in we could get permits and haul all types of freight. With deregulation in 1984 a lot of companies disappeared. It opened the industry to small carriers. It helped us,

because we could haul all kinds of freight."

The company grew slowly. Felix had five trucks by the time the Great Depression hit. By the time Jean-Claude took over in 1961, the company had around seven trucks. That year, the company purchased its 26th Freightliner.

Jumping ahead to 2013 for a significant moment, Jean-Claude bought a celebratory 2013 Freightliner Cascadia, the company's 400th truck. He ordered a leather interior and a custom paint job, including a big "90" splashed on the side. By December, J.E. Fortin had purchased 26 more trucks, as many as the company bought in its first 38 years of operation. Today, J.E. Fortin has 75-80

trucks and 150 trailers, plus about 20 more flatbeds, step decks and double drops. It has between 95 and 100 employees on board at any one time, plus 12 independent truckers who work for the company on a permanent basis.

J.E. Fortin advertises itself as a temperature-controlled transporter, but its trailer collection speaks to other tasks. In addition to moving fresh produce throughout Quebec, the Maritimes (except Newfoundland) and the Eastern Seaboard down to Florida, Fortin moves farm machinery out of the US into Ontario and the Maritimes.

After the recession of 2008 struck and company growth levelled off, Jean-Claude decided to diversify: He bought Granby, Que.-based TSX Transport on July 4, 2009. "It gave us an opportunity to be in a different business than just reefers," he says. "At 65, instead of retiring, I bought another company."

TSX has 20 tractors, five flatbeds and 45 step decks. It hauls things like wood, fences and peat moss. Daughter Carlyne, who joined J.E. Fortin in 2000, runs TSX. (Annie, Jean-Claude's oldest daughter, studied transport management and has been with J.E. Fortin since 1998).

Asked what the completion of the twinning of the highways between Halifax and Toronto will mean for J.E. Fortin, Jean-Claude replies, "I was there (along Route 185, between Riviere du Loup and the New Brunswick border) recently. There is not much left to do. The A30 is the best thing that could ever happen. It is great. If we are in Laval we take the 30. It might be 10-15 miles more but it saves us a couple of hours. I'd rather pay the \$5.75 toll."

Asked to name a least favourite change, he does not hesitate. "Change in trucks. The diesel particulate filter anti-polluting technology is a headache. I've never seen so many problems. We bought no 2007-10 trucks. They are so sophisticated. It is a nightmare. It is very, very expensive to pollute less. I think the trucks before 2007 are better."

Jean-Claude likes trailer skirts, but he says wide-base tires and trailer tails are not appropriate for the corridors he runs or the frequency of the stops his drivers make. "If a driver blows a (super-single), it is very expensive. They are not good on narrow streets. I don't believe in them for short distances."

He thinks liquefied natural gas-fuelled trucks are the up-and-coming thing, but that the supply network is

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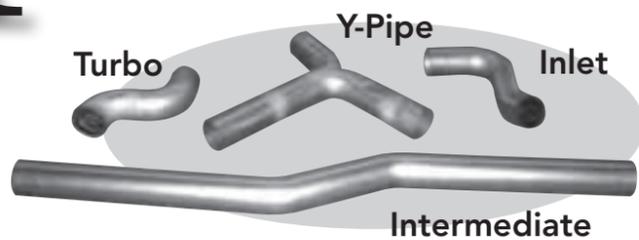
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not yet ready. "Maybe in five years or so, but there are not enough fuelling locations yet. I believe in it. But...we don't see anything coming up in the short-term."

Jean-Claude may be the big boss, but he still thinks like the trucker he was for 10 years. "I think that the

highway inspectors should not be so hard on drivers. Take a poor driver making X dollars a week. If he gets a ticket for something, he might have no salary that week. Drivers make small mistakes, but not major ones."

Maybe this empathy with drivers helps explain why his driver turn-

over is less than 5% a year (some employees have been with the company for 40 years).

With four grandsons, Jean-Claude could very well see a fifth generation of Fortins join the company. The kids aren't allowed to move trucks around the yard yet, like Jean-Claude

did when he was 10, but the times are different, it seems, and it's early days.

He's not revealing what growth plans he might be hatching. However, he says, "It is hard to sit still. You either go backward or forward. I think we still have to grow slowly and surely." ●



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MTO cruisers to get radar

Continued from page 1

ment of Sec. 68.1 of the Highway Traffic Act, which requires many commercial vehicles to have a functioning speed limiting system," MTO spokesman Ajay Woozageer confirmed to *Truck News*. "Subsection 9 of that section provides an evidentiary presumption provision that deems a vehicle travelling at a speed greater than 115 km/h to not have a functioning system. The units would be used to provide evidence for officers to use this deeming provision."

Equipping MTO enforcement officers with radar will also allow them to better enforce moving violations, Woozageer confirmed.

"Ministry of Transportation officers are appointed as officers for carrying out the provisions of the Highway Traffic Act," Woozageer said. "Despite having the authority to do so, Ministry officers did not enforce many sections of the Act pertaining to 'rules of the road.' Officers will receive training on these rules of the road sections in the future and will start enforcing these driving rules in the future."

Woozageer said MTO enforcement officers will continue to focus their attention on commercial vehicle operators only.

"We will continue to rely on our police partners to enforce the provisions of the Highway Traffic Act on passenger vehicles," he said.

The Ministry hasn't yet determined when radar will be added to enforcement officers' arsenals, but officers will receive training on the systems early this year.

"It is anticipated training for MTO officers will begin early in 2014," said Woozageer. "Once officers receive the training, they will commence enforcement."

Asked if there'll be a grace period for unsuspecting truckers, Woozageer said not likely.

"This does not involve any new legislation; drivers of all motor vehicles are expected to comply with the laws pertaining to operating that vehicle safely on Ontario highways," he said. "Officers observing a violation will take appropriate action which may include inspecting the vehicle and laying a charge."

Jodi Burness of trucking paralegal firm Burness Paralegal Services, told *Truck News* radar will likely be used to support charges stemming from observations of commercial vehicles driving faster than 115 km/h.

"Any officer, MTO or otherwise, have always been entitled to use the speedometer installed in the enforcement vehicles (cruisers) as a way of obtaining evidence to show the commercial vehicle was travelling greater than 115 km/h," she explained. "I suspect that the officers are being encouraged to use radar so that the evidence appears stronger than simply relying upon the cruiser's speedometer. Once the evidence is obtained that the vehicle was travelling greater than 115 km/h no further evidence is required to prove the allegation. That means that it will not be necessary to have both the radar evidence and the prohibited ECM settings."

She also explained that violation of Ontario's speed limiter law is a "strict liability" offense, meaning it can be disputed in court using a defence of

due diligence.

"In a speed-limiter charge the defendant is able to bring a defence of due diligence to show that he or she is

"This does not involve any new legislation."

Ajay Woozageer, MTO

free of fault because he or she took all reasonable efforts to comply with the law," Burness said. "At Burness Paralegal we regularly see drivers coming forward with valid explanations which meet the standard of a due diligence defence."

She cited one such example, in which a driver provided paperwork proving he had his speed limiter set to 105 km/h. He claimed work was done on his truck while in the US that, unbeknownst to him, resulted in the speed limiter setting being adjusted.

"In our view, the driver's explanation, coupled with his paperwork supporting his claim, will meet the due diligence standard," she said.

Reaction to this story, when first posted on *Trucknews.com* Dec. 23, was swift and strong. Driver opinions ranged from indifference, to appreciation speeding truckers will be forced to comply, to anger that enforcement against commercial vehicles is being ramped up, when four-wheelers continue to pose the greatest danger on the highway. To weigh in, visit *Trucknews.com*. ●

MTO officer who plead guilty for indecent acts won't return to job after all

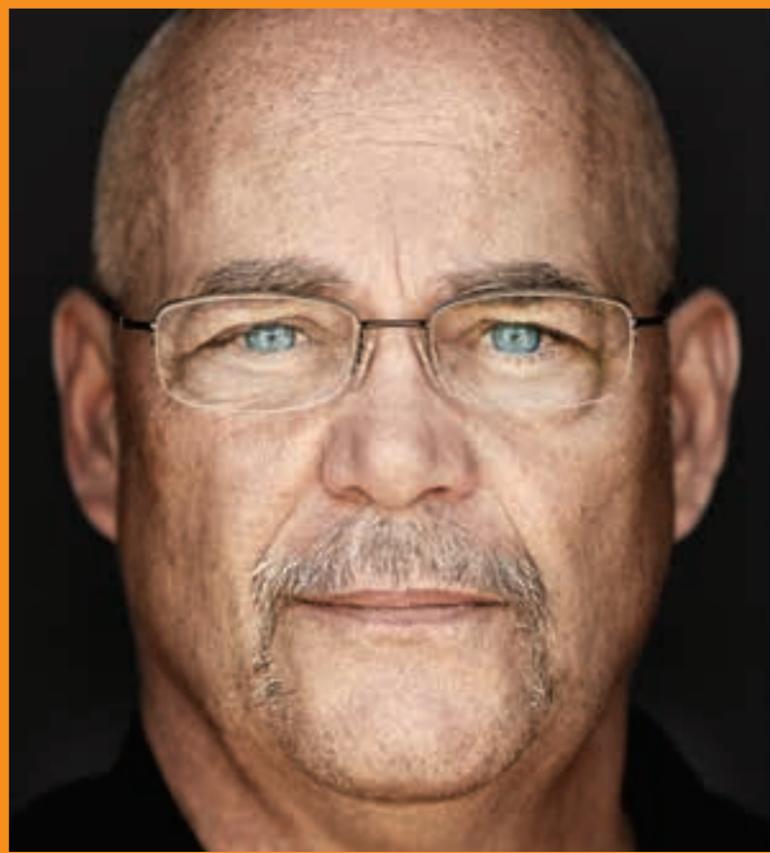
By James Menzies

"Northbridge showed me that many of our drivers couldn't see all the hazards around them."

Steve Farris, VP Safety and Risk Management, *International Truckload Services, Belleville, Ontario*

"To assist us in the prevention of certain types of accidents, they instituted a mirror adjustment training program," says Steve Farris. "It was so well received by our drivers, I still get feedback today from people who have been driving transport trucks for years. They were impressed and surprised that there was a bit of science

and a lot of technique involved in adjusting their mirrors. Our CFO was pretty happy, too."



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major accidents, and minor incidents that lead to below deductible costs, such as

VINELAND, Ont. • An MTO transportation enforcement officer who plead guilty to committing indecent acts in public, and told his boss he harboured anger issues towards women, will not be returned to his job despite an earlier ruling in his favour by an arbitrator.

A three-judge panel of the Ontario Divisional Court unanimously overturned the arbitrator's decision, after the initial ruling was sent for judicial review. It's rare for a judicial review to overturn the ruling of an arbitrator, according to employee law expert Ken Krupat.

Truck News first reported on the case last winter. The officer at that time had won a grievance against the MTO, requiring them to give him back his job as an enforcement officer. This after he plead guilty to two charges of committing an indecent act, having been caught masturbating on a trail system near a girls' school.

He received a conditional discharge and three years' probation,

despite his admission of guilt. However, the decision to allow him to return to work didn't sit well with *Truck News* readers or even some of his co-workers.

"(Arbitrator) Loretta Mikus, somehow concluded that the officer would not be impeded from performing his duties, despite that fact that he had been convicted and conditionally discharged of these counts of public indecency," Krupat wrote in a recent blog. "The grievor had only been with the MTO at the time for approximately two years."

Krupat said at the time that the arbitrator's ruling "illustrates the high level of misconduct that unionized employers must demonstrate in order to uphold the dismissal of an employee."

In its decision to overrule the arbitrator, the Divisional Court panel declared: there was "at least a moderate risk of re-offence"; that the grievor's conduct would damage the employer's reputation; that it would be un-

reasonable to expect the grievor to be able to give credible evidence in court; that there was evidence other employees would be unwilling or reluctant to work with the grievor; that the arbitrator diminished the seriousness of the charges the grievor faced; and that the arbitrator understated

"This case demonstrates that whacky decisions can be overturned."

Ken Krupat

the effect on workplace morale that reinstating him would have.

The panel also rebuked the arbitrator, saying "The (Ontario Grievances Settlement) Board unreasonably di-

minished the Millhaven criteria, erroneously interpreted or ignored relevant evidence, and understated the importance of the grievor's conduct in the context of his work as a TEO. This led the Board to unreasonably conclude that termination was not appropriate."

Krupat said there's still a chance the grievor could appeal the decision, but it's unlikely he'd succeed.

"While it is generally quite difficult to review an arbitrator's decision successfully in the labour context, this case demonstrates that whacky decisions can be overturned," Krupat wrote. "As the Divisional Court concluded, it would be unreasonable for the Ontario Ministry of Transportation to be expected to continue to employ an inspection officer who might, at any time, hand out something other than tickets and fines.

"It would now be up to the union to decide whether to try and have this case appealed to the Ontario Court of Appeal. It seems that the likelihood of success would be quite minimal, given the cogent and detailed reasons of the Divisional Court." ●

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Steve Farris



Thomson Group helps deliver toys to the north

TRENTON, ONTARIO

This year, Santa's helpers weren't just elves. Thomson Group and the Royal Canadian Mounted Police helped deliver a bit of Christmas cheer to children in remote areas of Ontario.

