

# TRUCK WEST

November 2012 Volume 23, Issue 11

Delivering daily news to Canada's trucking industry at [www.trucknews.com](http://www.trucknews.com)



**GOT OURSELVES A CONVOY:** Trucks line up for the Manitoba leg of the World's Largest Truck Convoy for Special Olympics Sept. 15 near Winnipeg. A total of 141 trucks participated in the convoy.

## Natural gas a natural fit in Alberta

By Jim Bray

**CALGARY, Alta.** – Which came first, the chicken or the egg? Or, in the case of burning natural gas as a source of power for your trucks, was it the infrastructure or the trucks?

If you ask Chad Porter, it's a bit of both. Porter is vice-president and chief operating officer of Ferus, a Calgary-based "wellsite cryogenic solutions" company that is pushing the natural gas fuel envelope.

Ferus jumped onto the natural gas bandwagon in March, landing with both corporate feet onto the leading edge of natural gas power for fleets and, to hear Porter tell it, there may be no turning back.

It isn't just about saving money, either; it's about helping lead the industry toward a preferred future. "Because we work in the energy industry," Porter said, "this was one way of trying to create demand for a product out there – natural gas – that we really see the benefits of."

Porter said that, so far, Ferus is "really happy" with the two units it's been powering by natural gas. "We're still collecting data," he admitted, "but we're happy with the performance as of today. We really believe in it and think it's the way of the future."

The pair of liquid natural gas (LNG) Peterbilts Ferus has purchased were brand new this spring, with factory installations. And if things keep going as they have with their trials so far, Porter said, "in

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## A special effort for special athletes

By Mark Lee

**WINNIPEG, Man.** – *Truck West* was on-hand Sept. 15 as well over 100 trucks congregated for the Manitoba edition of the World's Largest Truck Convoy for Special Olympics.

The goal was the same as at similar events across North America, to raise funds and awareness for the Canadian Special Olympic athletes.

Having just witnessed the Olympics, hosted brilliantly by the

country of my birth, I have to say that not a lot of coverage was given to the Paralympics.

In the 'normal' Olympics, athletes are sometimes household names – deservedly so, too. They train very hard to make the most of their God-given talent and achieve superstardom for their endeavours. The athletes in the Paralympics on the other hand, do not always have a talent – in fact, they have just the opposite – yet through incredibly hard work

and determination they overcome the obstacles they face and develop skills in their particular field that are better than most able-bodied people could hope to achieve.

So, I cannot think of a group of people more deserving of a convoy in their honour than a similarly disadvantaged group like the Special Olympians. The Manitoba convoy itself is organized and supported by the motor carrier enforcement officers from Winnipeg.

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## European trucking report

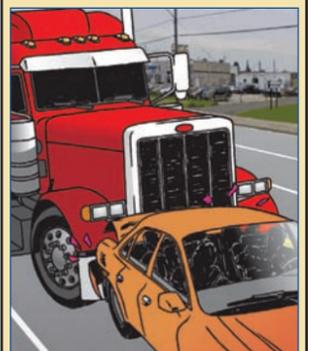
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Mark Dalton O/O



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# CLASS 8 TRUCK SALES TRENDS

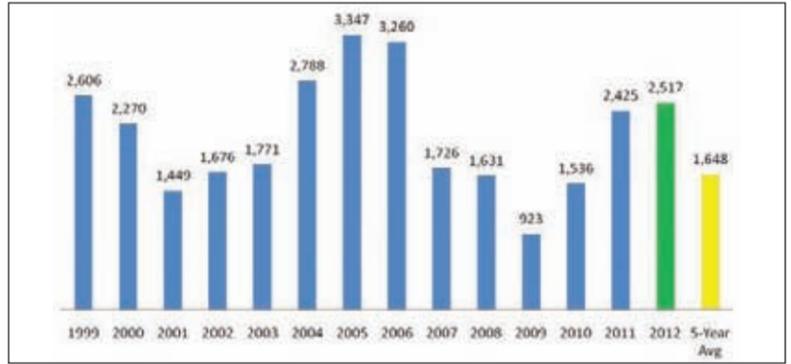
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Class 8 truck sales in August once again topped the previous year's tally but this time the year-over-year increase was not as pronounced as in previous months. The 2,517 Class 8 trucks sold into the Canadian market in August was a little less than 100 units better than last year's performance. That made for the fifth best August since 1999 but was almost 900 units better than the 5-year average. Still, the slower sales growth in August may be indicative of a slowdown in truck purchases for the rest of 2012.

### Monthly Class 8 Sales – Aug 12

OEM	This Month	Last Year
Freightliner	675	550
International	394	620
Kenworth	428	595
Mack	209	110
Peterbilt	336	260
Volvo	271	193
Western Star	205	197
<b>TOTALS</b>	<b>2517</b>	<b>2425</b>

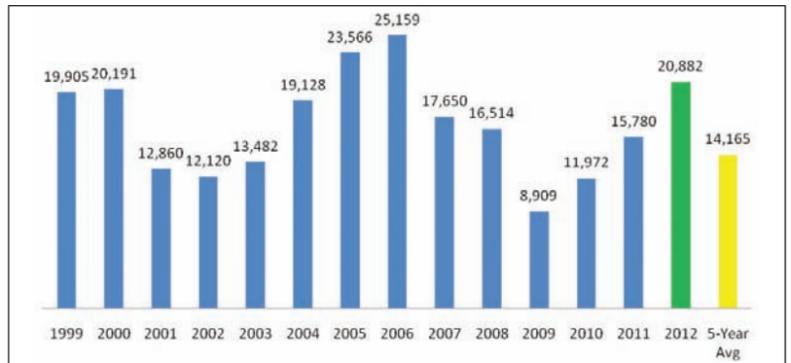
### Historical Comparison – Aug 12 Sales



### Class 8 Sales (YTD Aug 12) by Province and OEM

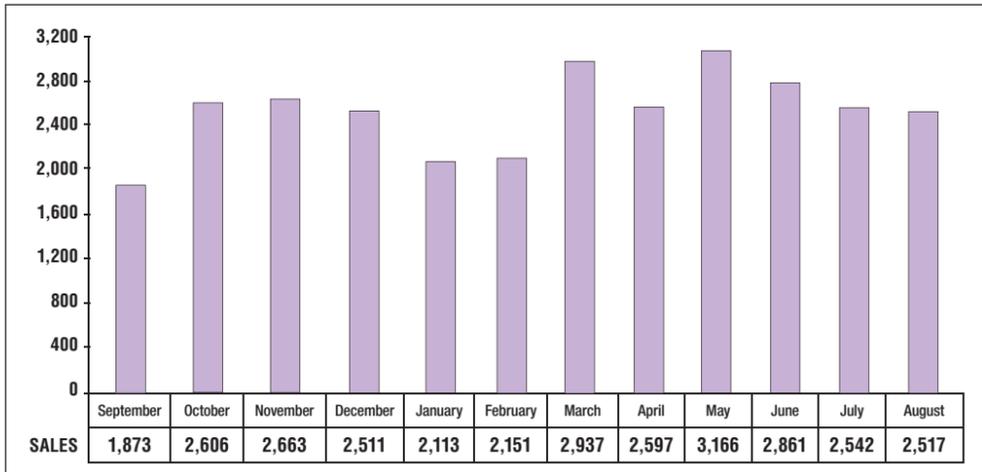
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	411	517	166	417	2,406	861	241	100	24	10	5,153
Kenworth	447	1,815	275	162	744	727	88	0	0	0	4,258
Mack	70	286	146	88	616	282	49	25	0	10	1,572
International	116	539	57	196	1,433	647	119	60	24	45	3,236
Peterbilt	264	921	213	393	467	395	109	15	0	0	2,777
Volvo	163	208	84	184	1,125	461	79	54	0	5	2,353
Western Star	263	552	66	31	196	266	58	89	3	9	1,533
<b>TOTALS</b>	<b>1,724</b>	<b>4,838</b>	<b>1,007</b>	<b>1,471</b>	<b>6,987</b>	<b>3,639</b>	<b>743</b>	<b>343</b>	<b>51</b>	<b>79</b>	<b>20,882</b>

### Historical Comparison – YTD Aug 12



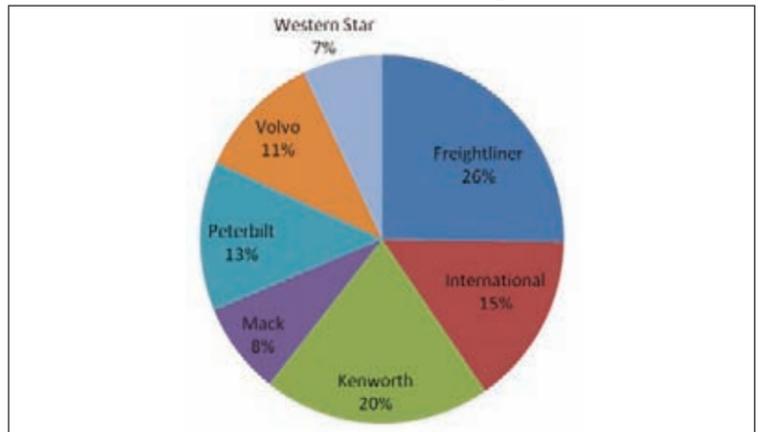
The Canadian and US economies may have slowed, particularly in manufacturing, but the economic recovery continues. Many industry experts believe the economic softening will impact Class 8 truck sales for the remainder of 2012. But so far, aside from slower growth in August, Canadian Class 8 sales remain strong. The 20,882 trucks sold after the first eight months in the Canadian market are more than 6,000 better than the 5-year average. To date, 2012 is the third best year for truck sales dating back to 1999.

### 12-Month Sales Trends



For the eleventh straight month, sales climbed above the 2,000 mark, reminiscent of the industry's capacity boom years of 2005 to 2007. The 2,517 trucks sold in August do reflect the third consecutive monthly decrease since the highpoint of 3,166 trucks sold in May but they are still considerably above the 2,000 mark. Our Transportation Buying Trends Survey found that 46% of Canadian carriers expect to purchase new Class 8 trucks in 2012. Question is if most carriers are looking to simply replace older equipment rather than add capacity, how long will the buying spree continue?

### Market Share Class 8 – Aug 12 YTD



Two thirds of the way into the year, Freightliner, last year's Canadian market leader, is having a banner year, commanding a 26% share of Class 8 sales. Kenworth is in the number two spot for marketshare and enjoying the fact that its strong western network is able to tap into the stronger western economy. Troubled Navistar International is at 15% share of the market after announcing a change in direction with its engine technology and changes to its management team.

Source: Canadian Motor Vehicle Manufacturers Association

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## Things aren't always as we assume

On Oct. 14, the *Toronto Star* published a feature article exploring the Indo-Canadian trucking community's ties to the drug trade.

The report indicated that Indo-Canadian gangs are preying on vulnerable truckers to get loads of contraband transported across the Canada/US border. In some cases, yes, greed is a motive on the part of the trucker.

In many others, however, these gangs are convincing otherwise law-abiding truckers to smuggle drugs or risk consequences such as the murder or harm of family members back in their homeland. The *Star* article indicates that as few as 3% of trucks crossing at Windsor-Detroit are thoroughly searched and that for every illegal shipment intercepted, 200 more could successfully pass through. Faced with those odds, it's somewhat easier to understand how so many truckers risk it all, particularly if the safety of their loved ones is at stake.

Far too often, we dismiss these incidences as cheap freight-hauling New Canadians needing to supplement their income to make their truck payments after undercutting rates on legitimate freight. Maybe we should pause to consider that they could in fact be victims.

I'm not suggesting for a second that the legal system should go easy on those who import illegal drugs into our country. After all, the drugs they bring across the border ultimately end up on the streets, where they're marketed towards our children.

Anyone caught carrying contraband across the border should be prosecuted to the full extent of the law, including deportation if applicable.

What I am suggesting is that we become less eager to judge the perpetrators of these crimes, and avoid

## Editorial Comment

JAMES MENZIES

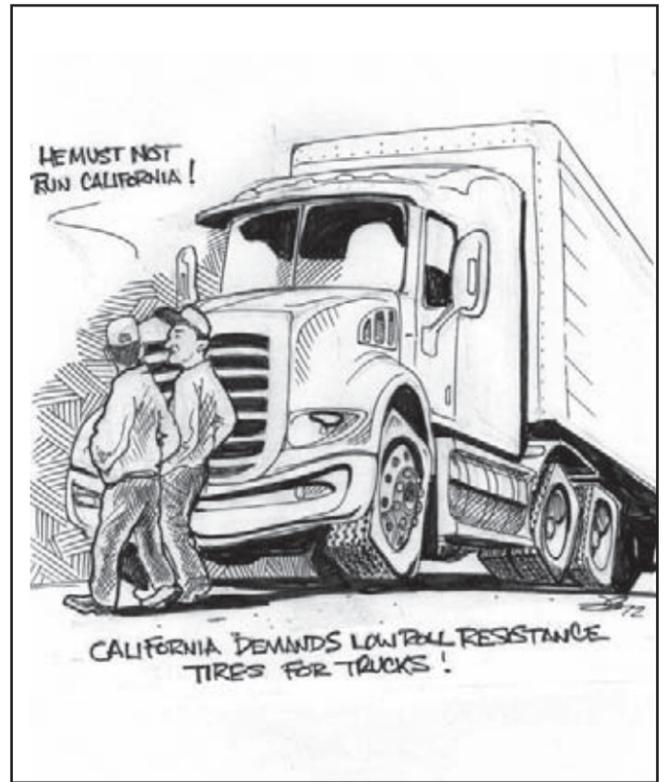


painting an entire segment of the industry with one broad brushstroke. Just as those who haul drugs across the border represent a tiny segment of the overall Canadian truck driver population, they also are not wholly representative of the Indo-Canadian driver community. Who among us can say with certainty that we'd make the right decision when faced with the prospect of an easy payday that would help us re-unite with our family that's stuck halfway around the world? Who are we to say we would refuse a load of contraband when faced with the grim reality that saying no could bring harm to our loved ones?

Many of us live our lives in accordance with two guiding principles: to do what is right and honourable and also to do whatever is necessary to provide for our loved ones.

Sometimes those tracks do not run parallel to each other and it's then that painfully difficult decisions must be made.

Organized crime – and make no mistake about it, it's organized crime that's behind most of these transactions – has identified a vulner-



## To grow or not to grow?

Can equipment – specifically the inability of some carriers to invest in new tractors – fuel trucking's next consolidation phase?

American Trucking Associations' chief economist Bob Costello believes it could, and I agree with him.

The average age of a Class 8 truck in the US is now up to seven years – the highest since such data has been collected. During the boom times of the previous decade, the average age was around four to five years.

There aren't up-to-date stats for the Canadian market, but we too are running the oldest fleet in recent memory.

Carriers needing to update their fleets are finding themselves squeezed by a variety of factors.

- The average price of a Class 8 truck today is about \$125,000, thanks to the added cost of meeting the latest engine emissions regulations. That's a sizeable increase from the average \$95,000 sticker price back in 2006.

- At the same time, the average seven-year-old tractor may have a resale value of just \$20,000, compared to \$50,000 had it been only five years old. That means carriers looking to update their fleets need to finance \$105,000 of the sticker price for each truck whereas be-

get enticed by fleets able to put them in new iron.

- Our annual Shipper's Choice survey shows that shippers place a priority on quality of equipment when selecting carriers. A TL carrier's quality of equipment is rated higher in priority among shippers than its information technology capabilities, its problem-solving abilities, its value-added services and its sustainable practices. It's a similar situation for LTL trucking. In fact, shippers set a higher standard for quality equipment for their TL carriers than for any other mode other than air freight.

- Older trucks are much more costly to maintain. On average, before a truck hits the 550,000 mile mark, maintenance costs work out to about five cents/mile. But above the 550,000 mile mark, maintenance costs rise to 15 cents/mile.

If freight volumes don't bounce back strong in 2013 – and the projections for continued slow economic growth don't suggest that they will – then carriers hanging on to older equipment will have to take a leap of faith. Those who won't, or can't, may find themselves in dire straits. □

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## The view with Lou

LOU SMYRLIS



fore the recession, with lower prices for new trucks and better prices for used, they would only have to finance \$45,000. As a result, many small carriers are turning in two trucks to purchase one.

- A slow-growing and still volatile economic rebound is making carriers nervous about large investments in new iron.

At the start of the recovery, many carrier executives believed that keeping capacity tight would help place upward pressure on rates. The slow economic recovery, however, has thwarted that hope.

The Canadian General Freight Index shows base rates dropping over the summer months, not increasing.

At the same time, aging tractors pose a number of problems for carriers, resulting in nothing but grief from their drivers, their customers and their own maintenance department:

- Fleets unable to get out of their older trucks may have a hard time hanging on to their drivers as they

## IN BRIEF

## B.C. to invest millions in infrastructure upgrades

**VICTORIA, B.C.** – The government of British Columbia will be pouring more than \$200 million in various capital projects across the province, including the four-laning of the Trans-Canada Highway from Kamloops to the Alberta border and the beginning of work to replace the George Massey Tunnel, according to a recent announcement.

“We are taking some very important steps to drive the BC Jobs Plan forward,” B.C. Premier Christy Clark told delegates at the annual meeting of the Union of British Columbia Municipalities. “By planning to replace the George Massey Tunnel and maintaining our commitment to complete four-laning of the Trans-Canada, we are supporting the communities that depend on them and growing our economy.”

“Our goal is to see the entire Trans-Canada Highway four-laned from Kamloops to Alberta,” said Transportation and Infrastructure Minister Mary Polak.

“We’ll be working with our federal government to seek matching funds to improve this corridor, which connects our Pacific Gateway with the rest of Canada. And we’ve heard the concerns from the communities south of the Fraser River about congestion through the Massey tunnel. My ministry will engage these local governments in the initial discussions on what a replacement might look like.”

The B.C. Trucking Association (BCTA) welcomed the announcement, saying that four-laning the Trans-Canada “will not only benefit trade, it will improve the safety of all drivers travelling

that route.”

Louise Yako, BCTA president and CEO, says the province’s position as the Canada’s gateway to the Asia-Pacific depends on an efficient transportation network with capacity for growth.

“Container traffic through the Port of Vancouver is poised to grow, but that growth potential is constrained by Lower Mainland traffic congestion,” Yako said. “The new Port Mann Bridge, Highway 1 expansion and South Fraser Perimeter Road will be a huge help, but clearly the Massey Tunnel is a massive choke point that needs to be addressed within a predictable timeframe.”

The BCTA says the transportation projects will benefit Canada as a whole – therefore the federal government should join the province in ensuring the projects can

be delivered in a timely fashion.

“Through federal-provincial co-operation, we’ve seen some critical highway improvements realized in B.C. over the past decade,” says Yako, pointing to projects such as improvements to Hwy. 1 through the Kicking Horse Canyon. “Support from all levels of government is necessary to ensure our transportation system keeps pace with the projected growth in Asia-Pacific trade.” □

### MTA has mixed reaction to

### provincial spending

**WINNIPEG, Man.** – The Manitoba Trucking Association (MTA) has announced it is pleased with recent improvements to Highway 10 north of Brandon. On Oct. 5, the provincial and federal governments announced that Highway 10 between the Trans-Canada Highway and Highway 25, a distance of approximately 15 kilometers, had significant improvements completed, including safer merging enhancements, new service roads, paved shoulders, guardrails and rumble strips.

“It is always positive when governments make significant investments in infrastructure,” said MTA president Norm Blagden. “These improvements will make the roads safer for everyone to travel on, including our commercial drivers.”

“We rely on these roads for our business, and consumers rely on us to get the job done. Improvements to Highway 10 have been a priority for our members for a long time, and while there is still work to be done on that particular stretch of highway, this is a step in the right direction.”

However, the MTA says it is less pleased to hear that the Province of Manitoba is considering cutting the snow-clearing budget this year. The provincial government is considering removing overnight snow clearing services on Highways 1, 16, 59, and 75, according to the MTA.

“This is a safety issue first and foremost, as every Manitoban knows that it doesn’t have to be snowing for snow to cause problems, blowing and drifting across highways. However, this is also a cutback that could have a negative impact on economic activity,” said MTA executive director Bob Dolyniuk.

“These are major trade routes, and reducing snow-clearing services on them will impact just-in-time freight movements, especially those that rely on overnight service to rural communities within Manitoba. We are disappointed by this decision; we are also disappointed in how Manitobans found out about this one, which was through the media, rather than from the government itself.” □

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COVER STORY

# Manitoba convoy boasts most trucks of all Canadian legs

Continued from page 1

Chair of the committee is Officer Matthew Bassett. We managed to get five minutes of his time during, what was for him, a very busy day, to put a few questions to him.

The first question was why this particular charity?

Bassett said that as Canadians, we are very proud of all the people that represent our country, but the Special Olympic athletes really have the odds stacked against them. Not only do they have to overcome their disabilities, but they also have special requirements for training – sometimes ordinary gym equipment is no good.

“They need special stuff, this all costs money, so we thought we could help them out with that,” Bassett explained.

Of all the potential fundraising events to host, why a truck convoy? Bassett explained that, in the Motor Carrier Enforcement Division, they work closely with the carriers and drivers, contrary to popular belief; it’s not a them vs. us situation, they know that the overwhelming majority of drivers and carriers are good guys.

“An event like the convoy gives us all an opportunity to work together and to send out a positive message to the public at large,” he explained. From the observers’ point-of-view, it was a successful marriage. There were 141 trucks in the convoy. A few of

them were there to show off their trucks, I’m sure – there sure was a lot of chrome on display – but most were there to show their support.

There was a huge contrast in the trucks taking part. One of the most unusual entrants and the one that won the unofficial competition for the most blasts on the horn, was the truck from Manitoba Hydro.

It was a little straight truck and the crew cab was full and those guys were enjoying every minute as they mixed it up with the big rigs.

The larger carriers were well-represented. In fact, I don’t think there was a single major Manitoba carrier who was not represented. □

## The final tally

The following indicates how many trucks participated, and how much money was raised, at each Canadian leg of the World’s Largest Truck Convoy for Special Olympics:

- New Brunswick:** 40 trucks, \$20,000 raised
- Nova Scotia:** 57 trucks, nearly \$19,000 raised
- Ontario:** 51 trucks, \$42,000 raised
- Manitoba:** 141 trucks, more than \$65,000 raised
- Saskatchewan:** 62 trucks, \$45,000 raised □



**RIDE OF A LIFETIME:** Special Olympian Cody Calcutt gets a memorable ride in a big rig at the Manitoba edition of the World’s Largest Truck Convoy for Special Olympics. The Manitoba leg led the way, with 141 trucks taking part.



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BRITISH COLUMBIA

# Truxpo 2012: New beginning for old show

By Jim Bray

**ABBOTSFORD, B.C.** – Truxpo, Abbotsford’s biennial truck expo, opened under new management this year and, despite a somewhat lean turnout for the first two days, organizers say they’re pleased with how the show went.