The Toys for the North campaign, now in its fourth year, collects toys for children in 34 Northern Ontario communities. This year, 7,000 children received a gift through this campaign.

Thomson Terminals provides warehousing and transportation for the first part of the journey. The company asked Road Knight Jim Jackman to make the first leg of the trip from its warehouse to the Canadian Forces Base in Trenton.

"I found it very fulfilling to help with this event," said Jackman. "I now know that we helped deliver a Merry Christmas to 7,000 children."

Member companies of the Canadian Toy Association donate the majority of the toys. This year, more than \$110,000 in toys, diapers and baby wipes was donated for the Toys for the North drive.

Thomson Terminals had a large Toys for the North decal attached to its truck, serving as a bright visual as it rolled down Hwy. 401.

Once the toys arrived at CFB Trenton, they were loaded onto a C-130J Hercules plane and flown up north.

"I would love to do it again next year," Jackman said. "I'd do it again tomorrow if I was asked." ●

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TransForce scoops Vitran from under Manitoulin

Canada's biggest trucking firm gets bigger with purchase of Vitran's Canadian LTL operations.

MONTREAL, QUEBEC

Manitoulin Transport's attempted purchase of Vitran's Canadian LTL operations was thwarted, after TransForce stepped in Dec. 20 with a better offer.

Vitran announced on Dec. 9 that it was selling to Manitoulin at a price of US\$6 per share, in a deal estimated to be worth about \$128 million. Vitran had already divested its US operations last Fall, but in Canada continued to operate out of 23 terminals.

On Dec. 20, however, TransForce, which already held 19.95% of Vitran, announced it would pay \$6.50 per share, a "superior offer" that Manitoulin was given five business days to match. On Dec. 30, Vitran announced it was terminating its agreement with Manitoulin and would instead sell to TransForce. But Manitoulin didn't walk away from the deal empty-handed - it received a \$4-million termination fee for its troubles.

TransForce's offer of \$6.50/share was a good deal for shareholders, representing an 11.6% premium over the share's price at the close of trading on Dec. 9 and a 41.38% premium over its

closing price Sept. 20, when Vitran announced it was selling its US operations.

"We are delighted to have reached agreement with Vitran for what represents the acquisition of an important strategic asset for TransForce with considerable synergistic benefits in the near term and into the future," announced Alain Bedard, chairman and CEO of TransForce. "We are looking forward to leveraging the strengths of

"The TransForce-Vitran combination is a good fit."

David Newman, Cormark

both companies to enhance our service offering for our customers and welcoming the Vitran employees to the TransForce team."

Walter Spracklin, an analyst with RBC Capital Markets and Erin Lytolis, an associate with the same firm, pointed out that TransForce's TL and LTL operations currently generate combined revenue of \$1.2 billion and expect the company's recent acquisition of Clarke Transport and Clarke Road Transport to lift traditional trucking revenues by \$190 million (15%) in 2014. TransForce's bid to acquire Vitran's Canadian LTL operations positions the company to increase LTL and TL revenues by a total of almost \$400 million (30%) next year, they said.

"In this context, TransForce is poised to materially enhance its share of the Canadian traditional trucking market, which aligns with management's strategic objective of consolidating this industry," Spracklin and Lytolis said. They added that the full offer price is justified, calculating that TransForce's bid equates to 9.5x trailing EV/EBITDA, which they considered to be a "full offer at the high end of recent transactions."

"We believe the premium multiple is justified by TransForce's opportunity to improve pricing power in the LTL segment by further consolidating the Canadian market. In addition, we believe management would be able to extract synergy from this transaction by improving the operating efficiency of Vitran's operations," Spracklin and Lytolis said.

David Newman, director of institutional equity research, transportation and industrial products with Cormark Securities, agreed the deal made sense for TransForce.

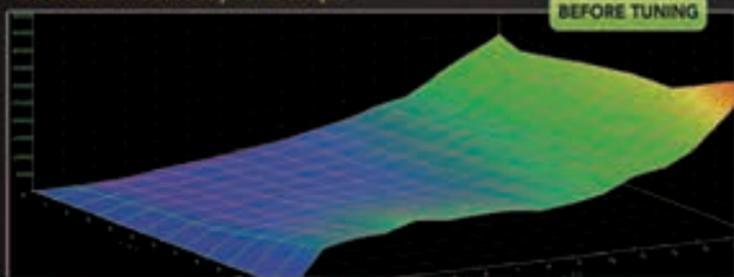
"Clearly, TransForce has line of sight on good synergies in terms of corporate costs, SG&A, elimination of public company costs and potential asset rationalization, as well as improved pricing," Newman said. "It could be an accretive deal for TransForce at these levels. The TransForce-Vitran combination is a good fit in terms of geography, customers and terminals, especially with Clarke, which was recently acquired by TransForce." ●

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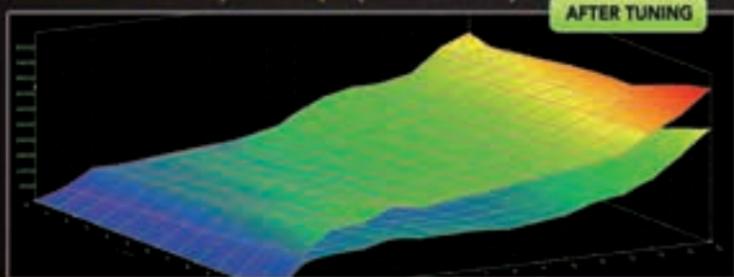
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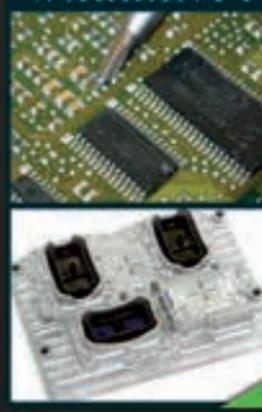
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Schneider deploys own intermodal chassis fleet

GREEN BAY, WISCONSIN

Schneider National has announced it is investing in its own intermodal chassis fleet. The company is transitioning to a company-owned and managed chassis fleet because it feels it will better allow it to deliver “truck-like” service in the intermodal segment. The investment will provide Schneider with consistent access to lightweight, quality chassis when needed.

“Establishing a company-owned chassis fleet gives Schneider complete control of assets used in an intermodal move and makes our service even more efficient for shippers,” said Bill Matheson, president of intermodal services at Schneider. “Only a handful of transportation companies have invested in their own chassis fleets. We know that our asset management and maintenance expertise will deliver great value in keeping customers’ freight moving.”

Schneider says its intermodal chassis weigh 500 lbs less per unit, address concerns about demand outstripping supply in shared pools and improves reliability because they’ll be maintained by Schneider.

“We’ve operated, maintained and managed tens of thousands of tractors, trailers and containers over the years,” Matheson said. “The addition of chassis to our equipment mix is a natural extension and once again demonstrates our commitment to Intermodal.”

Cooney Transport launches new logistics division

BELLEVILLE, ONTARIO

Cooney Transport has announced the launch of a new logistics division, and the hiring of Scott Cull to oversee it.

Cull was recently named vice-president of Cooney Logistics. The logistics arm will broaden Cooney’s service offering for new and existing clients, the company announced.

The new Cooney Partner Network is “aiming to expand its reach throughout North American markets,” the company announced. It will complement Cooney’s van, tanker and flatbed divisions.

The suite of services offered through the new division will include: LTL and truckload, cross-border, domestic, temperature controlled, intermodal, expedited and retail segments.

“Our business has always been about tailoring our transportation service and the exact equipment required to meet the specialized needs of our customers,” said Adam Cooney, executive vice-president. “We’re excited to move forward with Cooney Logistics with our new v.p., Scott Cull, at the helm.”

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Save your breath this winter

During the winter months, people often experience issues with their lungs. Did you know that the average resting

adult breathes 12 to 15 times each minute? This means that you take over 17,000 breaths a day and over six billion breaths each year! Maintaining healthy lungs is important for your overall well-being.

With each breath, your respiratory system carries out a life-sustaining gas exchange. It takes in oxygen to feed your cells and removes carbon dioxide waste from your cells. It also uses its own filter-

ing system - your nose hairs, to trap impurities in the air you have inhaled. The filtered air then travels down your windpipe (trachea), through the two main bronchial tubes to the lungs. Very small protrusions (cilia) line these bronchial tubes and continue removing impurities by carrying mucus, dust, and germs upward from the lungs to be expelled with a cough or sneeze.

The bronchial tubes branch into smaller and smaller tubes throughout the lungs similar to a tree root. The smallest tubes (bronchioles) end in small air sacs (alveoli). The alveoli transport oxygen and carbon dioxide in and out of the bloodstream via the capillaries that are embedded in their walls.

Pneumonia occurs when alveoli become inflamed or filled with liquid and cannot efficiently absorb oxygen or expel carbon dioxide. Before antibiotics were developed in the 1930s, pneumonia was a leading cause of death. Now, pneumonia is treatable, but it is still a serious condition for infants, young children, people over 65, and/or people with underlying health problems or weakened immune systems. The most common type of pneumonia, community-acquired pneumonia (CAP), is caused by bacteria, viruses, fungi, or other organisms and is spread the same way as influenza or the common cold - in tiny droplets from people's mouths and noses and/or by touch. Any cold and flu viruses can also cause pneumonia, depending on where they settle. In the throat, sinuses, and upper respiratory tract, they cause a cold. In the lungs, they cause pneumonia.

Pneumonia often presents like a cold or flu, but its signs and symptoms last longer. You will be more prone to pneumonia if you smoke cigarettes, or have chronic lung disease; asthma; heart disease; liver disease; diabetes; a weakened immune system; recent surgery or trauma; and/or if you've had pneumonia before.

If you suspect you have pneumonia, visit your doctor if you have: difficulty breathing; shortness of breath, shaking chills, or persistent fevers; excessive sweating and clammy skin; chest pain that gets worse when you cough or breathe in; fast or painful breathing; persistent fever of more than 102 F (39 C); or persistent cough, especially if that cough produces bloody or rust-coloured mucus.

For older adults and people with heart or lung problems, pneumonia can quickly become a life-threatening condition, so always consult a doctor immediately.

Your treatment for pneumonia will probably occur at home and will include curing the infection and avoiding complications. For bacterial pneumonia, an appropriate antibiotic will be prescribed. Once treatment begins, your symptoms should improve within three days (twice as long for smokers).

If your symptoms don't improve as expected, your doctor will likely try a different antibiotic. For viral pneumonia, antiviral medications will be prescribed, but your symptoms generally won't start to improve for one to three weeks.

Use aspirin or ibuprofen to bring down your fever. To recover fully, take the antibiotics as prescribed until they are gone, even after you start to feel better. Drink plenty of liquids (not alcohol) to flush the infection. Better yet, do what you can to protect yourself against infection and avoid pneumonia completely. Wash your hands regularly and/or use an alcohol-based hand sanitizer. Don't smoke. Stay rested and fit. Healthy lungs are nothing to sneeze at! ❄️

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

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Back behind the wheel

DR. CHRIS SINGH



ACL injuries don't just plague athletes

The anterior cruciate or ACL ligament is one of two internal knee ligaments. These two ligaments play an important role in the stabilization of the knee joint.

The ACL is a tough band-like structure that connects the thigh bone to the shin bone.

Most ACL injuries occur during

physical activities that require sudden stopping and starting or quick changes in direction.

Sports such as basketball, tennis and soccer tend to cause a higher incidence of ACL injuries.

In my practice I often see ACL injuries in professional truck drivers. Many times the injuries are due to slips and falls. I recently treated a patient who injured his ACL after slip-

ping on the wet deck of a float trailer. The major cause of this incident was the driver was not wearing proper footwear. Another common practice that can lead to ACL injuries is jumping off the back of a trailer or out of the cab of a truck.

Awkward landings from a jump often put tremendous stress on the ACL ligaments. As a result, I always recommend that drivers use three-point contact when getting in and out of a truck or trailer.

Patients often report a loud popping sound at the time of an ACL injury. Severe pain usually occurs instantly or within minutes. Significant joint swelling will continue to worsen for hours after injury. Often, a feeling of joint instability will follow an ACL injury. Due to the severity of pain and swelling, most patients seek medical attention immediately.

Your health care professional will take a detailed history and perform a physical examination. If necessary, tests such as X-rays or MRIs will be ordered to better visualize the knee.

The initial goal of treatment is to reduce swelling and control pain. Rest and ice application is a good place to start. Your doctor may prescribe pain or anti-inflammatory medications.

Rehabilitation therapy is the next step in treatment. Therapy will ini-

tially include the use of crutches and possibly a specially-designed knee brace. Stretching and strengthening exercises will be utilized to bring the knee back to full functional ability. While the ACL is healing, it is best to avoid strenuous physical activities that require pivoting and jumping.

In the most severe cases in which the ligament is torn, surgery may be the only option.

There are several different surgical techniques. Your doctor will advise you as to which technique is best for your particular case.

Nowadays, most knee surgeries are performed through small incisions around the knee joint. This significantly reduces the healing time.

As I always say, prevention is the best treatment. Although it is impossible to avoid all ACL injuries, many can be prevented by using common sense.

As mentioned earlier, avoid jumping down from the back of trailers or cab of the truck. Utilize proper footwear to reduce the chances of slips and falls.