The event, held at Abbotsford’s Tradex Centre next to the city’s airport, also expanded its focus this year, as new owner Master Promotions worked to broaden its appeal beyond the core industry.

Master Promotions is no stranger to such trade shows, having operated the show in Moncton for many years.

But instead of merely operating the show on behalf of the area’s trucking association, as is the case with Moncton’s version, they actually bought Truxpo from the B.C. Trucking Association.

According to show manager Les Trendall, Truxpo presented an interesting opportunity for Master Promotions.

“It being Western Canada’s largest trucking, transportation and logistics show,” he told *Truck West* at the exhibition, “we saw the opportunity to get on board and help the industry out, and to make it even larger. The trucking industry itself is growing and we saw the opportunity for owner/operators and all the suppliers, manufacturers and dealers, to learn and grow with the show.”

That didn’t mean they threw out all the stuff that had made Truxpo work in the past, though.

“The BCTA had a good model to follow,” Trendall said, “so we’re going to look at this first show and tweak it from there. It’s hard for us to come in and just change everything – and we didn’t want to change everything anyway. The BCTA has been great to their members, to the trucking industry as a whole, to the different brands that are here – so we thought we’d take that model and grow from there.”

One thing Trendall said Master Promotions did this year was have a seminar component, which included sessions on how to prepare a truck for a DoT roadside inspection, how to save fuel and reduce a fleet’s carbon footprint, as well as a pitch on behalf of natural gas power for vehicles.

“We made more seminars for the general public and the professional drivers to learn more about the industry,” he said, “and they were received in a positive manner.”

Also new this year was a Medium-Duty/Private Fleet feature, which the promoters said helped make Truxpo an all-encompassing event for any class of work truck. There were also several “Recruiting Here” signs at some of the displays that helped guide prospective truckers into the in-

dustry. And an expanded outdoor exhibit area and ride-and-drive program kept folk busy outside the main venue – and it didn’t rain.

Truxpo also featured a suckling pig barbecue and seemingly bottomless hors d’oeuvre trays on VIP night and special celebrity guest Jamie Davis of the new *Discovery Channel* show “Highway Thru Hell,” which is shot on the Coquihalla highway east of Abbotsford. Trendall says all these goodies were received well – especially Davis’ appearance.

“When he arrived, he was at one spot for an hour signing autographs,” he said. “People sure liked him.”

Thursday’s VIP night and the day following appeared to be sparsely attended, according to the buzz on the show floor, but Saturday saw a nearly endless stream of visitors and a kind of party atmosphere that may have helped erase some exhibitor angst.

Trendall admitted he heard about the turnout issue from some exhibitors, but pointed out that such shows aren’t just about the number of folk heading through the turnstiles.

“Friday in the trade industry is always quiet,” he said. “People are working. It’s normal and we understand that. But sometimes you don’t look at the numbers, you look at the quality of people

here and I’ve had feedback from some exhibitors saying that, ‘Yes, it was quiet, but the results were there.’ And at the end of the day, that’s what they’re looking at.”

Master Promotions estimated that nearly 8,500 visitors trod through the Tradex turnstiles over the course of the show’s two-and-a-half days, sampling the latest wares from some 200 exhibitors ranging from the big manufacturers to marketers of the latest additions and gadgets designed to make a trucker’s life better.

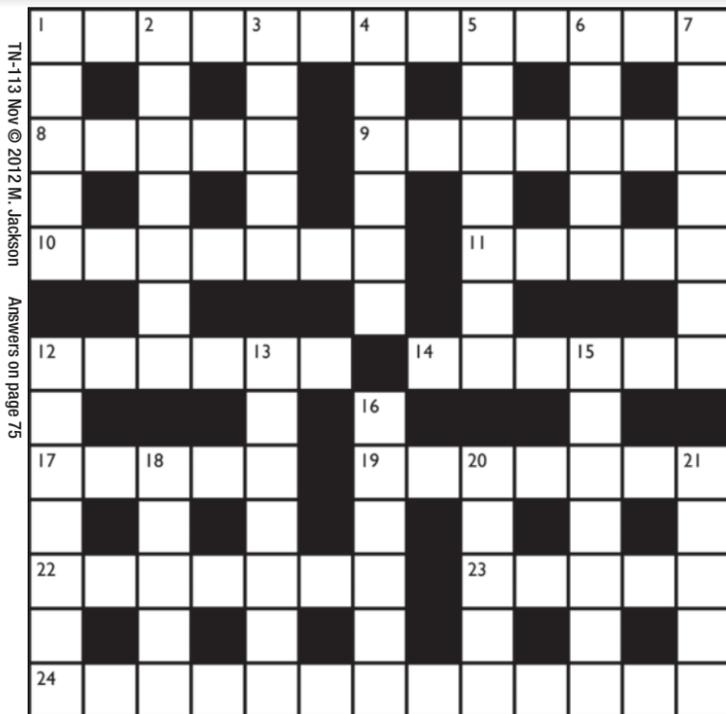
Not surprisingly, Trendall and Master Promotions think their inaugural outing behind the wheel of Truxpo was a success. And now that they have one under their belt, they can start to look ahead and see what, if anything, can be done to make the show even better next time.

Part of its plans include listening to its audience, which Trendall said will help drive any planned changes.

“I will know more after our post-op meeting with exhibitors,” he noted, “and we’ll send out a survey, get their feedback, and put it all together and say where do we go from here? How do we grow, how do we make it successful? It has to be a win-win for everybody.”

As for the attendees, Trendall says a splendid time was had by all. “Everyone loves trucks, especially kids with their families,” he said. “If you’re in the trucking industry, this is the place to be.” □

## THIS MONTH'S CROSSWORD PUZZLE



**Across**

- 1. Trucking-industry safety issue (6,7)
- 8. Hilltop
- 9. See 1-Down clue
- 10. Freight-terminal service
- 11. Steer-wheel alignment spec (3,2)
- 12. “Six Days on the Road” singer Dave
- 14. Certain shipping containers
- 17. Red and green separator
- 19. Summer windshield coating
- 22. Engine-lube system component (3,4)
- 23. Tim’s treat topping, perhaps
- 24. Peterbilt power plants (6,7)

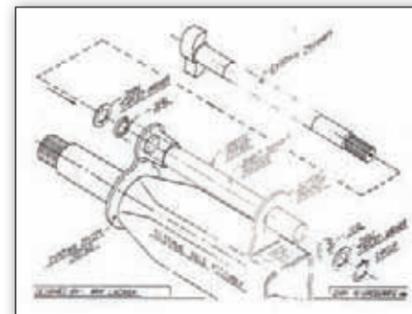
**Down**

- 1. With 9-Across, freight terminal features
- 2. Seasonal arctic highway (3,4)
- 3. With 15-Down, Castrol diesel oil
- 4. Common oil-change component
- 5. Mack or Peterbilt product
- 6. Tour \_\_\_\_\_, tourist-bus occupant
- 7. Cat and Detroit Diesel products
- 12. International-emblem shape
- 13. On the road, in Quebec (2,5)
- 15. See 3-Down clue
- 16. NB home of Atl. Prov. Trucking Assoc.
- 18. Worrisome tire formation
- 20. Specialized cargo restraint
- 21. Roadside guides

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## OPINION

## EOBRs are fine, but should be accompanied by hourly pay

It's been a while, so I thought it was time for me to wade into the EOBR debate once again. As usual, I heard something that triggered my renewed interest in the subject. The thought provoking comment was that EOBRs 'make the roads safer, as proven in Europe.'

Now first things first, as a former inhabitant of Europe, let me just say that things had changed dramatically during my 20-something years on the roads over there. The roads themselves have changed to make intersections safer. The trucks and cars have changed beyond recognition. They now have more safety features than you can shake a stick at, the whole alphabet soup of ABS, EBS, ASR, SRS, disc brakes and all that. In fact, the only things they lack are a life jacket and a parachute.

Add to that the fact that traffic volumes have increased to the point where it's almost impossible to

You say tomato,  
I say tomahto

MARK LEE



reach a speed where you could have an injury from a wreck and I fail to see the correlation between the Euro version of an EOBR and enhanced road safety. As I see it, they haven't made a difference at all.

As usual, the legislators are using half-baked theories to reinforce their statistics. If rulemakers really wanted to improve road safety, they could find the answer in Europe – but it's not in the form of an EOBR.

I am talking about paying drivers in the correct manner. The current method we use here is actually illegal in Europe. You cannot encourage a driver to break the law by paying them based on miles travelled.

Their wages over there are calculated on the time it takes to do their job, not on a random mileage figure based on the cent-per-mile rate at a particular carrier.

There are some companies that pay higher hourly rates than others, so it isn't a communist-style blanket wage, and believe it or not, there are really companies over there that pay a very good wage. Yet, their drivers work less than 40 hours per week, and that would be a three-day week to a lot of long-haul drivers over here. As a driver, EOBRs and hourly pay are starting to look like a really good thing to me.

I have spoken to drivers here about the set-up in Europe. Their responses are usually the same: 'If it's that good over there, why are you now over here?' My answer may sound a little crazy, but it is what it is. I enjoy trucking – long-distance trucking especially. The landscape

of international trucking changed and the British lost out, so I was stuck driving in Britain and it is too small with far too many people on the roads for that to be enjoyable.

Now comes the crazy part; I swapped a life where I was paid by the hour – paid very well too – to work longer and harder for less money. There are so many things that can interfere with my earnings. Before, it didn't matter what came in contact with the fan, my bank balance increased. Now traffic, weather, incompetence from dispatch or at a shipper/receiver all mean my earnings suffer.

I am glad I made the move. I'm far happier now and I love it over here. The job itself is so much better.

However, there are people in the corridors of power who are trying to make my life a misery once again. They're trying to fix something that isn't broken and if they get their way, they will achieve their goal of reducing truck-involved crashes. There will be no trucks wrecking out on the roads because there will be nobody driving them; after a few months of EOBRs and the current method of payment, truck drivers will not be able to afford the gas money to get to their terminal to go driving truck.

Many drivers I've spoken to have told me this, and I believe them, but hold on a minute, how can that be the case? If a driver is drawing lines in a log book or pushing a button on an EOBR, the end result is the same, surely?

Unfortunately that is not the case. Drivers may call it 'flexibility,' but let's stop kidding ourselves, anybody who will lose money because an EOBR is forcing them to drive less is currently breaking the law.

A lot of the same drivers also said that they want the 14/16-hour law scrapped. Why? They can only drive 11/13 hours, so why do they need an indefinite period of time in which to do that? Is it because they're spending too much time at the truck stop? Is it because they're fudging their logs under the current rules? Or is because their dispatch is inefficient? Or maybe because they spend too much time on the loading dock? In every single case, working longer hours to overcome this is part of the problem, not the cure.

I'm quite fortunate; I have a good dispatcher, and we have good work that limits my time spent on the loading dock. I also have over 20 years of experience managing my time efficiently, so the current system works well for me, but I would also be able to adapt to any future legislation.

We will be getting EOBRs, make no mistake about that. But they have to be accompanied by hourly pay if we want to drag the industry into the 21st century. □

– 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](http://www.brandttruck.com/blog).

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\* Modern Tire Dealer, 2008

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**Fact : Hankook Tires provide tremendous value to the consumer.**

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## OVER THE ROAD

# Preparation is key to surviving winter driving season

Winter driving season is upon us. With a few clicks of your computer mouse or a few touches of the screen on your smartphone, you are able to find any number of Web sites with a list of winter driving tips for truckers.