Finally, try to keep your leg muscles strong and flexible by performing a regular exercise and stretching routine. This routine can be very basic consisting of a few stretches and strengthening exercises.

Keep these tips in mind and you will be well on your way to preventing an ACL injury. 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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Generating savings out of air

By James Menzies

When you purchase tires, do you think of them as an asset or a necessary expenditure? Just how you think of tires at the point of purchase may influence the care and maintenance they receive over their life-cycle. And that, in turn, could impact your tire-related expenses, one way or the other. Tires, and the air inside them, are the only things separating a vehicle from the road surface. Without them, your truck gets nowhere. So tire experts can be forgiven for becoming frustrated when tires don't get the respect they deserve and viewed as an asset. *Truck News* recently caught up with tire professionals from leading suppliers to find out how fleets and owner/operators can lower their tire-related costs.

This is Part 2 of a two-part series.

In the conclusion of this two-part series on tires, we look at how fleet owners and O/Os can reduce their costs and preserve their assets.

Part 1, in the January issue of *Truck News*, focused on the importance of inflation pressure and the not-so-subtle differences between the various SmartWay-approved tires.

Tires as a messenger

Regular tire inspections allow operators to not only monitor the health of their tires, but other aspects of their vehicles as well. Stephane Beaudoin, marketing manager, Michelin truck tires, encourages custom-

ers to think of tires as a messenger.

"If you have a mechanical problem, it's going to show in your tire," Beaudoin said. "Check your tires, and as soon as you see some irregular wear, make sure your bearings and things like that are in order. A lot of times we neglect the trailer, and the trailer will have some effect on your tractor (tires)."

Greg Cressman, technical services director, Yokohama, added "A regular tire inspection program - either by a fleet or

a servicing dealer - will spot such things as low air, lack of valve caps, mismatched duals, misapplied tread patterns, alignment wear, mechanical wear, drive-related conditions, tires ready to be pulled for recap to save casings and so on."

Rotation and alignment

One of those conditions that may be present if irregular wear begins to show,

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Checking tire pressures is especially important when running wide-base single tires, since a blow-out can cause considerable damage.

Casings should be a consideration, even if you don't run retreads

Continued from page 21

is a truck or trailer that's out of alignment. Beaudoin suggested users take a tread depth gauge to compare the wear of the tires at various positions. If the tread depth is consistent, the vehicle is likely properly aligned, but if the tread depth measures 16 mms at some positions and 12 at others, "you know you have a problem," she warned.

Trailer alignments are often overlooked, but also impact tread wear, she added. Trucks that pull a dedicated trailer could see costly tire wear if the trailer is not properly aligned. Beaudoin said Michelin also recommends tires be rotated when there is more than 4/32nds difference between the tread depth at steer and drive positions, or more than 2/32nds difference between right and left tires on the same axle.

Retreadability

Most fleets today are taking advantage of retreading as a way to maximize their tire investment, but even those who are reticent to retread can capitalize on the trend. There's a healthy market for casings that are in good condition, which varies seasonally and geographically, said Bert Jones, product marketing manager at Bridgestone Commercial Solutions.

"There is a strong demand for casings," he said. "It varies throughout the year; it's higher in the summer than it is in the winter and it moves through different geographic areas. You can have spot shortages. There is a strong market and need for retreadable casings."

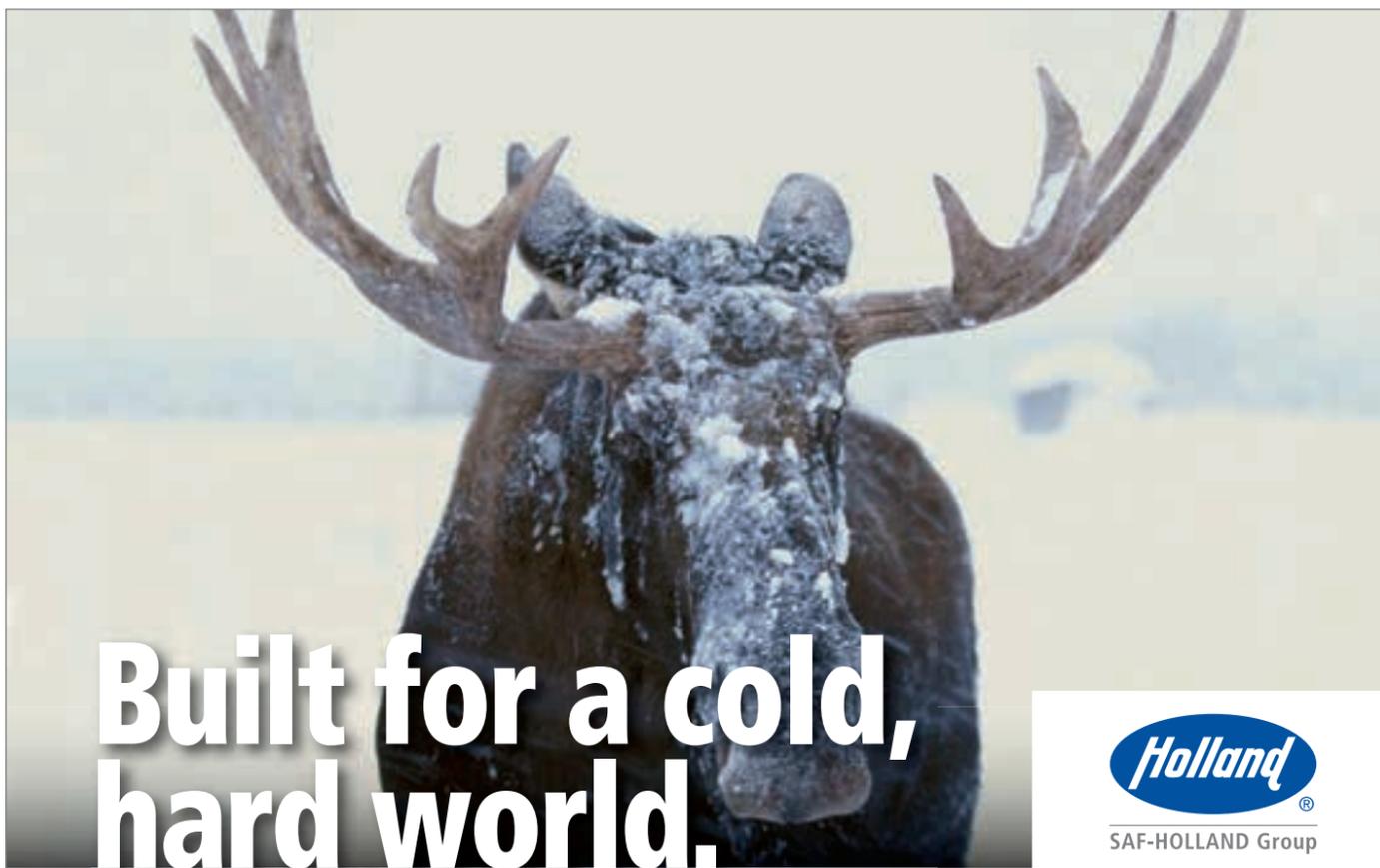
The retreadability of a casing should be a consideration when choosing a tire. Retreaders themselves have significant data they can share, which indicates the tire brands and models that provide the most retreads.

"Ask the tire supplier or a member of a network, what are the statistics that are available that show the average age of scrap for a particular manufacturer, how many times have those tires been retreaded and what are some of the conditions of the scrap rate?" advised Goodyear's Donn Kramer, director of marketing and product innovation.

Goodyear and other tire manufacturers track the scrap rate of their own and competitive tires, as well as the average age of the casing when it was removed from service.

But buying a retreadable tire is not

Continued on page 24



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24 TIRES

Wide-base acceptance

Continued from page 22

enough, added Jones.

"Air pressure, properly maintained, increases the life of the casing so you can retread it," he said. "So you're preserving your asset, you're preserving the value of the casing that you paid for when you bought the new tire."

Yokohama's Cressman agreed. "Proper maintenance and usage procedures - air pressure maintenance, speed and load included - will allow the casing to reach its full retread potential," he said. "Of course, no system is perfect, and it's possible to lose even the best casing at mile number one due to a road hazard."

Note also, the use of aftermarket tire sealants can complicate retreading. Goodyear's Kramer pointed out any aftermarket sealant must first be removed from the chamber, otherwise it could cause a fire during retreading.

Wide-base tires gaining widespread acceptance

Wide-base single tires continue to gain prominence, even though improvements in the performance of traditional duals may have slightly diminished the fuel economy advantage of single tires.

"If you took a non-fuel efficient dual setting and you went to a fuel-efficient - or SmartWay-approved - set of duals, you might get as much as a 5% improvement (in fuel economy)," Kramer explained. "If you went from non-fuel duals to wide-base, SmartWay-approved (tires), you could get as much as a 7% fuel economy improvement. So there's still a slight improvement (from duals to singles) but the gap has narrowed significantly."

While the performance of low rolling resistance duals can compete with that of singles, the real advantage of wide-base tires is the weight savings they provide - about 400 lbs.

"The big opportunity there is to increase revenue per load," said Jones. "That's why they're so popular with bulk haulers. If they can get several hundred pounds of (additional) revenue out of that truck, that's a big thing. I still don't see where it can be justified strictly on fuel economy."

Another concern with wide-base tires is that they can cause an enormous amount of damage when a blow-out occurs, Kramer noted, meaning maintaining proper inflation pressures becomes even more crucial when running wide-base singles. Wide-base single tires, noted Jones, are still a young technology. He pointed out the tire industry has a century of experience with conventional tires and 40 years with radials.

"We only have about a decade with ultra-wide-base tires and that technology is advancing rapidly, so I think it will continue to gain share in the marketplace," Jones predicted.

The biggest barrier to the more widespread adoption of wide-base tires are regulatory in nature, said Michelin's Beaudoin. "In Canada, what's stopping us from having even more growth is the fact we can't run them with the same carrying capacity out west as we can with duals," she said. "That's the only thing that's keeping an explosion of the growth in Canada."

She said Michelin is hoping to make some headway with legislators sometime this year. The trucking industry is on-board and also lobbying decision-makers to approve full weights to be pulled by tractors running wide-base tires. ●

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Tax Talk

SCOTT TAYLOR



Six tax tips to not overlook

It's February and those of us in the tax business are feeling like Santa as we make our lists and check them twice. We want to make sure clients know about payroll source remittance payments, T4/T5 summaries (due Feb. 28), RRSP contributions (due March 1), and all the other data necessary to file their personal income tax return.

So while you're gathering up log-books, cell phone bills, utility bills, T4's, etc., here's a little advice about items not to leave unchecked:

Income splitting

The object here is to have income taxed at the lowest possible rate by splitting your income with your spouse or children, assuming that they're in a lower tax bracket than you.

Any income paid to your spouse, son, or daughter has to be shown on their return and has to be reasonable given the work they have done for you. If a wage from you means that your spouse or child's refund will be reduced, just write them a cheque for what they should have received and call it good. Guaranteed, the amount is less than what you would have written to CRA.

Tuition and education

If you have kids in college or university, you can transfer up to \$5,000 of your child's tuition and education amount to your return as a deduction. The school will issue a tax slip showing the tuition paid for the year and number of months attended to calculate the education amount.

Caregiver and family caregiver

You can claim caregiver-related expenses if you maintained a dwelling where a dependent person with a physical or mental impairment lives with you. Just so we're clear, a dependent can be a child, grandchild, brother, sister, aunt, uncle, niece, nephew, parent, or grandparent of yours or your spouse or common-law partner. If the dependent is a parent or grandparent, he or she had to have been born in 1948 or earlier.

Medical expenses

Include any premiums you or your spouse/common-law partner paid to an insurance company (not a government body) for medical coverage, along with receipts for the actual drugs, glasses, hearing aids, and dental and medical services you paid for your family. CRA has a great list on its

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Web site if you want to see what qualifies as a deductible expense. If you're self-employed, the premiums may be better listed as a business expense rather than a medical expense on your return.

Donations

It does not matter whether your name or your spouse's name is on the slip or receipt, it's generally best to group all of your donations together and claim them on one tax return. This is especially true if the total is more than \$200 as you will get a larger tax-credit deduction.

Talk to your accountant about CRA's new first-time donor's "super" credit. It gives you an extra 25% tax credit when you claim your charitable donation tax credit. You qualify as a first-time donor if neither you nor your spouse or common-law partner has claimed the charitable donation tax credit since 2007.

A word about tax services

There are lots of people out there who want to help you file your tax return. They include big accounting firms, accountants that specialize in a particular industry like trucking, national tax-prep chains, the bookkeeper looking to make a little money on the side - and they all vary in knowledge, services, qualifications, and cost.

Once you find someone you trust, get your family's returns all done at the same place. I don't understand why some couples have different services preparing their tax returns. Unless your spouse is in some sort of specialty business (like trucking), your returns should be done by the same person to ensure all in-

We all must file a return. So...take time to prepare. It's the best way to ensure that your return is accurate, on time and takes into account all the tax planning you did throughout the year.

come and deductions are used to the maximum benefit. Most of the credits you may qualify for are based on household income. It saves confusion and hassle if all of your returns are done together.

Whether you were naughty or nice in 2013, CRA does not care (unless your naughtiness includes tax fraud). We all must file a tax return. So for goodness sake, be good to yourself and take time to prepare. It's the best way to ensure that your return is accurate, on time, and takes into account all the tax planning you did throughout the year.

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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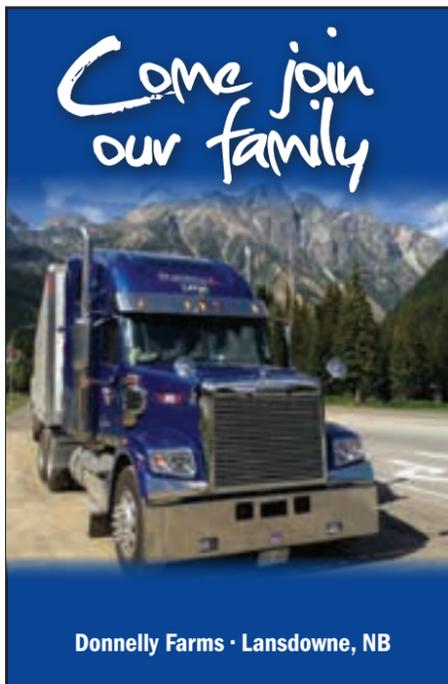


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Voice of the O/O
 JOANNE RITCHIE

When it comes to making regulations for trucking – or any other aspect of life in a modern democracy, frankly – the title of this column really says it all.

It's not always about who has the right ideas, or finding the best ways to achieve an objective; it often comes down to who participates in the deliberations and how effectively they can make their case. If you have a point of view and some territory to protect, you need to be at the table. You can rest assured others will be there protecting their interests – perhaps at your expense.

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Take the National Safety Code (NSC), for example, a set of 16 standards, ranging from commercial driver licence requirements to carrier facility audits, and everything in between – like trip inspections, hours-of-service, and load security – that drivers deal with on a daily basis.

These aren't regulations; they're minimum performance standards, which the provincial, territorial and federal governments have agreed to use as guides in drafting their own transportation safety legislation. At the end of the day though, each jurisdiction makes its own regulations. They are guided, perhaps, by the spirit of the NSC, but the result is a hodgepodge of rules that differ from province to province and sometimes fall short of the intended goal to promote efficiency in trucking by having harmonized safety standards across Canada.

And while we may look wistfully at our neighbours to the south where the US federal government has distinct jurisdiction over interstate commerce (and hence more streamlined interstate travel), there's no point thinking our country is going to change the way trucking laws are made. Our federal government has constitutional authority over transportation safety, but has long since delegated the regulation of interprovincial and international highway traffic to the provinces. On the upside, industry is not alone in its increasing frustration with legislative fragmentation. While I wouldn't say that provincial governments are scurrying en-masse to unsnarl – dare I say harmonize – our regulatory Gordian knot, many regulators share our concerns, and there is a growing realization that the system needs an overhaul.

Getting back to my point, input from the steering wheel crowd is vital to the process, and you can bet your bottom dollar we'll be at the table. Regulations affect everyone, but drivers are on the front line when it comes to compliance, and ultimately to enforcement. If we aren't there when the rules are crafted, they may not reflect our needs and concerns. Making and changing regulations is a complex and excruciatingly slow process, and sitting at the table with policy makers and regulators is not for the impatient or faint of heart.

The end of discriminatory age-based testing requirements for senior drivers in Ontario is a case in point. Although it took far too many years, the persistent lobbying – backed up by reasoned

arguments – finally paid off, partly because OBAC, along with a steadfast cadre of "old-timers" patiently educated and re-educated an ever-changing roster of Ministers and bureaucrats, and simply wouldn't leave the table.

Many folks find it hard to believe – and I come to any table myself with a healthy dose of cynicism – that regulators welcome input from the real world, but I can tell you that many are genuinely grateful for feedback from experienced and knowledgeable drivers.

And it's not always the big stuff like NSC standards that are on the line. Something as innocuous as your CB radio can be at risk.

In the past few years, as human errors were identified as a major cause of crashes, all governments hastened to bring in legislation to counter distracted driving by banning the use of hand-held "communication and entertainment devices." While cell phones are a major target, each jurisdiction developed its own broad definition of "devices" to cover the amazing assortment of distracting things one can do besides hold the gadget up to

your ear and talk. If the folks who use CB radios hadn't stepped up to the table, jurisdictions wouldn't have built exemptions into their laws, and commercial drivers, escort vehicle operators, and emergency and public transit drivers would have lost a useful tool.

In fact, at any one time, there are dozens of bureaucrats in every province and in Ottawa discussing matters, raising concerns, and contemplating measures that could have a significant impact on every aspect of your job. As it stands, there's no shortage of regulation in trucking where the table tilts just a little too far one way for my comfort, but, without driver input, can we expect anything different?

And therein lies the problem. If you're out on the road, how do you even find out about these things, let alone take the time to do something about them? Taking a quick online survey is one thing, but how many of you are available for a meeting in the middle of the week at a downtown government office anywhere in the country? That's where OBAC comes in. As the authoritative national

voice of small business trucking in Canada, we're there when you can't be.

Don't get me wrong; simply "showing up" at the table isn't what makes a difference. When we sit down with policy makers and regulators, we need to be well informed, have our facts and figures right, and our research done. And more than anything, we need the insight and vision that comes from years of experience and millions of miles of real-world trucking. Some significant rule changes are on the regulatory horizon as we move into 2014. OBAC will be at the table this time around, and your support is vital. For every issue on the table, we can add value to the debate with a driver's-eye-view. In many cases, we're not on a different side of the issue than others in the room, but we're always on a different side of the steering wheel – and that – my friends, makes all the difference. ●

Joanne Ritchie is executive director of OBAC. What's on your 2014 menu? E-mail her at jritchie@obac.ca or call toll-free 888-794-9990.

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There is just about enough good economic news around these days to make us think we may be witnessing a significant change in the economy, a change that could build momentum and lead us back to the prosperity of former years.

While caution is still the order of the day, with many segments of our industry still in recovery mode, it certainly can't hurt to recognize and reward success and excellence when we have the opportunity.

The vast majority of people in this country don't give a thought to the merits of the trucking industry. To most, we are simply those huge trucks that they have difficulty passing, or that spray their windshield during inclement weather.

But when it is explained just how important trucking is to their daily lives – their personal lives – it's not that difficult to change views.

But despite the lack of plaudits from the general public, there is every reason to continue to recognize those within our industry that demonstrate excellence. In many ways it's a responsibility we all share.

Many carriers make the effort to recognize employees who make outstanding contributions and most industry associations do the same for fleets and industry suppliers that demonstrate excellence.

So at the PMTC we know we are not alone in promoting the upside of such an essential contributor to Canada's economy as trucking. But we are the leaders in doing so for the private trucking community.

So with the opening of the PMTC's 2014 awards season, we are especially pleased to announce the addition of a new set of awards, Top Fleet Employers, which will be managed by Trucking Human Resources Canada. More on that in a bit. The PMTC awards will be presented during our annual conference in June.

The event combines educational forums with expert speakers, networking with people from all sectors of the industry, and the presentation of awards that celebrate some of the people and fleets that contribute so much to trucking in Canada.

This year's conference takes place June 18-19, at Kingbridge Conference Centre in King City, Ont., just outside Toronto. One of the highlights of the conference is the presentation of the PMTC awards, which have a long-established position in the trucking community. They represent the commitment to excellence of PMTC, its members, and the sponsors that help

us maintain the programs.

Here's a brief overview of the awards and how to participate:

The **Hall of Fame for Professional Drivers**, sponsored by Huron Services, a CPC Logistics Company inducts up to four professional drivers each year. The Hall of Fame resides on our Web site at www.pmtc.ca and a visitor can review the outstanding records of all the inductees dating back to 1990.

These are individual awards of excellence, and the safety records of the recipients are extraordinary. The many years of safe driving that Hall of Fame inductees represent should be the goals of everyone who takes the wheel.

Nomination forms are available on the PMTC Web site, along with a description of the criteria for entry. While the award winners are the best of the best, it is also a mark of distinction for any driver to be nominated, and we encourage the participation of all our members.

Continued on page 34

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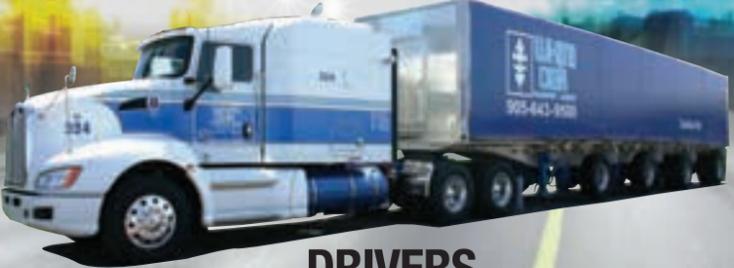
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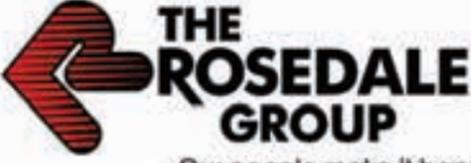
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Top fleets earn honours

Continued from page 31

The Private Fleet Safety Awards, sponsored by Zurich, are open to all private fleets in Canada. These awards recognize companies that have successfully integrated detailed safety programs as a key component of their operations, and whose programs deliver results.

The awards are as much about recognizing the whole approach to safety as they are about the on-road performance. It takes a well-managed safety program built on solid principles to achieve long-term results.

By completing the application (available at www.pmtc.ca) any fleet manager will be shown a clear pathway, or a 'how to' for implementing a safety program. The awards program criteria are based on the best practices of private fleets and winning in any category is a significant achievement.

The Vehicle Graphics Design Awards, sponsored by 3M Canada add the colour and drama to our annual awards luncheon. This marks the 29th

“The Top Fleet Employer awards will bring a focus to Canadian private carriers.”

Bruce Richards

year of these awards and the competition attracts entries from across the country. There are a number of categories for which awards are presented, each based on vehicle type, and they are shared by the fleet and its graphics house.

The graphics competition is open to every Canadian truck fleet, private or for-hire, PMTC member or not. Studies have confirmed the value of using fleets as roaming billboards, whether to advertise specific products or the company itself, and many companies make full use of the available space for that purpose.

Many of the entries come via the graphics industry and we welcome their role in making this such a great event. Now for the new award we mentioned earlier: Top Fleet Employers, managed by Trucking Human Resources Canada, is modeled on the hugely successful Best Fleets to Drive For program. The Top Fleet Employer awards will bring a focus to Canadian private carriers.

Full details and criteria for each of these awards are available at www.pmtc.ca, or you can simply call the office at 905-827-0587 if you need more information. ●

The Private Motor Truck Council is the only national association dedicated to the private trucking community. Direct comments and questions to trucks@pmtc.ca.

Industry Issues

DAVID BRADLEY



For our working class heroes

What makes certain people extraordinary? What is that thing inside some individuals that makes them 'heroes' – whether they rise to the occasion in an emergency situation or, more commonly, they repeatedly and unfailingly offer themselves for the betterment of their communities?

Before typing out this column, I devoted a few minutes to seeing if there was any research on this topic. There isn't a whole lot that's said to be conclusive, but Jeremy Frimer, a professor of psychology at the University of Winnipeg, is one of a few academics devoted to answering these sorts of questions. Here's my oversimplified interpretation of what he and others like him have to say: Not surprisingly, extraordinary folks are selfless people who take charge of situations; who inherently respond sympathetically to others; and who have a strong sense of moral and social responsibility. Fear does not dissuade them from their goals. They instinctively want to "take something bad and turn it into something good" and they naturally expect positive outcomes.

That sure sounds like a lot of people I've met over my many years in trucking. While I'm the first to agree the word 'hero' is often diluted – too leniently misdirected as worship for celebrities and beauty instead of reserved for what I believe are more deserving members of society like, say, soldiers and civil rights leaders – I don't at the same time believe a hero requires super powers or needs to be able to lift cars off of baby carriages with his bare hands. Trucking – I'm convinced, more than any other industry – is filled with people who are cherished by others as extraordinary for consistently and unconditionally doing positive things that genuinely improve peoples' lives. Recently, OTA had the privilege of honouring three very different, but equally extraordinary people in trucking whose deeds and personal character have touched countless loved ones and strangers alike.

The Trudgeon family of London, Ont. were able to spend this past Christmas and many others hereafter in the loving company of their patriarch, Don Trudgeon because of the heroic actions of a fellow trucker – Stephen Lill, a driver with Contrans Flatbed. Stephen, who was named the 2013 Bridgestone-OTA Truck Hero at our annual convention, witnessed Don's tanker truck roll over at the QEW-Royal Windsor on-ramp in Mississauga last year and immediately rushed to the scene. As diesel fuel pooled around the wreckage, some bystand-

Continued on page 37

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It takes a special person to be a hero

Continued from page 35

ers tried to dissuade Stephen from attending to Don, who was trapped inside the crushed cab and suffering from life-threatening injuries.

"They said no one could have survived that so don't bother going to the truck," Lill explained. "I asked them 'Have you checked?' They didn't. So I said 'Get out of my way, I'm checking.'" Stephen stayed with Don for 30 minutes until an air ambulance arrived, keeping him semi-conscious while calming tensions from bystanders who continued to implore Stephen to flee for fear the tanker would blow up. Although he couldn't physically rescue Don, Stephen ensured hope wouldn't be extinguished.