The biggest concern for most drivers, especially those not exposed to winter conditions on a daily basis, is skid prevention and recovery. So I thought I would throw my opinion and experience into the ring on this topic. It's a good one, for sure.

First, let's remember that most collisions occur under ideal driving conditions. That is, on dry roads during daylight hours. Why? Because under those conditions it is quite easy to become complacent and/or distracted. Over 90% of collisions are a result of driver error. The wonderful thing about driving in hazard-



## Over the Road

AL GOODHALL

ous conditions is that a driver is focused on the task at hand, fully in the present moment, paying attention to everything that is going on around them and using the defensive driving skills they have acquired to manoeuvre safely down the road. So I won't get into describing the defensive driving skills we should all be applying 24/7.

So, what's my formula for skid prevention and skid recovery? First, never allow your rig to 'break traction' or 'lock up.' Second, maintain a calm and relaxed demeanor at all times. Simple and obvious advice, right? Yes, but

it's not always so easy to put into practice.

Many folks start to feel stress at the thought of driving under winter conditions. That stress starts with the body tensing up, the grip on the wheel becoming tighter, and extra effort made to try and discern every detail when visibility becomes difficult.

You can combat this by being conscious of it. Breathe deeply and relax. Have confidence that by applying all the defensive driving skills you have acquired, you will provide yourself with the time and space you need to navigate the road safely. Navigating any road covered in snow and ice safely is a matter of maintaining traction at all times. That is, never 'breaking traction' or 'locking up' by hitting the brakes too hard, by making sudden steering manoeuvres, or by accelerating too

hard for the conditions at hand. Those conditions vary widely and are impacted further by your gross vehicle weight and how that weight is distributed.

At this point, it's important to recognize that you can only gain winter driving experience by actually getting out there and doing it. When you know conditions are going to deteriorate, you may want to consider adjusting your trip plan to drive at night.

This sounds counterintuitive, but potential hazards are greatly reduced at night due to the lack of traffic. This can provide you with a great opportunity to hone your winter driving skills.

This in turn can build your confidence and reduce your stress. An added advantage is that it also helps conserve time lost to the poor conditions. The bottom line is that there are a lot less obstacles to negotiate at night.

Scale every load that you pick up and adjust your axles to maximize the weight on your tractor tandems. Making good decisions about braking (including the use of engine retarder brakes), acceleration, and steering is dependent on knowing how the weight of your rig is distributed over its different axle groups.

A couple of winters ago, a buddy and I made a trip from southern Ontario to Edmonton. I was loaded with 30,000 lbs on my drives and 20,000 lbs on my trailer tandems. My buddy's load was just the opposite. Every time we hit snow cover on the roads he struggled to maintain traction on even slight grades. I had no problem and didn't experience wheel spin on any part of that trip. This is a great example of how variable factors must be taken into account during the winter months. No situation is the same twice.

Be sure to pull your trailer(s) through every corner; all braking should be done prior to entering a curve. I was travelling on Hwy. 17 in the Kenora, Ont. area a few days after a major storm had moved through. Conditions were sunny, cold and dry.

That was the case until I came around a curve with a steep rock cut on my left and found myself on snow pack. With a light load on, I started slipping to the outside edge of the curve and the guardrail. By staying calm, staying off the brakes, maintaining a light touch on the fuel to keep the drives turning, and by making small steering corrections to keep my rig in line, I was able to make it through the curve...barely. It was an adrenaline rush I wasn't planning on that day.

Those are just two of the winter driving experiences I carry with me and put to good use every winter. Plan well, and expect the unexpected. □

– Al Goodhall has been a professional long-haul driver since 1998. He shares his experiences via his 'Over the Road' blog at <http://truck-ingacrosscanada.blogspot.com>. You can also follow him on Twitter at [Twitter.com/Al\\_Goodhall](https://twitter.com/Al_Goodhall).

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## NATURAL GAS

# Ferus the first Alberta fleet to buy LNG highway tractor

## Company uses mobile fuelling unit to keep trucks running in rural area

Continued from page 1

2013 we'll probably purchase another 15, 20 or so."

That's the egg, or is it the chicken? Regardless of which end of the food chain it is, Ferus is leapfrogging the current lack of natural gas infrastructure by bringing its own fuelling stations on-board.

"Right now, we have portable fuellers that we can move around from base to base," he said, "so what we've done is situated these two units at our Grande Prairie base because those (Grand Prairie-based) units go off-road into the field, servicing drilling rig sites and that type of application – so they typically will get back to Grande Prairie where they can refuel and get going the next day."

Ferus' portable fuelling station is basically a trailer filled with LNG that they spotted in their yard.

"We barricade it and protect it and then every night when we come back, the trucks just pull up beside it and fill up," Porter said.

It's an interesting way to get around the lack of other fill-up facilities and it appears to be working well enough for Ferus that they plan to expand.

"Until we have more infrastructure, we're going to try and control it ourselves," Porter said, "so we're going to build another couple of portable fuellers. We have a base in Red Deer and this way we'd be able to control some of that ourselves."

The strategy may not merely be temporary, either. "We do a lot of work in regions where there isn't going to be a lot of infrastructure," Porter said, "so we have to set up our own to handle it. But along with that, we're hoping we can help other individuals or folks who want to try (natural gas), to expand into it as well."

By that, Porter means that Ferus is committed to helping other trucking companies or drivers who want to make the conversion to LNG, but who don't yet have access to the fuel.

"We don't want to get into the fuel business," he pointed out, "but in order for us to try and get this moving forward, we realize we're not only going to have to do something for internal purposes, but we know that if other people or companies want to try it, we'll need to help support them in the short-term. But our goal is not to be like the Shell station on the corner."

Speaking of Shell, the petro fuel giant appears to have some plans of its own anyway. According to Porter, the company has announced plans to put LNG infrastructure in Calgary, Red Deer and Edmonton, "and possibly Grande Prairie and Fort McMurray" as well.

Gas goodness aside, there's still no such thing as a free lunch – and converting a fleet to run on natural gas isn't a cheap proposition. The Conference Board of Cana-

da figures it can be a money-saver, though, which would also make the fuel a money-maker for companies.

According to the group's report *Cheap Enough: Making the Switch From Diesel Fuel to Natural Gas*, converting fleets to natural gas could generate pretty significant savings: "Over a 10-year ownership period, the net present value of savings is projected to be approximately \$150,000 per truck, or nearly twice the cost of the upfront premium associated with the natural gas engine." The Board estimates that upfront cost at about \$80,000, which is obviously a significant bite.

'We're also trying to deal with questions like what the repairs look like and, so far, things have been in line with what our expectations were.'

Chad Porter, Ferus

While the Board claims a potential \$15,000 saving per truck per year over the decade of use, it doesn't all come from using cheaper natural gas. The report notes that: "nearly half of these savings are in the form of fuel tax savings, as natural gas is currently exempt from the equivalent of a road diesel excise tax."

Which means it's at the government's discretion – or whim, perhaps – whether or not these savings will be maintained. And we all know how governments are rarely interested in increasing their revenue... Still, right now, it appears to be a good investment – as long as you can find the gas. And even if governments gouge gas-gobblers in the future, the increased adoption of the fuel could lead to other savings anyway.

"We communicate quite closely with the manufacturers," Ferus' Porter noted, "and they see capital costs coming down. Obviously, it's an entry into a new market and

there's always going to be increased cost at that point until you can get to a manufacturing process that allows for economies of scale. We understand that and we see that coming down in the future as demand increases."

In the meantime, Ferus thinks the conversion is worth the cost, and Porter says he can see moving the company's entire fleet over to LNG eventually.

"That's our goal," he said, "to have our entire fleet converted over to natural gas, as long as some of the infrastructure falls into place. We will be able to control a good chunk internally ourselves, but we do need some other infrastructure to fall into place as well. And Shell and Encana have talked about that."

Porter said that Ferus' experience to date has also helped to dispel some old wives' tales about what

ence to date."

Pushing the outside of the LNG envelope means Ferus is also blazing a trail in learning about other associated issues as well.

"We're also trying to deal with questions like what the repairs look like," he said, "and, so far, things have been in line with what our expectations were."

Ferus' LNG trucks are bought pretty well off the rack, thanks to Paccar having marketed natural gas-powered trucks under the Peterbilt and Kenworth brands since 1996. Models are available with either nine- or 15-litre engines currently, and Paccar says that next year both Kenworth and Peterbilt are planning to offer 12-litre natural gas engines.

And that's about all the modifications Ferus needs, according to Porter.

"There's things that we do from an equipping perspective," he noted, "but typically they come from the factory ready and you can start operations fairly quickly. What we do, and this is only ourselves, is take a couple, maybe three weeks because there's other equipment we put on the units, but whether it's diesel or LNG they're down for that period anyway."

Porter's advice to anyone thinking about adopting gas with a minimum of, well, gas pains, is to do it gradually.

"I would do it like we have done it: approach it on a small scale," he said. "Not everybody goes out and buys fifty or 100 of these right out of the chute without testing it anyway, and we're willing to work with individuals who want to try one or two. We're willing to help fuel them with our portable fueller if we can work within the regions."

On the other hand, "if you're a highway hauler hauling from Toronto to Vancouver, it's a little different story because then you have to wait for all the other infrastructure across Canada."

The old chicken and/or egg conundrum again.

Even here, though, there appears to be a light at the end of the tunnel. According to the *Financial Post*, Shell plans to spend \$250 million on an LNG plant and a string of filling stations, working with Flying J to offer LNG from Fort McMurray, Alta., to Vancouver, B.C. The *Post* also noted that Shell "eventually plans to deploy LNG technology to power trains, ships and mining industry engines."

The company intends to make 300,000 tonnes of LNG a year, kicking off production at "its first small-scale gas liquefaction plant at Jumping Pound near the route's halfway point next year," according to the *Post*.

Of course, and not surprisingly, the push toward LNG isn't only about dollars; it's also about going green. While natural gas is a non-renewable resource, it's plentiful (which makes it cheaper), and it's also said to be cleaner than oil.

All of which makes liquefied natural gas appear to be the proverbial "win-win" scenario – as long as you can find it. □



**CHICKEN OR EGG?:** Natural gas trucks like this one are gaining more prominence in the industry, but fuelling infrastructure is still lacking.

## OPINION

# The small fleet's dilemma

As if there were not enough maddening challenges to being a small carrier in recent years, probably the biggest is rearing its ugly head lately. You've survived the speed limiter debate. The EOBR debate continues, but I believe we have all conceded defeat on that one, too. The expense of these units will, in time, be foisted on you, whether or not you carefully monitor hours-of-service. In time, all of the other expenses and distractions may seem quite minor, in comparison. Some of us have already been hit with a new and predictable reality, as we all will in due time. If you are only a five-truck-or-less operation, and content to stay that size, you are perhaps on a regular cycle of equipment replacement, and this issue won't affect you.

For the rest of us, we rely on late model used equipment. If you are trying to grow your company as the recession ever-so-slowly eases, or simply replace aging equipment, you are officially in a pickle, because the equipment you require, maybe urgently, doesn't exist.

Start with tractors. Starting with 2007 units, the severe drop in fuel economy, along with a lot of extra maintenance, chased most of us away from buying new iron.

Moving along a couple years, mileage improved slightly, but the added hassle of particulate filters, additional maintenance, and even, unfortunately, less reliability, still kept us at bay.