Not as dramatic, but no less effective are the everyday engagements of Bison Transport's Norm Sneyd, who received the prestigious Shaw Tracking-OTA Service to Industry Award. As do countless others in this industry, I consider Norm a personal friend, so believe me when I say there could be no more popular choice. Norm is one of the most genuine, most admired people in our industry. As a natural leader whose business outlook was forged decades ago as a driver, he can relate to every facet of trucking and inspire people at every level of the business. His dedication to the industry is matched only by his commitment to helping others in need. Whether he's building hous-

es for Habitat for Humanity, running for Relay For Life or raising money for all the other charities I can't keep track of, Norm is always putting others first.

Chris Bender, a driver for Steed Standard Transport in Stratford, Ont., and an Ontario Road Knight, also goes about his business quietly, but similarly leaves a lasting impression on those who come into contact with him. Anyone who heard his acceptance speech for the 2013 Volvo Trucks-OTA Driver of the Year award won't soon forget him. His impassioned testimonial for the business of trucking, his colleagues and his fellow man was truly rousing. When he's not mentoring new drivers at his company, he's serving as a chaplain at the local Legion, hospitals and nursing homes.

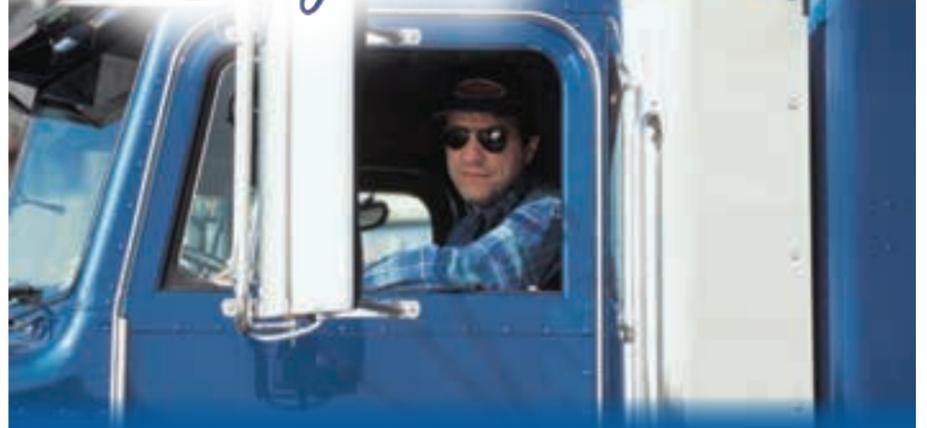
I'm still not sure what makes someone extraordinary or a 'hero.' The author Henry Miller said "the ordinary man is involved in action, the hero acts" and that gets close to the heart of it for me. These three men are linked not so much by the things they do, but what they repeatedly choose not to do. Unlike too many of us, they refuse to be bystanders. At their own risk and expense, they proceed forward - sometimes suddenly, but mostly incrementally - changing lives and bringing joy to others. ●

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

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Over the Road

AL GOODHALL



Regulations eroding freedom of the job

I moved here to be with the love of my life. I hope he realizes on nights like this when I drive home from work, I risk my life to live with him!"

That was a comment made by one of my friends after a harrowing winter drive from London to her home in Tillsonburg.

It made me realize that what I consider fun and challenging is to most people an experience they would rather do without. When it comes to winter driving, the majority of people are white-knuckling it out there, and it shows. My driving experiences over this past holiday season reinforced my belief that the greatest hazard we face on the road as professional drivers, is in fact, other drivers. You can manage the curves that Mother Nature throws at you pretty well, but managing the actions of other drivers is a different story.

By far the majority of "accidents" I saw over the course of the 2013 holiday break involved a single vehicle.

The majority of people had simply run off the road and the bulk of those events resulted in a simple winch back on to the road accompanied by a bruised ego. It wasn't difficult to pick out the higher speed events: roll-overs and vehicles that had ridden the guardrail or retaining wall for extended distances. I've found that the best practice for staying safe in the winter months is to simply stay as far away from other drivers as you can, or at least give it your best shot. If there is a pack of vehicles travelling together, bumper to bumper during poor weather events, I don't want to be near them. I know that's easier said than done when faced with some of the busiest travel days of the year.

When I do have to travel close to others, I try to bear in mind that most folks behind the wheel of passenger vehicles (some commercial vehicles too, let's not forget) are pretty nervous on snow and ice. Patience. Patience. Patience. That's the key. Although I admit my patience wears pretty thin at times.

That leaves a minority group of drivers that usually make driving truly miserable for the rest of us. You know, the ones that may be sliding into you from behind, or spinning out in front of you, or bouncing off a wall or guardrail and ending up underneath you. They exude overconfidence and a general disregard for safety. If you are practicing patience you would call this group of drivers a challenge. My friend's comment also spoke to the value we place on different classes of work. When I tell someone that I drive for a living, it can sound like a pretty cushy job, or at least pretty simple and straightforward.

It's not often a person views a professional driver's job through the anxiety they have experienced driving in crappy weather. When the average person recognizes that driving may put their life at risk, it says a lot about what we expose ourselves to every day as professional drivers. In fact, it's easy for us to forget about that and become complacent as we tackle the daily grind.

When I get out in the nasty weather it gives me a true appreciation of how much I enjoy my work.

In a funny sort of way, coping with the risks we face on the road every day

is where I find the greatest joy in the job. After all, that's where true freedom lies isn't it? Having the ability to choose your own path down the road.

The comment my friend made about

freedom of choice and the effect that has on our personal safety and that of the travelling public. Road safety is about the driver behind the wheel making the right choices. Those choices

"The freedom of the open road is the greatest attraction the trucking industry has to offer when it comes to recruiting."

Al Goodhall

the stress of her commute got me thinking about a lot of different anxieties we face as drivers.

But my mind always comes back to the issues we face surrounding our

extend beyond the decisions we make when we are behind the wheel.

Over the course of the last few decades, professional drivers have found their hands increasingly tied when it

comes to how they manage their time, when they should drive, and when they should rest.

The freedom of the open road is the greatest attraction the trucking industry has to offer when it comes to recruiting and retaining people with the right skill set and personality traits to get the job done in the best and worst of conditions. That freedom continues to be eroded through hours-of-service legislation, consolidation of the industry through mergers and acquisitions, and technology implemented to control actions of drivers rather than complement their skills.

My friend reminded me we put our lives on the line every day in our profession. Our safety is dependent on our freedom to choose. Is that something we have given up on? ●

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 @Al_Goodhall.



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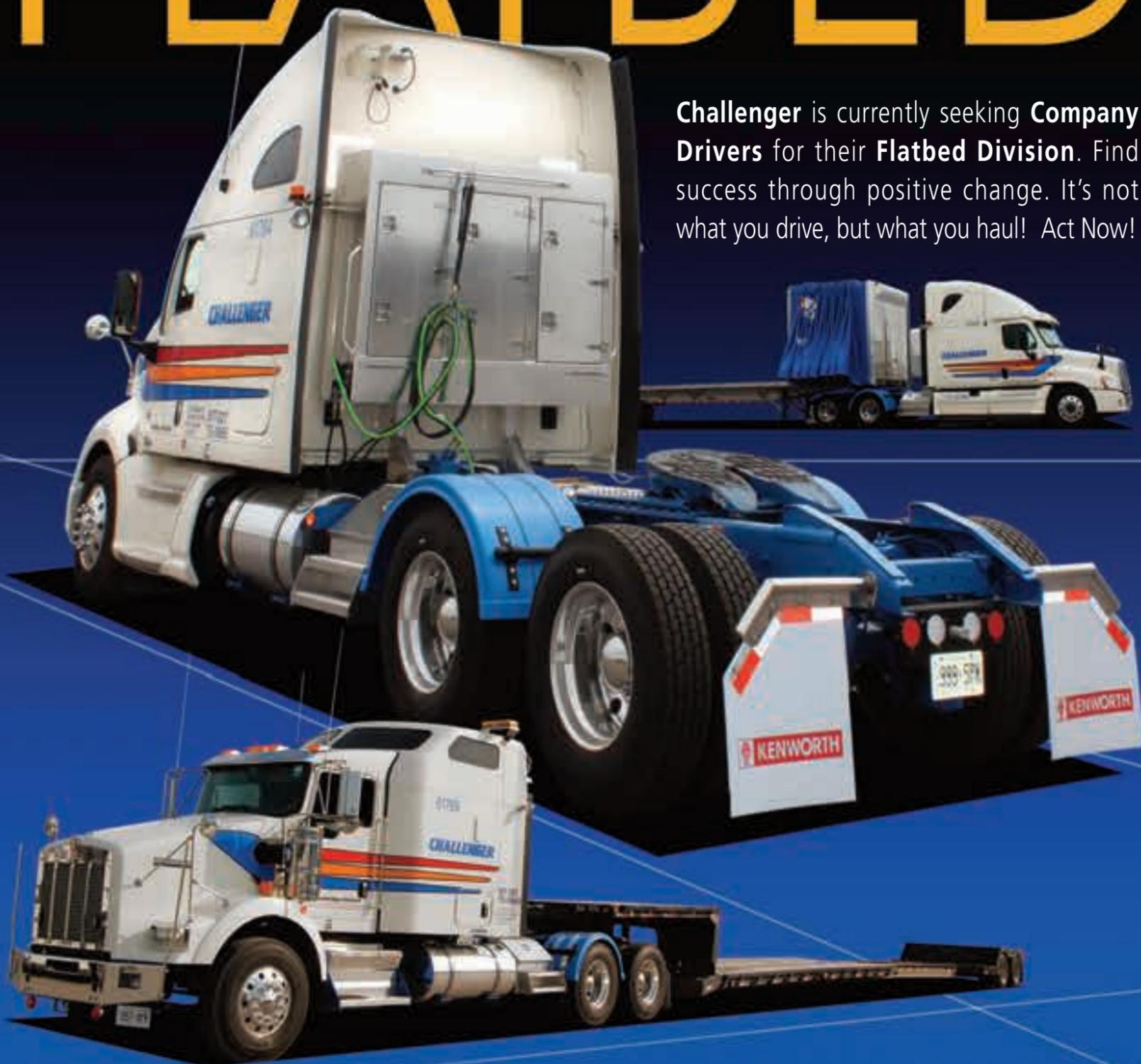
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You say tomato I say tomahto

MARK LEE



Make each day better than the last one

First, I would like to wish you all a happy and prosperous New Year. I know we're already a month into 2014, so we can get down to the business of making a difference this year now that all the get fit or quit smoking-type resolutions have fallen by the wayside.

There's a reason these resolutions fail and it's because we never actually wanted to go to the gym or quit the smokes, but we felt we had to do something to herald the start of a new year.

We have the rest of the year in front of us now so it would be good to start off as we mean to go on. Now I don't mean repeating what we did last year, however successful that may have been, I mean by making improvements to that and making this the best year ever.

We're a month in already, so we have a good idea of what the year holds in store for us.

We really should be trying to work out a way to make improvements in everything we do. A lot of small positive changes can have a huge effect overall.

It's a bit of a cliché, I know, but the best way to achieve change is to review what we have done in the past and try to improve upon it - not just at this time of year, but on a daily basis. After all, every day is a fresh start. No matter how bad things were yesterday, today we have a chance to put things right and we have an (almost) infinite number of tomorrows to repeat the exercise.

I used to shake my head at statements like that. I thought it was a bunch of happy clappy nonsense, usually said by one of those really annoying people who wake up smiling and full of life, when most of the rest of us are in a zombie-like state until our caffeine levels are topped up sufficiently.

As much as it pains me to admit, the happy clappers are right; we do get a fresh start every single day. The kids have a new saying: YOLO (You Only Live Once).

Except you don't.

You live every day, so it should really be YODO (You Only Die Once), but that's a bit pessimistic, however true it may be.

So what does this have to do with trucks and trucking? Simple, we should all look back on what we have done to get us to where we are today. None of us have been perfect and if we look back at the past we can avoid

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There's an easy fix to what ails trucking

Continued from page 41

making the same mistakes in the future. Looking back at some of our past mistakes could, in some cases, be quite amusing, but every single mistake will also reveal a way that we could have avoided it and that's what we use to improve what we do or how we do it.

Generally speaking, I think the trucking industry is quite easy to fix. When we look back on why things are the way they are now, it's because we've complicated things unnecessarily. We need to get back to basics.

A perfect example of this is NASA. They spent millions of dollars and countless man-hours developing a pen for their astronauts that would write upside down in zero gravity. The Russians just gave their cosmonauts a pencil.

In place of zero gravity, we in the trucking industry have KPIs and Risk Management Strategies. They focus our attention and we run the risk of losing sight of our target.

We need to concentrate on doing what we are supposed to do: moving freight. When we do that properly, all the buzzwords you can think of will be taken care of.

We don't need to think outside the box, we need to think about what's inside the box and get it to where it is supposed to be, on time and in good condition.

When it comes down to it, that's all we need to do: pick stuff up on time and take it where it's needed, when it's needed. Anything else is just complicating things for the sake of it. The more complications we add, the more we increase the risk of something going wrong.

As with the NASA example, just because a technology or idea exists, it doesn't mean we have to use it.

The wheel has already been invented, trying to reinvent it will only bring problems we don't need.