For those of you who are willing to gamble, and wish to give a 09 or EPA2010 model a try, good luck. There aren't many of them to choose from. With the lack of truck sales after 2008, even companies on regular replacement cycles are hardly flooding the used truck markets, so your choices are very limited. Any that are on the lot most likely came from large fleets. A truck from a large dry van fleet may not suit your needs, especially if you perform heavy-haul.

Any truck newer than 2010 gets you into a pretty small window between new and used, but you are still dealing with plenty of extra sensors, diesel exhaust fluid, and operating pressures and under-hood/under-body temperatures that scare the hell out of guys like me (who learned to drive on a mid-70s R model Mack, a slightly different truck than is built today).

Remember the days when you would be looking for a shoulder to pull over onto when the temperature gauge crept over 200 degrees? Turbo-boost gauges in those days didn't need to read higher than 50 lbs, a gauge that a lot of new trucks would pin by mid-throttle. When the price of a muffler exceeds \$1,000 now, because of its role in the emissions system, we old-school types get very skittish.

As a result, many of us are rebuilding pre-04 power units. With complete overhauls, paint, and sometimes a complete frame-up, bumper-to-mud flap restoration, most of us old guys prefer the slightly older equipment.

If you rely on hired drivers, you may be stuck with newer equipment, unless your driver pool's average age is near or over 50. If your pay scale is where it should be, some of the old-school drivers will actually prefer refurbished, older equipment.

Haven't a lot of us heard, or made, scathing remarks about the newer iron



BILL CAMERON

being the trucks most often seen on the side of the highway with the hood up and flares out? A lot of us don't want to be the guy driving that truck.

Trailers are a different issue, since engines and emissions are not involved, but the end result is the same. Good, late model used equipment hardly exists. After 2008, as with tractors, new trailer sales plummeted.

Large fleets kept their trailers for longer duty-cycles, perhaps up to the maximum 10-year age that the auto-makers and Fortune 500 companies enforce. If you are a dry van outfit, do you really want a 10-year-old trailer that has likely been pulled by several

hundred drivers in its lifetime?

Although flatbeds enjoy a longer life-cycle than vans, a longer usage by a large fleet (likely with reduced maintenance cycles, at least in the past three years) may not be the used trailer that you want either. From my own recent experience, good, late model used trailers are a scarce commodity – and quite likely overpriced.

I recently watched (admittedly immaculate) 2004 flatbeds go through an auction for 45% of the price of new, defeating the financial benefit of searching out used equipment.

If you need to pay that much for a nine-year-old wagon, any good accountant managing your write-offs properly can get you under a new trailer, costing you no extra in the long-term. If you are a heavy-hauler, your search for used trailers will be even more interesting. With a booming Western Canada economy, B-trains and tridem flatbeds are scooped up as soon as they hit the lot.

For the Ontario-Michigan haulers, despite the lack of B-trains, straight

trailers with four to six axles can be found with relative ease. Unfortunately, we all know of the impending GVW restrictions coming to anything with lift axles (long overdue, if we were being honest). Any trailer you find will be mostly obsolete in a couple years.

Usually, at the end of my monthly rants, I offer my pie-in-the-sky solution, but that won't be happening this month. I can't create equipment that was never built. This is a problem that I am just reporting; unfortunately one that we are stuck with for at least five more years, until the next cycle comes around. Unfortunately, a lot of us that previously considered "new" to be a four-letter word, may have to go that route in order to grow. □

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

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# TALES OF Ordinary GREATNESS

By Harry Rudolfs

**T**he majority of truck drivers don't get nearly enough recognition for the work they do. I'm talking about the good ones who fly under the radar and comprise the backbone of the industry: trustworthy, industrious individuals who love their jobs and always give 100%; focused, dedicated drivers who won't quit until the job is done and then will go back and get another load; top performers who come through day after day and expect no thanks other than a full pay packet and a secure job with a solid and honourable employer.

For these professionals, the work ethic is paramount. These are not whiners or doggers. These are highly skilled, ethical and responsible individuals of high moral fiber - decent people who would go out of their way to help someone in need, the kind of citizens we'd all like to have as neighbours or colleagues. You could trust your most precious cargo with drivers like these and be assured that they will do everything they can to get it delivered safely and on time.



## Truckers are 'life smart'

Years ago I did a ride-along with Officer Bettina Schwarze of the Northumberland OPP. At the time, she was a truck inspection officer patrolling a section of Hwy. 401 that was known to be particularly wild. She's now a 20-year veteran on the force, but I suspect she still has her commercial driver's licence. As I recall, she'd even occasionally drive truck on her days off, just to keep tuned into what was going on in the trucking world.

"I've always been interested in police work and trucking," she said. "I'm lucky enough to be able to combine the two."

In those days, she was known by her CB handle Goldielocks and had great rapport with truck drivers in her area, and probably still does. She mentioned a number of occasions where truck drivers had assisted her in shutting down the highway, or with other police matters. In one case, trucks helped slow down an intoxicated driver. In another incident drivers kept her apprised via CB radio about the progress of a wrong way vehicle.

"They're up and down the highways and see so many things," she said. "Often they're the first ones to come on an accident."

Schwarze paused for a minute to think before telling me what she likes about truckers. "Most of the good truck drivers are very humble. They're life smart. I've always admired people who could deal with practical situations."

## Sometimes heroics are part of the job

Driving up and down the highway system for a living, drivers often find themselves faced with situations that require a combination of level-headed thinking and bravery. Last year, Mel Farnell was pulling a loaded trailer for Tupling Farms Produce, packed to the hilt with potatoes, along Hwy. 9 near Orangeville, Ont. It was about three in the morning and there was almost no traffic.

Suddenly he noticed an oncoming car cross over the centre line driving towards him. Farnell swerved onto the shoulder to avoid the collision, but the oncoming vehicle also headed that way. He pulled back into his lane at the same time, he thinks, that the driver woke up. The automobile driver tried to pull his car off the shoulder, and drove directly into the front of Farnell's rig.

Farnell's truck had jackknifed and was leaking fuel, but his first concern was for the occupant



of the other vehicle.

"I had run right over him, so I looked under the truck, but the car was 80 feet down the road facing backwards and on fire."

Farnell grabbed his fire extinguisher and cleared out the smashed glass on the driver's side with his gloved hands. But the other driver was a big man, around 280 lbs, and he was pinned in the car.

"I thought he was going to die, and he could have very easily," recalls Farnell. "My fire extinguisher couldn't put out the fire and the floorboards were on fire. I told him that he was going to have to help me or he was going to burn up. To this day I don't know how I got him out of that car."

Farnell was recognized and cited for his quick-thinking and courageous actions. His wife Janet tells me on the phone that the accident didn't stop Mel from working.

"You'd think someone would take some time off after something like that, but not him," she says. "His company got him a new truck and he was working the next day."

## Good drivers are always in demand

Most of the truckers I interviewed for this article like to work 60-70 hours per week. Nothing can stop these guys and gals except maybe illness or old age, and even then it might take a pry bar to get them out of the truck. It's not unusual for drivers to have one full-time job and supplement it with agency work on the weekends.

Farnell is 66 and estimates he's logged three million miles and 50 years accident-free driving. He could retire now, but he's doing renovations on the house so he's working three days per week. His brother, cut from the same cloth, is still driving truck at 73 years of age.

Cecil Steffensen estimates he's also done about three million miles. He's a lease/operator who lives in Moose Jaw, Sask. hauling B-trains for Westcan Bulk Transport, mostly throughout Alberta and Saskatchewan. Typically, Steffensen stays out 13 to 15 days at a time, working 70 hours the first week then taking a 36 hour reset that gets him home at the end of the second week. Then he takes four or five days off and starts the process all over again.

Steffensen admits that the job has a hold on him. "I miss it when I'm not driving," he says.

While truckers love to truck, they do have to make sacrifices in terms of family time. Denis Champoux of Corbeil, Ont., is an owner/operator with Laidlaw Carriers. He hauls heavy van loads (up to 80,000-lb payloads) throughout Ontario, Quebec and Michigan, mostly in the north country.

Champoux's job keeps him out all week.



Mel Farnell receiving the Goodyear Highway Hero Award in 2011.

Typically he gets home Friday night or Saturday morning and departs again on Sunday night. There is a little bit of sadness in his son's voice when I ask him about his father being gone all those years and missing his school functions, etc.

"Yeah, it was tough sometimes," says 17-year-old Matt Champoux. "But he works hard for us."

Denis Champoux thinks that having an empathetic spouse and family is an important part of the equation. "I'm lucky to have an understanding wife," he says. "Sometimes I get home and almost have to go out again right away. And then there's greasing and fixing the truck on your day off. I'm lucky to have my son to help me with that," he adds.

## Rediscovering the Canadian dream

Immigration has always been the lifeblood of the trucking industry, dating back to the late 1850s when William Hendrie hired Scottish teamsters right off the boat to handle his wagons and dray horses. A century and a half later, Canadian carriers have been relying on overseas drivers to fill the empty seats. Recruiters actively hold job fairs in other countries to pre-qualify drivers, and special provincial programs make it easier to fast-track new drivers on work permits towards citizenship.

Earlier waves of immigrant communities often saw trucking as a stepping stone to another profession and only stayed long enough to get another job. But this is not so much the case these days. Many newcomers consider trucking as a desirable career and have no interest in working at anything else.

Sukdev Virk came to Canada from India in 2001 and got started driving truck in 2003. Trucking was a natural fit with his farming background in India.

"Trucking is the first and last thing I ever wanted to do," says the 31-year-old new Canadian.

Virk has been with Meyers Transportation Service for five years, starting as a company driver and then buying a truck and getting a position on the highway board. He likes to work 60-hour weeks and he's extremely proud of his 2007 Kenworth T600. Virk mentions that he was recently pulled around the back of the weigh scales, but the MTO officer took one look at the immaculate condition of the cab and waved him through.

Executive vice-president Roman Slugocki of Meyers speaks glowingly of Virk's work record.

"Sukdev has worked his way through any and all job assignments with a smile and friendly disposition often with positive feedback from the customers...there is no job that he would refuse nor any shift including weekends and holidays," he says. "I wish we could clone him."

## Start 'em young!

Truckers usually discover they love this job at a young age. Champoux started out driving with his father on bush roads hauling logs.

"One day my father threw me the keys and said, 'You drive.' That's how I learned to drive on logging roads," Champoux recalls.

Fifty-three-year-old Paul Watts of Tweed, Ont., started even younger. His dad worked in a gravel pit and had him driving a 35-ton Euclid truck at nine years of age. Watts really enjoys trucking and has had a 32-year career and owned a couple of trucks. These days he drives for Kriska Transportation, where he's been for 13 years, the last three as a company driver.

"I made more as an owner/operator, but at least I don't have to pay it back at the end of the year (in taxes)," Watts says.



**Start 'em young.** Many of today's veteran drivers started out at a very young age driving their father's trucks.

The trucking industry has traditionally drawn drivers from farming or heavy equipment backgrounds. But the demographics are changing and rural populations are in decline. As the population of senior drivers reaches retirement age, the traditional renewal base has dried up. As the above examples indicate, career truckers are usually exposed to their profession at a young age, but this doesn't happen much these days. Home-grown Canucks are less inclined to get behind the wheel for a myriad reasons.

## Why truckers truck

Truckers know why they truck, but it's hard to express in words. Some will tell you it's the freedom that comes with the job, but others would say it's more than that.

Micheal Todd Rosenau of Calgary, AB, known by his handle 'Motor' to his friends, thinks that it's the camaraderie that keeps him coming back. He's another driver that started driving young, learning to shift gears in the yard of his grandfather's trucking firm.

"I love being a truck driver," he says. "Every day is a change from the day before. Sometimes I can't believe that I get paid to do this."

Unlike many others who dedicate themselves to the profession and go unrecognized, Rosenau was honoured for his service to the industry and his community last year. He was the recipient of the Truck News Owner Operator of the Year Award.

But not all drivers are interested in stepping into the spotlight. Take the case of Andy (not his real name). This guy would have been perfect for this feature since he has all the attributes of a dedicated professional. Andy works 12-hour shifts delivering concrete barriers to highway construction zones

around Toronto. He commutes a long way from his home in the Kawartha Lakes where he sleeps a few hours in the afternoon, then packs a sandwich and a thermos of coffee, and heads back to work.

Andy makes top dollar hauling heavy payloads but works extremely hard for that money. And he wouldn't ever consider giving up his lifestyle or his home in the country. He and his wife bought their woodlot home because it reminded them of where they used to live in British Columbia, and because the fishing is excellent in dozens of lakes and rivers nearby.

Their kids have grown and are scattered about the country, so the couple have weekends to themselves. You can usually find them booting about in the bush on their ATVs, or more likely angling for trout or pickerel in some honey hole.

Over coffee, Andy speaks quietly and measures his words in a Henry Fonda-like manner. He describes in detail how he loads a four-axle trailer so he can legally scale 90,000 lbs. But no, he doesn't want his name used in the story.

"I know my job inside out and I don't really care if anyone else knows about it. One thing I can tell you, though, is that you've got to love what you do, or you shouldn't bother doing it," he says with a gleam in his eye.



**Michael Todd "Motor" Rosenau** was a former recipient of the Truck News Owner/Operator of the Year Award.

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**TAX TALK**

# Early CPP and your tax bill

## How will changes to CPP affect you?

I've always said that as I near retirement I'm going into a line of work where every customer is happy. Like car sales. Everyone who buys a new car drives away happy. A new vehicle looks right, feels right, every thinga-majiggy works when you push the right button. Your wife hugs the salesman because she's so happy.

Heck, she might even hug you. You, of course, are pretty sure you got a good deal, but who knows? You're driving a brand new car!

In the tax-filing business, customers only rarely come away happy. We can do great work planning and organizing but at the end of the day you still have



**Tax Talk**

SCOTT TAYLOR

to pay your taxes. No one brushes their fingers across a freshly prepared tax return like it's leather upholstery.

All people ever want to know is why they owe so much more tax than last year.

There can be many reasons, and a good accountant should be able to sit down with you and draw up a strategy to help you reduce your tax obligation – or, at the very

least, prevent a surprise tax bill. You'll want to do this periodically because rules change, and these changes may affect how much tax you owe.

One of the issues we're talking with clients about this year involves the Canada Pension Plan (CPP). The federal government has made revisions to CPP that take effect gradually from 2011 to 2016, but one important change started this year.

As of Jan. 1, 2012, there is no longer a work-cessation test for CPP benefits. That means you can receive a CPP retirement pension starting at age 60 while you keep working.

If you do, however, you have to continue making CPP contributions on your employment or self-employment income. These contributions go toward a new post-retirement benefit (PRB), created for working people who

are between 60 and 70 years old and who are receiving a CPP pension.

### Early payout, more tax

PRB is intended to increase your retirement income. Even if you are drawing the maximum retirement benefit under CPP, any contributions to the PRB will be paid back to you.

However, if you're 60 or older, working, and receiving CPP, these changes involving CPP and PRB are why your 2012 tax bill will likely be more than your 2011 tax payable was.

Let's say you showed CRA a \$30,000 income on your 2011 tax return and expect to do so again for 2012. Your total tax payable will be \$2,624 higher due to your CPP contributions. That's enough to make you unhappy and call your tax preparer, isn't it?

For sole proprietors, if you're between 60 and 65, CPP will be calculated and payable on your self-employed income when your 2012 federal income tax return is filed in April 2013. You will need to increase your tax installment because your tax bill will be higher for 2012 because of this.

If you are between 65 and 70 and work while receiving your CPP pension, you'll be able to choose whether you want to make CPP contributions or opt out. When your 2012 tax return is filed, you or your tax preparer can indicate your decision. If you use a tax preparer, make sure he knows whether you want to pay more into CPP or not.

For incorporated owner/operators, if you're between 60 and 65, you and your corporation must continue or restart to pay into CPP through the new PRB program. Your monthly installments for source deductions will have to be increased to pay the PRB.

If you are between 65 and 70, you'll be able to choose whether you want to make CPP contributions or opt out. If you do not want to contribute to CPP, you must complete and file Form CPT30 with CRA and with your employer.

The good news is you can change your mind, although only once a year. You can file Form CPT30 to start, stop, or re-start paying into CPP at any time as long as it is not within the same calendar year since you last completed and filed the form. You can only file the form once you are 65, not before.

Your employer will stop deducting CPP contributions on the first payday in the month following the month you filed the form.

Hopefully, your tax preparer will explain all this to you and help you make the right decision for you. Hopefully, that will make you (and your wife) happy. Hey, we can all use a hug. ☐

– 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](http://www.tfsgroup.com) or call 800-461-5970.

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## SAFETY

# If it's their last ride, let's make it their best ride

## Livestock haulers face unique challenges when handling 'cargo'

As challenging as different categories of freight can be, you could say that livestock shipments are a different sort of animal.

Livestock haulers work within one of the most regulated segments of the trucking industry. In addition to the on-road rules governed by provincial highway traffic acts or the US Federal Motor Carrier Safety Administration, they face the oversight of groups including the US Department of Agriculture (USDA) and Canadian Food Inspection Agency (CFIA). Provinces and territories pile their own rules on top of the CFIA's Health of Animals Regulations – Part XII, which govern every shipment.

And while dry freight is loaded with forklifts or pallet jacks, the drivers involved in this work are of-

### Ask the Expert

JASON SHIELL



ten equipped with a little more than a pig board and some patience when guiding freight which has a mind of its own.

A clear understanding of an animal's personality can make a big difference in loading procedures. Pigs, for example, are easily spooked and have a natural herding instinct. They will generally move back if a small board is placed in front of them, and shift forward if the board is placed behind their shoulders. One stubborn animal may resist at first, but it will eventually follow the others.

Valuable information like this is openly shared by industry groups such as the US National Pork Board or the Ontario Farm Animal Council (OFAC), [www.farmfoodcare.org](http://www.farmfoodcare.org).

A little flexibility can also go a long way. Animals that are wary of a ramp or set of stairs might be more easily moved onto a middle deck. And those that are initially wary about stepping onto the trailer might be quicker to hop on-board after other animals are loaded.

Of course, pre-trip inspections involve a few extra steps when working with living freight. Drivers with these specially designed trailers – equipped with features such as non-slip floors – are expected to ensure the animals have fresh bedding, are well divided, and secured behind latched gates.

But the unique demands hardly end once the livestock is loaded. Different cargo can make a big difference in vehicle dynamics. Cattle, for example, have a higher centre of gravity than pigs. The need to leave a cushion of space around any cattle means that the animals can also shift like the fluid in a tanker whenever the truck turns or brakes.

Every stop or start will require more space than a dry van.

To compound matters, many of these shipments involve routes that are far away from a well-serviced highway, along narrow dirt roads that are flanked by steep ditches. The hazards themselves can be obscured by snow and ice long after main routes are cleared. (It's why I always took a few minutes to kick the snow off the edge of a laneway before approaching a property for the first time).

The careful trip planning does not end there. Something as simple as a stop at a wrong barn could lead to an extended delay if the equipment has to be washed down to isolate any diseases and meet bio-security rules.

Meanwhile, this living, breathing freight needs to be monitored along every route. Squealing pigs that are pressing against the sides of a trailer on a hot summer day, for example, may be competing for a cooling flow of air and need to be hosed down. Drivers also need to remain aware of the environments where the deliveries are made. I remember one plant where fans from the barn could blow heat onto a parked trailer, and that was compounded by the fact that the parking area left little room for air to circulate.

Cold weather presents its own challenges. Animals have been known to bunch together in an effort to stay warm, but those at the bottom of the pile could suffocate. This makes the insulating value of winter panels particularly important.

And when it comes time to unload the freight, truckers who move the livestock deserve some protection of their own, and that can come in the form of personal protective apparel such as hard hats, safety boots, masks and work gloves. They also need to be aware that every action can affect the reputation of their entire industry. Animal rights activists, armed with nothing more than a cell phone camera, could capture images taken while a driver is struggling with his cargo, and post the video online for everyone to see.

Indeed, safe handling practices can't be sacrificed when working with a stubborn animal. I know one livestock hauler who put the entire process into this perspective: "If it's their last ride," he said, "let's make it their best ride." □

– This month's expert is Jason Shiell. Jason is a senior risk services consultant for Northbridge Insurance, and has more than 20 years' experience in the trucking industry as a driver, certified fleet driver trainer, risk manager and more. 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](http://www.nbins.com).

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## BORDER

# US freight volume growth will slow in coming months

By Lou Smyrlis

**LAS VEGAS, Nev.** – US freight volumes will likely go “sideways” over the next few months as the US economy suffers through a slowdown, according to American Trucking Associations chief economist Bob Costello.

“As far as freight volumes go, the trucking economy is pretty mixed right now,” Costello said during the All Eyes on the Economy panel at the ATA’s annual conference. “Some groups, like tank truck and flatbed, are doing very well, while, conversely, you have other areas like dry van that are underperforming.”

Costello spoke alongside Lawrence Yun, chief economist and senior vice-president of research at the National Association of Realtors, and Gregory Daco, senior economist at IHS Global Insight.

Costello shared ATA research which shows freight volumes from September 2011 to August of this year are up 0.5% for large TL and LTL firms, but down 4.6% for small TL carriers. Tank freight is up 6.6% and flatbed freight is up 5.7% during this timeframe, while temperature-controlled freight is down 0.6% and dry van down 2.6%.

If freight volume growth does slow, one thing that will help motor carriers is that capacity remains fairly tight. Costello said that capacity in the LTL sector and for large TLs is up just around 1% compared to December 2011 but down about 1% for small TLs. And when looked at over a longer time frame, going back to the pre-recession days of Dec. 2007, capacity is down about 5% for large TL, about 9% for small TL carriers and about 12% for LTL.

“I don’t want to give the impression it’s really tight out there, but if the economy were to surprise us on the upside – with, say 3% GDP growth for several straight quarters – we would not have enough trucks to handle the corresponding increase in freight,” Costello said. “This speaks to the continued threat of our current quantitative driver shortage of 20,000 to 30,000 drivers potentially getting worse in the future.”

The average age of a Class 8 truck in the US is now up to seven years – the highest since such has data been collected. During the boom times of the previous decade, the average age was around four to five years. With so many older trucks on the road resulting in higher maintenance costs, it makes sense to anticipate a push to update equipment. But, Costello explained, that push is being countered by several factors:

- The average price of a Class 8 truck today is about \$125,000, thanks to the added cost of meeting the latest engine emissions regulations. That’s a sizeable increase from the average \$95,000 sticker price back in 2006.

- At the same time, the average seven-year old tractor may have a resale value of just \$20,000, compared to \$50,000 had it been only

five years old. That means carriers looking to update their fleets need to finance \$105,000 of the sticker price for each truck whereas before the recession, with lower prices for new trucks and better prices for used, they would only have to finance \$45,000. As a result, many small carriers are turning in two trucks to purchase one.

- A slow growing and still volatile economic rebound is making carriers nervous about large investments in new iron.