Sure we need to innovate and improve what we do, but not at the expense of actually getting the job done.

There really is no need for weekly power meetings, with everyone concentrating on saying the right thing at the right time.

Talking the talk may make everyone feel happy, but talk is cheap, there's far more potential for future success by doing the right thing at the right time. We don't need fancy ideals. We should all have a strategy for everything we do and there is a one-size-fits-all strategy: simply do a better job tomorrow than the one we did today. ●

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

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Tools and technique keep cargo secure

Freight needs to move. The business of trucking depends on it.

The secret is to ensure that freight doesn't move off a trailer before a trip is complete.

North America's Cargo Securement Standard – applied in Canada as National Safety Code 10 – defines the various steps which will keep cargo snug and secure during a journey. It is where fleets and drivers alike learn how to apply tools such as straps, chains and hooks to hold freight as varied as logs, skids, metal coils and rolled paper. Related fleet training programs and manuals tend to focus on the specific loads a driver will encounter.

But as important as the number and placement of load security devices will always be, there are other factors to consider in the efforts to avoid spills or fines.

Cargo straps offer a perfect example. Those which are safely stowed away when not in use can be protected against common causes of nicks and cuts, and they are certainly easier to manipulate when protected against salt, ice and snow. Other options will shield the straps that are in place. Premium designs often come with plastic wear sleeves that protect against abrasion, while plastic corner protectors shield the straps from sharp edges on the cargo itself.

In each case, the required number of straps is dictated by clearly marked Working Load Limits, and the quality of the related markings will make a difference of its own. Some roadside inspectors have been known to reject straps because the recorded limits were simply too faded to read.

It is not the only cargo securement device that deserves ongoing inspections during circle checks. The bungee cords which hold tarps in place are prone to their own weather-related damage. Those that are always left exposed to the elements will begin to crack. And, if the cords snap, the hooks at their ends will become dangerous projectiles.

Even seemingly rugged links of chain can use some added support. While load binders help to pull the links snug against a piece of cargo, the drivers who apply the leverage of an oversized bar can actually stretch the links out of shape; rusty chains might break altogether. The threats are not limited to the chain, either. Long bars applied to over-tightened binders have been known to snap back at the drivers who use them.

The hooks used to connect straps and chains to their respective anchor points complete the job. Straps which are fed under a rub rail, for example, can be locked firmly in place with a closed hook. Well-maintained binders, meanwhile, are properly secured with dedicated mechanical locking devices rather than makeshift anchors made from coat hangers or O-rings.

A few pieces of personal protective apparel will shield drivers against any swinging or snapping straps in the process. Work gloves are a start, but safety glasses will be a welcome protector if a bungee cord breaks free or if sand and gravel begins to fly off the surface of a tarp on a windy day. Safety boots will help to secure proper footing when climbing on top of any load to inspect

the different securement devices.

As important as each tool will be, drivers also have a chance to enhance cargo security by observing how freight

materials or air bags will keep items from shifting side to side, while a few sheets of plywood will distribute the pressure from a load bar and hold ev-

“Some inspectors have been known to reject straps because the recorded limits were simply too faded to read.”

David Goruk

is stacked inside a trailer. Those hauling half a load, for example, can pile goods in staggered tiers. This lowers the centre of gravity and makes a trailer less prone to tipping.

Filling vacant spaces with dunnage

everything tight. Stacking the heaviest freight on the driver's side of the trailer – so it sits close to the highest point in the lane – helps to keep a trailer from pulling toward the shoulder of the road. And when the heaviest trailer is

placed in the lead position on an A-train, the configuration will travel in the straightest-possible path.

The final step in any commitment to load security involves actions in the driver's seat. Freight is more likely to topple if trucks head too quickly into a highway off-ramp, and seemingly secured cargo can be dislodged when trailers are allowed to slam into loading docks. The light touch of an accelerator or brake pedal will limit the forces which can cause trouble.

Actions like those should help everyone feel more secure. ●

This month's expert is David Goruk. David is a risk services specialist and has served the trucking industry for more than 25 years providing loss control and risk management services to the trucking industry. 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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Tallman Truck Centre now selling Cobra trailers

Tallman Truck Centre has announced it will be distributing the line of Cobra aluminum dump trailers in Ontario. The trailers will be available for sale at all Tallman dealerships, the company announced.

"This distribution agreement with Cobra Trailers will allow us to enter into the trailer sales business in Ontario," said Tallman Truck Centre president, Kevin Tallman. "This deal is consistent with our strategy of becoming a one-stop-shop for our customers. We are excited and fortunate to partner with one of the best trailer manufacturers in the industry, and look forward to delivering high-quality aluminum dump trailers to all our construction customers throughout Ontario."

Craig Cadenhead, president of Cobra Trailer Manufacturing, added the company is "excited to be aligned with Tallman Truck Centre, including all of their convenient locations covering Ontario. This will continue to further the ability of customers to receive the very best customer service including sales of in stock inventory along with the very best customer service for repair and parts that Tallman Truck Centre's have always been so well known for." ●

Canadian firm offering twin steer prep kits for Freightliners

BAIE-SAINT-PAUL, QUEBEC

Freightliner has announced the availability of twin steer chassis prep kits for its 114SD and 122SD truck models.

The prep kits allow quick aftermarket conversions and installations of second steer axles and heavy-duty suspensions, resulting in faster delivery to the customers, Freightliner says. Providing the turnkey solution is Simard Suspensions of Baie-Saint-Paul, Quebec. The product is aimed at crane, dump, wrecker, mixer and logging applications.

"To provide a simplified transition from factory to conversion, we developed a cost-effective and timely process that still allows for customization," said Mary Aufdemberg, director of product marketing for Freightliner Trucks. "We are responding to our customers' needs by providing a streamlined solution that will get them on the job as fast as possible." ●



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SmartTruck defends aero performance of devices

By Daniela Piteo

GREENVILLE, SOUTH CAROLINA

After a disparaging report was issued by Performance Innovation Transport (PIT) claiming UnderTray systems failed to deliver fuel reduction costs, SmartTruck Systems shot back with a host of data supporting its product and its ability to deliver savings. Mike Henderson, SmartTruck's chief scientist and former Boeing chief of research, dispelled PIT's report with both data from its own tests and tests conducted by an independent engineering firm.

"Our product performance is based on three legs," said Henderson. The first leg of testing is the Commercial Aircraft Level and Computational Design, which uses the NIS Kraken Supercomputer at the Oakridge National Laboratory to measure computational fluid dynamics (CFD). The Kraken is the most powerful computer in the world managed by academics at the University of Tennessee.

"Small companies like us have access and are able to use these giant computers which are very complex," said Henderson.

The test uses numerical methods and algorithms to solve and analyze problems that involve fluid flow. The high-speed supercomputer yields test results that are remarkably accurate. Following the CFD study, SmartTruck Systems submits to Accurate Coast-Down Aero testing, which is based on SAE/EPA auto standard tests and modified for large trucks.

The tests are performed on the Kennedy Space Center Shuttle runway, which is one of the longest runways in the world at 18,000 ft.

"This test is the gold standard in EPA certifications," said Henderson, who noted the rigorous protocol was

modified for tractor-trailers and broken up into two tests tracking both a high-speed coast-down from 65 mph to 55 mph and a low-speed coast-down from 25 mph to a complete stop.

The third and final leg of tests included the demanding SAE J1321 Fuel Mileage testing - which was overseen and approved by an independent observer.

"This test has almost become a dinosaur in testing because it is very difficult to do," Henderson said, noting that it is unlike the coast-down test that "is very sensitive and accurate. There's nowhere to hide, it ei-

ther works or it doesn't."

The results from the testing confirmed the company's belief that the UnderTray system delivers fuel efficiency and reduces emissions.

Savings in fuel consumption, according to tests, were reported between 6 and 6.3%.

"The science, technology and savings that go into our suite of aerodynamic solutions are significant, so we're not surprised to see these results," said Henderson. "Where the science hits the highway though is the spot where the trucking industry is able to save money. These results are right in line with not only SmartTruck's internal testing using multiple methods, but also with what our customers are reporting out on the road - even in comparison to other aerodynamic products." ●

Next month, we'll bring you insight into how SmartTruck's UnderTray system was developed, having gone behind the scenes with product developers.

Sousa Truck Trailer Repair expands

CAMBRIDGE, ONTARIO

Sousa Truck Trailer Repair has announced the opening of a new location in Cambridge, Ont. In 2011, the company began offering a small rental service and 24-hour mobile service in Cambridge. John Sousa's son Christopher has opted to expand operations there.

"Not only will we continue to run a fleet of rentals in Cambridge along with a 24-hr mobile truck, but now finally Sousa will be able to provide our customers with a 12,000 sq.-ft. shop along with three acres of fenced parking space," Christopher Sousa said. ●



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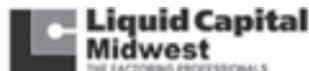
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Driving Volvo's Optimized Series VNM 430 with D11 engine

Volvo says there are weight savings to be had by moving to a smaller engine. But is its D11 engine capable? I took it into the Virginia hills to find out.

By James Menzies

When it comes to removing weight from a Class 8 truck, how do you determine the value of a single pound removed? That's one of the questions Volvo sought

to determine when optimizing its regional haul tractors for lighter weight.

To find an answer to this question, Volvo approached several weight-sensitive customers, whose answers ranged \$6-\$12 for every pound saved.

The fact customers were willing to pay a premium for lighter-weight trucks sent Volvo on a quest to develop the Optimized Series of re-



The little D11 engine pulled well and held top gear even up many of Virginia's steep grades.

gional haul tractors - a line of eight VNL and VNM tractors that were designed to be as lightweight as possible. The new line includes: the VNL 300, 430, 430 mid-roof and 630 mid-roof; and the VNM 200, 430, 430 mid-roof and 630 mid-roof. This new series of regional-haul tractors runs the gamut from day cabs to 62-inch mid-roof sleepers, suiting everything from local drivers to those who are on the road for two to three nights at a time.

The VNM trucks have a 10-inch shorter bumper-to-back-of-cab (BBC) than the VNLs, but share the same cab. The easiest way to differentiate them at a glance is that the hockey stick-shaped vents on the side of the VNL hoods are simple rectangles on the VNMs. With the exception of the VNL 630, each of these trucks is powered by the Volvo D11 engine. But most intriguing of all; they each provide up

fuel per trip, making three deliveries a day, 250 days a year. That totals 37,000 gallons of extra product delivered at the end of the year.

Those are heady numbers, and offer insight into why bulk haulers would consider paying extra for a lighter-weight truck. And they'll pretty much have to. The reality of lightweighting is that aluminum components, wide-base tires and the like are generally more expensive than their more conventional, but heavier counterparts.

"Aluminum can be very pricey in this market, so usually what happens is when you get into lightweight (spec'ing), you're going to pay a little bit more," Stadler noted.

Bulk haulers understand the value of additional payload, but the bigger question, at least here in Canada, is will they trust the unfamiliar components such as 6x2 axles or the D11

"The day of having one truck for everything is pretty much gone. Customers can't afford to lose money every year because the truck isn't optimized."

John Moore, Volvo Trucks

to 1,200 lbs in weight savings, which means more payload for bulk and tanker operators and improved fuel efficiency for those running heavy.

How'd Volvo find 1,200 lbs of weight savings in its Optimized Series? Chris Sadler, product marketing manager, regional haul, said the savings came from: vendor components (190 lbs); aluminum components (150 lbs); wide-base tires and aluminum wheels (300 lbs); an aluminum fifth wheel (240 lbs); and a 6x2 axle (380 lbs). That's 1,260, if you're keeping score, and doesn't even take into consideration the 300 lbs in weight that moving from the D13 to the smaller D11 will net.

Granted, Volvo knows not every customers will want or require every one of those weight-saving options.

"You may need that 13-litre engine or some other features that are not in these spec's," Stadler acknowledged. "But the key point here is, you're going to see value in taking weight out of the truck."

How much value? That, of course, depends on application. Examining customer scenarios where payload is paramount, Stadler said a fuel hauler could increase its profits by \$95,000 per year if it increases payload by just 320 lbs. His calculations are based on carrying an extra 50 gallons of

engine? Volvo says it has customers in the Upper Midwest running 6x2 vehicles without any issues relating to traction - one of the most common concerns among fleets. These trucks use the Meritor Fuelite 6x2 with electronics that shift weight to the powered axle in low-traction situations. It should be noted, not every province allows 6x2s at this time, though that could change.

Every truck in the Optimized Series line-up features the Fuelite 6x2 rear axle, but customers can order the weight-reducing components a la carte and still enjoy some savings.

Canadian customers may also be uneasy about using a D11 engine in place of the popular D13. The D11 has some faithful fans here in Canada. I recently visited auto parts hauler Verspeeten Cartage and was surprised to find many of the trucks in its yard were D11-powered. Count me among the skeptics that a D11 would provide sufficient power to pull 80,000 lbs across even moderately hilly terrain; at least till I had the chance to drive one of these vehicles over about 100 miles of more-than-moderately hilly terrain in Virginia. The truck I drove was the VNM 430 mid-roof sleeper and I was pulling an unbaflled loaded tanker trailer grossing about 78,000 lbs.






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John Moore, marketing product manager, powertrain, admitted Volvo would likely have suggested the D13 if I were to run these hills on a regular basis. But they wanted to prove the D11 could handle the grades, and it certainly could. The I-Shift held top gear up most of the hills and I was able to hold my own with traffic. The engine strained while pulling some of the steeper hills I encountered on my drive, but I never felt like a moving chicane – at least not to other truck traffic.

The speed limit is 70 mph in Virginia – trucks included – and so yes, I was getting passed, but not because the engine was grossly underpowered. The D11 engine was actually nice to drive on the flatter sections of road. It seemed a tad quieter than the D13 and it wasn't a big downgrade in terms of torque or power.

Moore bristles at any suggestion the D11 is a "throwaway" engine or bored-out 9-litre.

"It's one of our most reliable engines," he said. "It's actually reverse-engineered from our 13-litre. If you look at the size of the bearings on this, the bearing surfaces are larger than those of the 13-litre Paccar MX or the 13-litre MaxxForte. They're also equal to the size of the DD15 and DD16. These engines can easily get a million miles without any problems."

Volvo backs the D11 with the same base warranty it offers on its 13L. But it does have its limitations. Volvo holds firm on its 80,000-lb GVW rating for the D11 and it doesn't suggest running it over the Rockies on a regular basis. It's best suited for regional haul applications grossing no

more than 80,000 lbs and with cruise speeds of 63 mph or less.

"We don't want to underpower a vehicle, because drivers are going to hate it and they'll think it's a bad engine. It's not, but it can be put into the wrong application, so you have to be very careful here," Moore said.

Volvo's keen on promoting the D11 engine because it is well suited for a wide range of regional haul applications and that's a segment where the truck maker wants to grow its presence. Volvo recently expanded its popular XE (exceptional efficiency) powertrain package to include the D11. This involves mating the engine to an I-Shift overdrive transmission with a ratio of 0.78:1 and axle ratios of 2.64-2.80. Spec'd this way, the sweet spot is widened and the engine runs about 200 rpm slower, providing a fuel savings of about 3%.

But the XE package isn't for everyone. Moore said it works best in applications where vehicles are running at high speeds and delivering diminishing loads. Spec'ing trucks, as if it wasn't complex enough to begin with, is even more so today with the advent of more sophisticated powertrains and a broader array of lightweight components. Volvo seems to want to challenge truck buyers to re-evaluate some of their traditional spec'ing decisions. That may mean different spec's within the fleet for different customer sets.

"The day of having one truck for everything is pretty much gone," Moore said. "Customers can't afford to lose money every year because the truck is not optimized." ●

Manac receives order for 700 van trailers

SAINT-GEORGES, QUEBEC

Train Trailer Rentals has placed an order for 700 Manac trailers, which the company believes to be the single largest Canadian trailer order ever.

"Seven hundred vans, one order, one basic specification is, to the best of my knowledge, the largest Canadian trailer order ever seen by any manufacturer. Our ability to secure this business from Train Trailer Rentals is based on years of collaboration and mutual support. It is also a tribute to our employees' commitment to providing a cost competitive product, the solid design of our UltraPlate model

and an excellent level of service," said Charles Dutil, president of Manac.

Production of the trailers will begin in the first quarter of 2014 and will be completed by the end of the third quarter, Manac announced.

"After recently amalgamating Westvan and Train Trailer Rentals, this transaction secures our position as a leader in the full-service trailer rental sector in Canada," said Rick Kloepfer, president of Train Trailer Rentals. "We were focused on quality and performance in the purchase of these trailers. We're certain the team at Manac will provide comprehensive, leading edge support, which is extremely important to us." ●

SAF-Holland offers lifetime warranty

MUSKEGON, MICHIGAN

SAF-Holland has announced it's offering a lifetime warranty on its Atlas 55, Atlas 65 and Mark V landing gear.

The warranty covers defects in material and workmanship for as long as customers own their trailers, and is part of the 10-year NoLube landing

gear option, the company announced. The NoLube option eliminates the need for greasing for 10 years after the in-service date of the vehicle.

"Fleet owners have told us they want to keep their trailers longer. We listened and we're helping," said Randy Flanagan, director, sales and marketing, Americas Trailer Systems. ●

New Peterbilt dealer opens

WINDSOR, ONTARIO

Peterbilt Ontario Truck Centre has announced the opening of another full-service Peterbilt dealership to serve the Windsor-Essex region.

"We are opening another full-service location in Windsor, Ont. to provide better service to our customers in the local area and transients passing through the busy Windsor-Detroit border crossing," Peterbilt Ontario Truck Centre president David Climie announced in a memo to staff. "The London team has worked very hard to make this happen and it is great to be part of a growing, vibrant company with lots of opportunity in its future."

The new location serves as a full-service branch of the London, Ont. store. The new dealership is located off Hwy. 401 at the Essex Bypass (Hwy. 3). A newly renovated building features a sales office, parts retail area and fully equipped shop. It also offers a large lot with plenty of room for truck and trailer parking, the company announced.

The new location is at 14028 Pinkerton Side Road, Essex, Ont., N8M 2X6. The phone number is 519-776-8444 (toll-free 866-510-4237).

Climie is dealer principal, Darren Ostrander is regional manager and Rick Holdaway is parts manager. This is Peterbilt Ontario Truck Centre's 11th dealership. ●



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Ode to the B-train

A great Canadian invention. Or was it?

By Harry Rudolfs

Another LCV season has come and gone in Ontario, and by most measures the program

has been a success in this province. As of October 2013, there were 295 LCV permits shared between 72 carriers, and we can expect the program to keep ramping up. But as the double-53s sleep for the winter, let's not forget the heavy-hauling doubles that keep motoring no matter what the weather or time of the year.



B-trains have changed the trucking landscape across Canada, even if their origin is the source of debate. Photo by WowTrucksCalendar.com.

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I'm talking B-trains here: one tractor pulling two trailers coupled together by means of a fifth wheel attached directly to the rear of the lead trailer. These sets have earned their keep on Canadian highways for more than three decades: 60 feet of combined trailers grossing up to 63,500 kgs/140,000 lbs. And not to be confused with A-trains: two pup trailers hauling much lighter payloads linked together by a pintle hook and ring extended from a converter dolly, a kind of rolling fifth-wheel assembly. By eliminating the ambulatory converter, the B-train removes a point of articulation and has been proven to be more stable and much safer than A-train "wobble-wagons."

I first encountered B-trains in the mid-80s, during a one-day training session for a bulk job in London, Ont. This particular company hauled everything in those buckets. The trainer was a senior driver who sat in the passenger seat while I delivered coils of steel to Wayne, Mich., crushed glass to Wallaceburg, a load of corn to Labatt's in London, and finished the shift loading up more steel coils on a set of flats in Hamilton.

Years later I was hired as a fleet driver for Eaton's and pulled their aging B-trains for a couple of years, just before that great Canadian institution closed its doors in 1999. No bulk commodities here; this was light stuff going to department stores, and versatility was the name of the game. One driver could cover two stores in Montreal or Ottawa, all pin-to-pin work.

The driver-trainer at Eaton's told me not to worry about backing up. "You never have to," he said. But when I got to the Bayshore Mall in Ottawa on my first night run, it sure seemed a lot easier to try reversing into an adjacent door rather than splitting the trailers. It took me 45 minutes to figure out how to back the trailer in straight, but after that I got pretty good at it, even jackknifing the set at times to get into some tricky docks.

I've always liked the solid feel of a good set of doubles when they're loaded and set up right. They turn much tighter and some drivers will tell you they prefer them to 53-footers. Even better, most companies pay a premium to pull them.

So what makes a good B-train driver? "The same thing that makes a good LCV driver," says Desmond

Hearn of Crossroads Training Academy in Barrie, Ont. "Attention to detail, safety procedures, lots of experience and excellent driving skills."

His driving school has one client that is particularly keen on cultivating B-train drivers, and Hearn can provide specialized training for candidates looking to upgrade.

"They've got to be able to back them up," adds Hearn. "Our customer delivers to some difficult places and wants the drivers to be skilled with this equipment."

Unlike LCV certification, no formal training programs for "train" drivers exist in this province, but Hearn thinks they should.

"An operator should be certified for every piece of equipment they use - B-trains, A-trains, tankers, anything like that - that shows they have received training and understand how to operate it safely. Why not?" he asks.

My most recent experience with B-trains occurred a few weeks ago. Purolator has been running a set for the last year, leased from SLH and I've been chomping at the bit to try them out. My chance came the other week when the driver-trainer pulled me aside for a few hours. I practiced hooking, splitting, sliding the tuck-away fifth wheel, hooking again, followed by a short run up Hwy. 427, followed by more hooking and splitting.

This was a fairly new set of gleaming Manacs, and frankly I expected there would be some technological changes in 15 years. But these were essentially the same as Eaton's old corrugated wagons, except they are lighter and stronger, and the sliding bogies are stainless steel these days.

The configuration is almost exactly like the first prototypes developed by Hutchinson Industries of Toronto way back in the mid-70s. But before I make the case for the B-train as the symbol of Canadian unity, here's a little about its genesis: Shippers and truckers have always liked the idea of running more than one trailer. If a teamster could hook two wagons behind his animals it stands to reason he could almost double his revenue. Wagon "trains" of double wagons were not unusual on the Cariboo Wagon Trail in British Columbia back in the 1860s. And those early coupling systems may have been the precursors of the technology used on

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Continued from page 48

modern trailer trains.

As far as the claim that the modern B-train originated in Canada, let's look at the history. The late Martin Phippard (historian, truck enthusiast and former assistant editor of sister publication *Motortruck*, who passed away recently in England) disputes the contention that the B-train was born here in an engaging article "B-Trains, Interlinks and B-Doubles" found on www.hankstruckpictures.ca (well worth the read).

Phippard claims the earliest example of a B-train was fabricated by Dan Keeney, a truck line owner in California, way back in 1947, who was the first visionary to install a fifth wheel on the back of a trailer. In Canada not much later, according to Doug McKenzie, "My dad was an owner/operator with Tank Truck Transport back in the 50s and he frequently mentioned that they had developed one for their use."

Veteran trucking interloper and consultant Ken Hellowell recalls that Adam Ledig was driving a flatdeck B-Train set for OK Transportation of Scarborough, Ont., back in 1961. "The front deck had a fifth wheel bolted on the back which was mounted on another piece of frame that fit inside the lead trailer's frame."

As Phippard notes, "It is a moot point as to whether a trucker engaged in hauling lumber from Ontario saw and copied the 1970s B-train configuration from a Michigan-based steel hauler, or whether it was the other way around."

Personally I liken the phenomenon of monkeys on separate islands discovering hand tools about the same time. Something was in the zeitgeist in that era.

B-trains and C-trains (now obsolete), seemed to solve a weight problem as evidenced by several bad crashes in the GTA and Michigan in the early 70s. These major mishaps involved heavily-laden A-trains hauling fuel and lumber. A subsequent Michigan DoT study determined that weight was an important factor, and to this date Michigan has some of the stiffest axle-weight restrictions, which is why you need six axles for the same load that can be handled by four axles in Ontario. It also explains why Michigan is one of the few US states that is accepting of B-trains.

The Canadian connection takes us to a shop in Downsview, Ont. in 1976, to a family-owned business founded by William J. Hutchinson in 1918. Imperial Oil engineers had approached a tank trailer manufacturer about designing a coupling system that would safely accommodate heavy loads; the detachable "A" train converter was too unstable. Right from the get-go, engineers at Hutchinson and Imperial Oil were



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"Yes it was exciting," says Ralph Hutchinson Jr., who was directing the project for Hutchinson Industries. "It was a fairly new concept. There had been smaller versions of B-trains in the States, but we had to start from scratch in dealing with weight issues like weight displacement, for instance. It was a steep learning curve."

These days, Joe DeSimone is vice-president of sales at Tremcar (which acquired Hutchinson several years ago), but in 1976 he was a novice engineer who had just started with the family-owned company.

He wasn't directly involved in the B-train initiative, but he remembers the buzz around the activity, and the first attempts to fabricate a prototype.

"We were very instrumental in the development," says DeSimone. "We did something unusual for those days - hired an outside engineering firm to do a stress analysis at the back of the lead trailer. That resulted in a very good base, and it allowed the development of the B-train. Along the way we refined the design, using less material but making it stronger, streamlined the components, made it more visually appealing, and brought the two trailers closer together."

The B-train has always been a winning formula in Canada. By the early 80s a number of other trailer manufacturers had jumped into the market with their own B-train offerings.

Among them was Manac, which today calls itself the leader in B-train manufacturing in North America. In 1982 they built some of the first B-trains for Labatt's using the revolutionary hide-away fifth wheel.

The trailers could be joined and loaded straight through or split at the transfer point without requiring cross docking. The vice-president of sales at Manac, Tom Ramsden, estimates they sell about 500 sets yearly of "flats, dumps and vans," the majority to Canadian customers.

"Typically a customer will want 60 feet of trailers overall, either 30/30 or 32/28," says Ramsden. "We've

changed some little things over the years on the frame, making it stronger and maintenance easier. But what hasn't change is the slide-away bogie activated by a third gladhand, that's pretty well unique to us."

The B-train may have been discovered in California or Whitehorse or New Zealand prior to 1977, but Canadians have warmly embraced the design while the US has shown only lukewarm interest.