“I think equipment is becoming the new diesel fuel for the industry. It has the potential to drive more capacity out of the industry. Some fleets with older trucks may have a hard time hanging on to drivers who are concerned about (the impact of older equipment on) their CSA scores,” Costello said.

For carriers to consider making larger investments in new equipment, they have to feel secure about the direction of the economy. But Daco from IHS Global didn’t have particularly encouraging news about the state of the US economy. He expects US GDP to grow 2.1% this year and to slow to 1.8% in 2013 as the economic recovery is dampened by an expected slowdown in Chinese economic growth and continued recession in Europe.

“The economic outlook is good but not great,” Daco said. “The US is the best looking horse in the glue factory.”

Costello’s outlook was more muted. He said that better than expected growth would be a surprise and that the risk of slower growth – or worse, a return to recession – were more likely. Another area of concern for Costello is the “sharp deceleration in manufacturing orders” which, he believes, will limit manufacturing output and put a damper on truck volumes in coming months.

“The biggest risk to trucking would be a backslide into recession either because of the collapse of the Euro, or more likely, uncertainty related to the “fiscal cliff” at the end of the year,” he said. “It is very likely that Washington simply punts on resolving the issues surrounding the fiscal cliff into 2013, thus eliminating GDP growth to less than 2% until late in the year.”

The “fiscal cliff” Costello is referring to is a combination of expiring tax cuts and new government spending reductions, which would take about \$422 billion out of the US economy or 2.6% of GDP. If US politicians fail to take action to prevent the US from reaching this fiscal cliff by the start of 2013, Daco estimated it could take 0.1% off his GDP growth projections for the next year.

“We need Congress to act. The current lame duck Congress could probably kick the can down the road to July 2013 so the new Congress can deal with it, but kicking uncertainty down the road doesn’t take away uncertainty,” Daco said. “You will continue to

see uncertainty be a hamper on growth, but I don’t think we will go over the fiscal cliff.”

The housing market drives a good deal of activity for motor carriers and there are some positive signs there, said Yun. Home sales are stabilizing, albeit at a low level. Housing starts are also improving, but still remain well below the historical average.

“It’s welcomed that the housing market is improving, but it could be better,” Yun said.

There are a couple of worrisome trends, he added. The

mobility rate (the fraction of the US population who moved in the last 12 months) is down to 12% from the historical average of about 18%. That indicates people are not improving their economic situations and moving to bigger homes and better neighborhoods, Yun explained.

The other area of concern: much of the housing activity is coming from investors rather than new home owners. Many young families with good credit are still being denied by the lending institutions. □

## Driver pay not answer to driver shortage dilemma, US fleet execs claim

By Lou Smyrlis

**LAS VEGAS, Nev.** – Driver pay may be an important issue, and perhaps the one that gets the most attention when addressing the driver shortage, but it’s not the best answer, according to a panel of US trucking executives speaking at the American Trucking Associations (ATA) Management Conference.

Placing drivers in quality equipment and getting them home more often are just as important, if not more so, than raising pay, said Derek Leathers, president and COO of Werner Enterprises.

Werner reworked its network to get more of its drivers home on a weekly basis. Back in 2008, only 38% of its drivers were getting home on a weekly basis; now it’s up to 71%. Werner hires a lot

driving more attractive? Leathers said it’s not easy to come up with a number.

There are 140 different pay packages in his company ranging from around \$30,000 for a first year driver to up to \$60,000 for experienced drivers on difficult runs.

But here is where it gets complicated: “There are places in our network where people are making \$30,000 and the turnover is almost zero. It could very well be that the highest paying packages in my fleet may be the ones most needing of incentives,” Leathers said, explaining that it’s the complexity of certain runs that determines turnover.

He also questioned the wisdom of industry thinking of moving towards pay by the hour for drivers.

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‘It could very well be that the highest paying packages in my fleet may be the ones most needing of incentives.’

Derek Leathers, Werner Enterprises

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of drivers out of driving school so its turnover rate is around 85%, but getting more of them home on a weekly basis helped keep the turnover rate from climbing higher, Leathers said.

“This is hard work that we are asking them to do and I would argue that with the new generation it’s not just the trucking they don’t want to do; it’s the hard work they don’t want to do,” Leathers said in explaining that concentrating on more home time also helps with recruitment.

Kevin Burch, president of Jet Express, agreed that pay is not the most important factor in driver retention. He said how a carrier goes about recruiting drivers goes a long way towards reducing the likelihood of turnover.

“Drivers want to be told what they are going to be doing and how they are going to be doing it eye to eye. There are too many companies passing the buck,” Burch said.

Yet even if driver pay is not the top issue, it is still a critical one. The panelists were asked what a carrier needed to pay to make

“It’s dangerous to disconnect how drivers are paid from how the carrier is paid. Shippers will continue to want to pay us by the mile,” Leathers said.

What would help with both recruitment and retention is reducing the upfront training costs for new drivers, which can range from \$4,000 to \$7,000.

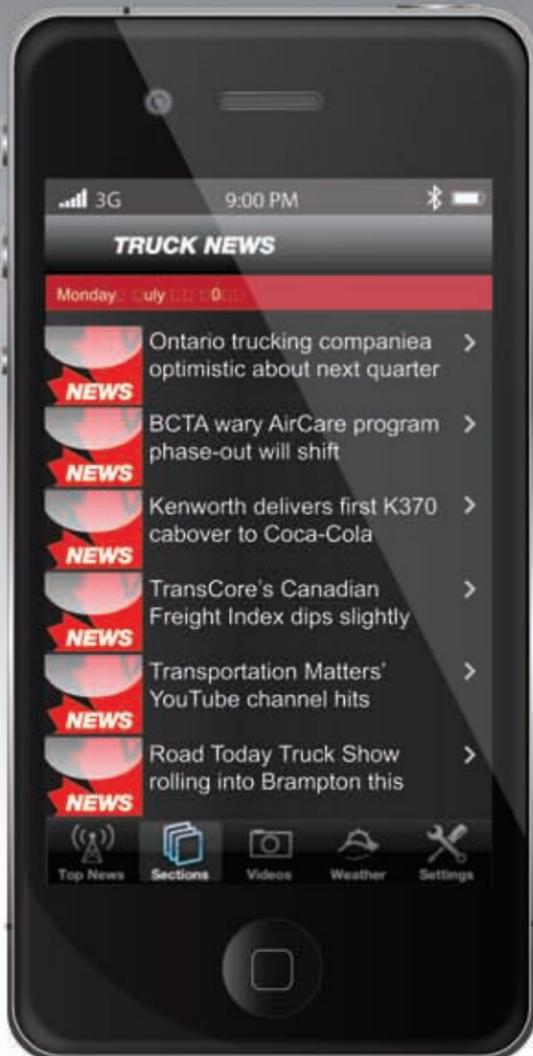
Yet the panel also heard there is a drastic drop in government funding for truck driver training.

The panelists were also not too keen on leveraging technology as either a recruitment or retention tool.

Burch questioned how fleets can spend millions on dispatch software yet spend no time training dispatchers how to communicate effectively with drivers? They didn’t see automated transmissions as particularly helpful either.

“Deciding to focus on switching to automated transmissions on a large scale would be more dependent on the resale value of the trucks because we don’t see them as a big draw for recruiting,” Leathers said. □

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# TRUCK NEWS

FLEET NEWS

## Bison wins ATA's top safety prize

**WINNIPEG, Man.** – Bison Transport has been awarded the American Trucking Associations' (ATA) President's Trophy for its outstanding safety record and programs.

For the second consecutive year, Bison has attained the lowest US Department of Transportation recordable accident rate in its division and mileage category: 100 million mile line-haul. Bison also received the ATA's Safety Improvement Award for its reduction in workplace accidents and injuries.

The awards were presented during the ATA's Safety and Human Resources National Conference and Exhibition.

"We are proud of our people who lead the industry in safety practices and management, especially our professional drivers who play a major role in road safety," said Garth Pitzel, director of safety and driver development at Bison. □

## Caravan wheels into Winnipeg

**WINNIPEG, Man.** – Caravan Logistics, in partnership with Risdale Transport, has opened a new terminal in Winnipeg. The new location, which joins Caravan's Oakville, Ont. head office and Vaudreuil-Dorion, Que. locations, combines 450 sq.-ft. of office space with 15 trailer spaces available in the yard.

"We are excited to announce the opening of our Winnipeg office as it represents an amazing opportunity to develop a local footprint in the growing markets of Western Canada," said Caravan Logistics president John Iwaniura. "We look forward to continuing to deliver our quality services to our customers and expanding Caravan Logistics' service presence across Canada."

The terminal is located at 68 Bergen Cutoff Road in Winnipeg. □

## Mullen announces northern oil and gas partnership

**OKOTOKS, Alta.** – Mullen Group has entered into a Memorandum of Understanding with two northern business partners to provide oilfield services, transportation and logistics services in the Sahtu Settlement Area of the Northwest Territories.

Its partners include HCI Holdings and Red Dog Mtn. Contracting. The companies have agreed to jointly develop oil and gas fields in the region over the next number of years.

The MOU has resulted in the formation of Canol Oilfield Services, which will operate as a standalone company, with Mullen being a 45% stakeholder, the companies announced. □

OPINION

# Happy Birthday, Bulldog!

One of trucking's most widely recognized symbols celebrated a birthday earlier in the month. The Mack bulldog turned 80 on Oct. 11.

I had the pleasure of meeting the old guy when I dropped by the Mack booth last month during the Truxpo show. He was, of course, the centre of attention. Busy chomping on ice cubes, he was groomed and looking like he had just left the Abbotsford Spa for Paws franchise. If there were any lady bulldogs in attendance, they wouldn't have stood a chance.

I did a little background research into my little buddy – okay, I admit, it wasn't hard since we published this information on our Web site – and found that a gentleman named Alfred Fellows Masury, a Mack employee, carved the bulldog figure out of a bar of soap back in 1932.

Unfortunately for Alfred, he was

### Publisher's Comment

ROB WILKINS



killed in a Navy airship crash in 1933 so he never understood the impact his little creation had on the breed or the brand. It was that same year that his bulldog began appearing as a hood ornament (which also functions as a grip to open the hood) on Mack trucks.

When I first started in the business, two of my sales associates had bulldog desk ashtrays. Very cool. Maybe inappropriate in today's society but back in the early '80s it wasn't uncommon to smoke in the workplace.

I believe the ashtrays were part of some sort of promotion that Mack was running at the time.

Over the years, I've seen the bull-

dog in countless ads, as stuffed toys and on posters. The marketing team at Mack has done a wonderful job in maximizing the bulldog legacy. There's even a life-size version made of a sand material that at first glance, you'd swear is the real deal.

The bulldog was certainly a hit at Truxpo, Truck World, and at every other truck show I've seen him at. They are indeed a unique breed, and this one has taken on a celebrity status.

I doubt bringing my dog Maddie (a golden retriever) to a show would have the same impact as Mack's Hank the Tank bulldog.

Young or old, I believe you'd be hard-pressed to find anyone in the trucking industry that doesn't associate the bulldog with a Mack truck.

Happy birthday, Mack Bulldog. Your dad Alfred would be very proud of you! □

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

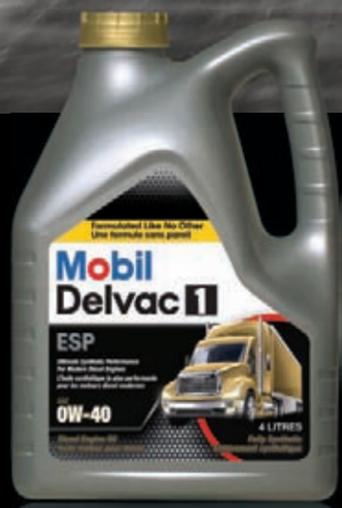


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## INDUSTRY

# It's time to wake up to obstructive sleep apnea compliance requirements

Driver wellness is an increasingly important issue. It is recognized as such in the report from the CTA Blue Ribbon Task Force on the Driver Shortage.