Besides Michigan and Washington, and a few grain states in the Midwest, "Canadian-style" B-trains are rarely seen south of the border. Some states even prohibit their operation within their jurisdictions.

But in Canada, B-trains are well represented in every province and you can run coast-to-coast with a gross of 62,500 kgs and never have a weight problem at the scales.

Fact is, B-trains are as Canadian as hockey, lacrosse, back bacon and maple syrup. And that's the way we like it! ●



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By Edo Van Belkom

THE STORY SO FAR...

Mark is attending Truxpo Can, his favourite truck show of all. While he's at a booth he overhears two men talking. One tells a story about how a driver got him in trouble with the police, while the other says a driver put coloured diesel into his tanks. Both men would sure like to find the guy. Mark knows they are talking about him and slinks away.

Then, as Mark is having a bite at the food court, he overhears two other drivers talking about how some guy got him in trouble with the law, one with the Canada Border Services Agency, the other with police. Mark knows for sure they're talking about him because he knows one of them by name. He needs to get away and calls Bud for a load.

Hoping to get away, Mark tries to get to Mother Load but there are a bunch of men hanging out by his truck waiting for him. He decides to wait them out and heads back into the show...

Mark flashed the show pass hanging from his lanyard at the front entrance. There were three security guards watching over the entrance and to be honest, none of them looked like they'd be much good in a fight. Two of them were elderly South Asian men who were probably excellent security guards but who would likely want no part of any rough stuff. The other was a middle-aged woman who was standing off to the side with a radio on her belt. Mark figured she was a supervisor and decided to ask her a question.

"Hi there," he said.

"Hello. Are you enjoying the show?"

"It's been interesting."

"Better than boring."

"Sure. Uh, I'd like to ask you a question if I could."

"Go ahead."

Mark wondered how to phrase it, then decided there was no way to sugarcoat what he had to say. "There are a few men out in the parking lot hanging around my truck. My guess is that they want to do me some harm and I was wondering if I could get a security escort to walk me out to my truck?"

The woman looked at Mark a while, then shook her head slightly. "Do you owe money on your truck?"

"What? No."

"Been cheating with someone else's wife?"

"No. Not at all."

She smiled at Mark like she didn't believe him. Then she said, "We're responsible for the security of the show and its gate, as well as the assets of the exhibitors. If you've got a matter outside the show, I suggest you call the police." Mark nodded politely, "Thanks." He'd expected her to say as much, but thought there was no harm in asking. He hadn't expected to be judged, but then again, why on earth would men be waiting for him out in the lot with the intention of hurting him? Money and sex were the two things that came most easily to mind.

Mark left the security guard and moved trepidatiously onto the show floor. With each step his head swivelled left and right, front and back certain that someone was following him. Of course, no one was staring at him or following him around the show, but that was only because they were that sneaky. When it happened, when the beating finally came, there would be no warning, no fanfare, just a hand on his shoulder and a quick punch to the face. Then, after he'd fallen to the ground there would be a series of kicks to the gut and a



The Truxpo Gambit

final boot to the head.

Mark took a deep breath and another long look around. Unbelievably, there actually *was* someone staring at him. He looked away, took five, six steps down the aisle, then turned around to take another look. The young, blonde-haired man in a tan golf shirt and light brown pants was still behind him, keeping pace. And now he was waving, as if to say hello. Mark stepped it up and was almost power-walking through the show. "Excuse me," he said. "Pardon. Pardon me."

But people weren't moving aside fast enough and when he looked about again, the blonde-haired man was upon him.

"Mark," he said.

"Mark who?" Mark said.

"Mark you! Mark Dalton."

Mark stopped dead in his tracks. He felt almost as Rumpelstiltskin must have felt once his name was known to all. There was no more flight left in Mark's body. No more fight either. Whatever was going to happen was going to happen and Mark was just going to let things run their course.

"Man, you're a hard guy to track down."

"That's good to know," Mark said.

"Yeah, when we saw that you were registered for the show we were keeping an eye out for you. Luckily security let us know that you'd just come through the main entrance or we might never have caught up with you."

Mark grabbed the show pass at the end of the lanyard hanging from his neck. He turned it over and saw his name spelled out in big black lettering.

"Okay, so you found me. Now what?"

"What do you mean?"

"What did I ever do to you?"

"What? No, nothing," the man said, seeming genuinely confused. "I'm working the show with my girlfriend. She's with the company that puts these shows together...she wants to meet you." Mark wondered

what he'd ever done to turn a woman against him and all he could think of was an ex-wife and a few ex-girlfriends, all of them too old for a man this young. "Okay, so what did I ever do to her?"

"I'd rather she tell you. I'll bring you to her if you don't mind."

Mark was caught and there seemed no way out. He might as well go along with this and hope that he might catch a break along the way.

"This way," the man said. Mark followed. He led Mark past a barrier that read "Employees Only" and then into a room that was obviously an office for the company that ran the truck show.

"Here she is," he told Mark. Then he turned to the young woman and said, "I found him."

"Great," she said. "I'm so glad to meet you again."

"Again?"

"You probably don't recognize me," she said.

Mark looked more closely at her and saw something familiar in her face, but just couldn't place it.

"I'm a few years older now and in a lot better shape than when you found me."

"Found you?"

"It was a truck stop outside of Belleville. I was a lot lizard back then, stealing out of trucks and doing whatever I had to do to survive." She glanced over at her boyfriend. Obviously they'd discussed her past.

"I think I remember now," Mark said.

"When you caught me stealing out of your truck you didn't turn me over to the police. Instead you got me something to eat and called home."

Mark remembered now. At the time he'd felt sneaky getting her back in touch with her mom, but he knew it had been the right thing to do.

"Home life was better when I returned. I finished school, then studied communications in college. It's funny how I ended up with a company that puts on truck shows, but I think I was able to convince them in my interview that I knew a lot about trucks...inside and out." Mark slumped back in his seat. "Wow!" he said with a sigh. "This is fantastic. Unbelievable."

"It's a great story is what it is," the boyfriend said, an ear-to-ear grin on his face.

"Yeah, I suppose it is," Mark said. "But that's not what I mean." He then went on to explain what had been happening to him at the show and about his efforts to leave the place without a fight.

"Don't worry," she said. "I think I can help."

An hour later, Mark stepped out of the show office and headed for the exit. By the time he reached it, the public address system for the entire conference centre came on...just as they'd planned.

"Your attention please. Truxpo Can is proud to announce the grand prize winner in our show sweepstakes. The winner is Mr. Mark Dalton." A pause. "That's Mr. Mark Dalton our winner. If you kindly attend the show's main entrance to pick up your prize it will be held for you for the next 20 minutes."

Mark thrust his shoulders back and walked out of the truck show with his head held high. He could see several of the men who'd been waiting for him out in the parking lot running to the front entrance of the exhibit hall to meet him.

"Enjoy the show boys," he said under his breath. "I sure did." ●

Did you know there are two full-length novels featuring Mark Dalton?: Mark Dalton "SmartDriver" and Mark Dalton "Troubleload." For your free copy register with eco ENERGY for Fleets (Fleet Smart) at fleetsmart.gc.ca.

Illustration by Glenn McEvoy



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Ancra announces a pair of appointments, Cummins Westport has a new leader and Eaton Roadranger shuffles the deck in its Canadian operations

Ancra Canada has named **Mike Comstock** western Canada regional sales manager for its cargo systems division products. Comstock brings more than 20 years of industry experience in the heavy-duty transportation industry at the fleet management and supplier levels, announced Brian Larocque, managing director for Ancra Canada.

Meanwhile, **Neil McCall** was named to the position of central Canadian regional sales manager.

According to Larocque, McCall brings with him over 25 years of sales and service experience as a territory manager for the heavy-duty transportation aftermarket and OEM markets.

Cummins Westport has named **Gordon Exel** president. He assumed his new role Jan. 1.

"Gordon's experience with Cummins Westport and solid understanding of the customers and markets are key assets that will contribute to the ongoing success of Cummins Westport," said Ed Pence, Cummins vice-president and general manager, High Horsepower Engine Business.

Exel joined Westport in 2002 as vice-president and general manager Americas for CWI and spent 10 years at CWI. In

2012, he moved to Westport's European office in Lyon, France, as vice-president, sales and marketing.

Jim Arthurs, current Cummins Westport president, will be returning to a senior leadership position at Westport, the company announced.

Eaton Roadranger kicked off 2014 with new appointments for three employees. The regional sales manager position has been awarded to **Mike Sharpe**, who will assume the role of Canadian regional sales manager for the Eaton Roadranger Field Marketing Organization. Sharpe has been with Eaton in Canada for nine years, most recently as a territory sales manager.

Steve McCallum has been named territory sales manager, responsible for executing sales strategies within the Central Ontario region (including the Greater Toronto Area). McCallum has been with Eaton in Canada for 18 years, most recently as a territory service manager.

Bud Ralf has been named territory service manager for Central Ontario. As a territory service manager, Ralf will be responsible for executing the service strategies within the territory, the company announced.



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TRUCK NEWS CAREERS

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Welcome to the very first edition of The Last Word, a monthly tribute to the people who comprise the Canadian trucking industry. This month, Daniela Piteo caught up with Bev Plummer, who discusses her experiences as a pioneer among female professional drivers. Bev's belief is a driver's a driver, regardless of their gender.



Bev Plummer

"How come that truck has just been sitting out there," Bev asked, curious because she was aware that the company was busy.

"What the hell is it to you?" the manager answered.

"Well, if you need a driver, you can hire me," Bev explained.

"I don't know what is happening with that truck. Leave me your name and number but call back here at lunchtime," the manager instructed.

At 11:30 a.m., she returned, with lunch box in hand, dressed and ready

to work. The manager gave her a steady look, sighed and after a silence that suggested he was unsure how to proceed, he finally spoke.

"Do you know where the pit is up on the 10?" the manager questioned.

"Yes."

There was no road test, to which she

was thankful, because it was the first time she had encountered a dump truck quite like the one that had sat idle for so long - but with practical experience, patience and good old-fashioned know-how, that truck moved.

"If you want a job, you have to go out and get it. If it's not exactly what you thought it was going to be, don't wimp out right away. Stay with it," Bev said. "If I had gone back in there and asked how to get the truck going, I wouldn't have gotten the job."

Bev Plummer needed that job and she was neither shy of experience nor a stranger to heavy-duty equipment.

Originally from Cochrane, Ont., Bev began working alongside her late husband.

"I worked with my late husband in heavy equipment; there was always something to drive," Bev said.

There was always something to drive and it didn't matter if you were a man or a woman. It never mattered back in the 1960s and 1970s when Bev was working in Northern Ontario, and it certainly shouldn't matter now - it's a stance that

Bev firmly stands behind, but was surprised that it wasn't exactly universal.

In 1971, Bev moved from Cochrane to Barrie and was stunned to discover the industry wasn't as progressive.

"I got a job as a truck driver with a construction company - I was the first female driver they hired," said Bev. "I worked locally until my kids were on their own."

There was no specific reason that Bev kept getting the call to drive, but she simply put it down to the wanderer in her.

"It's the gypsy in me, I guess - some of us are and some of us aren't."

But it wasn't just driving the open road, seeing new places and meeting interesting people, it was a job and as a single mother of five children between the ages of five and 13 years old, she couldn't turn away good work.

"When you have five kids that want to live indoors and eat every day, you have to find something that pays a little better all the time," said Bev, and experience told her that it was driving. It wasn't always easy to convince a yard foreman or a trucking company manager to hire a woman, a point of contention for Bev that wouldn't dissuade her.

"(Companies) hire a driver. They don't hire a man or a woman, they hire a driver," Bev asserted.

She has never been comfortable with the distinction between a male driver and a female driver - it's all just a person with a specific skill as far as she is concerned, but it was clear to her that the gender bias ran thick - from the roads where she drove right onto the pages of some of the trade magazines popular at the time. According to Bev, the emphasis should be placed solely on the driver as a person. The notion of focusing on a woman as a driver seems counter-progressive.

"The more people that try to separate women and men, the harder it will be for women out there to get jobs," Bev said. "I was out there doing so-called men's work long before women's lib came in."

Men outnumber women in many jobs, Bev believes, noting such professions as law enforcement and the military, but when it came to driving a truck, it was the only job she had where she made the same money as a man - even though she was a minority behind the wheel.

"Men got paid 40 cents per mile and I got paid 40 cents per mile," said Bev.

Still, "Women are never going to line up (to be a driver)," she believes. "I've talked to many of them - I had a friend who wanted to be a driver, but she didn't become one."

There are no bragging rights, as far as Bev is concerned, it is just about getting a job done and with two million miles racked up on her odometer, she knows how to do it.

Trucks have changed substantially since Bev drove her first long haul - a three-week stint from Barrie to Dallas, Texas. There was no sleeping berth in the truck, just a piece of plywood that could extend from the driver's seat to the passenger's seat - not exactly the most comfortable way to unwind after driving all day - but then there were the facilities.

"When I started out running across the border, there were hardly any showers for women. The Flying J was just starting up in Utah and Petro had a few new ones. Most of the time you just used the men's room and they put a cardboard sign on the door that read, 'Woman Inside,'" Bev said with a laugh.

Bev has always focused on the fact that she is a driver that is a woman, not a woman driver - something that may seem like semantics, but a distinction she is proud of and hopes others will adopt the same stance. ●

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