And, it is behind the motivation for CTA developing a testing and treatment program for obstructive sleep apnea (OSA) amongst truck drivers. Yes, we were also concerned about what would happen to Canadian cross-border carriers if the Americans moved to regulate sleep apnea testing and treatment.

We don't want the industry left high and dry, such as it was when drug testing was introduced in the 1990s. And of course we were concerned about the growing number of post-accident lawsuits being aimed at carriers where sleep apnea is a factor.

But there was more to it than that. The major reason was a strong feeling that it was the right thing to do – that by getting a driver with OSA into a



## Industry Issues

DAVID BRADLEY

program, not only would a company be able to retain a productive and valued employee, but you could give that driver his life back. What could be better than that in terms retaining good drivers? The carrier's motivation is not to identify drivers with OSA to weed them out; just the opposite, in fact.

CTA has partnered with OSA Canada (program administrator) and Precision Pulmonary Diagnostics, a Texas-based company which has already screened over 40,000 drivers in the US, to develop a full-service program created exclusively to assist Canadian trucking fleets in implementing, administering and monitoring obstructive sleep apnea programs for all of

their commercial drivers.

With growing evidence of a return on investment, some carriers have voluntarily established an OSA program for their drivers or are looking at doing so. Others will wait for government to regulate. And, this is likely to happen sooner than later, at least in the US.

In a speech in September, Anne Ferro, administrator of the Federal Motor Carrier Safety Administration (FMCSA), confirmed what most of us already knew – the agency is busy working on new sleep apnea guidelines, to be introduced by December of this year. The guidelines are very likely a precursor to a regulation mandating OSA testing and treatment.

Regardless of whether a carrier is planning to voluntarily adopt an OSA program or wait until the requirement for such a program is mandated, there are a number of questions that carriers should also be asking themselves and potential service providers. Here

are some of the key ones:

*If I adopt a sleep apnea program, will I run afoul of Canadian labour laws or union contracts?:* You could if you don't design your human resource policy correctly. Will the sleep apnea firm knocking on your door assist you with that? The CTA-OSA Canada program is already working with a leading national law firm to ensure that these issues are properly addressed.

*How am I going to screen all my drivers for obstructive sleep apnea?:* You could use the Canadian medical system. However, the average wait time for an appointment with a sleep clinic ranges dramatically from province to province.

In some provinces the wait time for an initial appointment can be four to six weeks in regions where the services are underutilized. In the more populated areas where demand is high, wait times can easily extend to six months or more. Moreover, in the overnight clinics, two separate appointments are required to obtain an initial diagnosis and prescription.

The CTA-OSA Canada program does not rely on sleep clinics. In fact, those drivers that need to be tested never have to leave their own bed. Drivers are screened at your facilities, tested using the latest mobile diagnostic equipment, and if diagnosed with OSA they are equipped with a CPAP machine and mask, all within 72 hours.

*Okay, I've tested my drivers and identified those with sleep apnea and equipped them with the appropriate machine; I'm done right?:* No. The sleep apnea program supplier should be providing you with a monitoring system that will be fully compliant with both US and Canadian legal requirements.

If you are not monitoring compliance (in other words, you are not sure if the driver is complying with the prescribed treatment) you are leaving your fleet exposed.

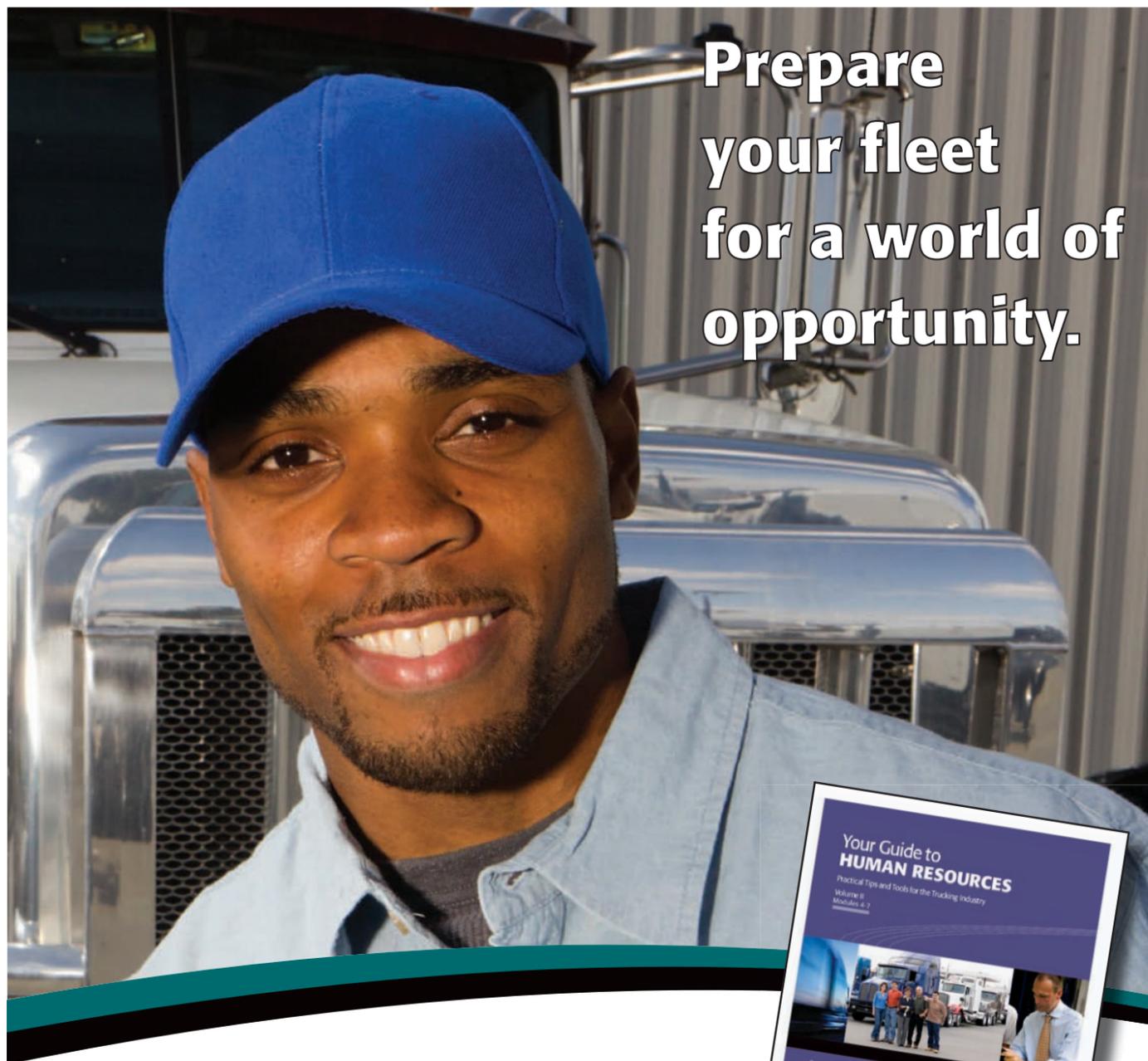
OSA Canada will offer clients multiple monitoring options and personal assistance to ensure compliance. (Let's say, for example, the CPAP mask doesn't fit your driver. No problem. OSA Canada will keep fitting him and replace the mask if required to make sure he is comfortable and using the equipment).

*Does my maintenance shop need experts who can fix these machines and deal with maintenance issues?:* Not with the CTA-OSA program. If there's a problem with the machine or mask, they'll be replaced, no questions asked. And, they have a scheduled maintenance program, which means no inventories and fuss or worries for you or the drivers.

There are no doubt many other questions you will be asking yourself when planning your OSA testing and treatment program and choosing a service provider to work with.

If you would like to find out more about CTA's program, contact OSA Canada by calling 289-337-9629 or by visiting [www.osacan.com](http://www.osacan.com). □

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



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## BRITISH COLUMBIA

# Getting to know: Greg Munden

## The BCTA elected a logger from the B.C. Interior to head the association. Will the fresh perspective pay off?

By Jim Bray

**LANGLEY, B.C.** – The newly-elected chairman of the British Columbia Trucking Association (BCTA) hopes to help bring more focus and perspective from the B.C. Interior to the organization.

Not that Greg Munden thinks it has been lacking so far, but he sees opportunities for even more outreach beyond the Lower Mainland to help make the group more relevant and attractive to members and potential members alike.

The third generation family trucking company operator lives in Kamloops, and brings that perspective to his new gig. And he comes by it honestly.

“My grandparents started hauling logs back in 1967 in and around Savona,” he told *Truck West*, “and a short time later we spread into Kamloops and have really been doing that ever since.”

Munden’s dad and uncle eventually took over the business, split it into two and, after they retired, it was split further, into three separate businesses he and his two brothers now operate.

So it’s sibling rivalry now, as they compete with each other? Not really.

“The log hauling business is a little different than the over-the-road, cutthroat typical trucking operation,” Munden said. “We share facilities and work together a lot. Our wives are all involved, so it’s a real family affair.”

Munden’s fleet consists of 27 trucks based in Kamloops and a Merritt operation the company acquired last year. It also includes a log harvesting division with a contract for West Fraser Timber.

“We cut about 175,000 metres a year and do a bunch of our own hauling for that,” he said. “It’s kind of an interesting mix, but it seems to work for us.”

Munden also comes by his service to the BCTA honestly. “My dad was involved for quite a few years on the board and I’ve always had an interest in being involved in the industry beyond just owning a company; I guess in some ways, trying to give back if possible.”

Munden Sr. left the BCTA when he started getting out of the business, and son Greg said the organization asked him to get involved “to kind of take over what he was doing with them.” From there it was a steady progression from board member to alternate executive member, then eventually to vice-chair before, as he put it, getting “the honour of being asked to chair the association this year.”

His two-year term will lead into a term as past chair, after which he noted self deprecatingly: “I think they’ll kick me out; they’ll have had enough of me by then.”

Munden takes the helm of an organization he says is strong but, as with the industry itself, not without challenges.

“Under Paul Landry, the BCTA grew to be a well-respected association,” he said, “and the role I’ve played has been to really push it to



**EXPANDING ITS REACH:** Greg Munden, chair of the BCTA, says the association will broaden its horizons to better represent the interests of all the province’s truckers.

make sure that we reach out beyond the Lower Mainland area.”

It isn’t as if the association hasn’t done that traditionally, he pointed out, but “being from the Kamloops area, I always thought we can do even more of that. So if I’m pushing the association in any direction, it’s to make sure we reach the membership all over the province.”

Munden is pushing for such distance outreaches as offering Web-based training, or “outreach programs or day conferences that are out in other areas.” He noted that there’s one such conference – focusing on driver wellness – scheduled for Kamloops in early November, and he hopes to see more “because I think at times – right, wrong or otherwise – some members haven’t felt that close. It’s a provincial association; I just don’t know if we couldn’t do more to make sure that message is out there.”

The organization is also looking into exploiting today’s technology as a way to help get those outside the Lower Mainland more involved.

“We’ve talked about video conferencing – and we actually have the equipment now to do that,” he said. “We have also talked about making our board meetings available publicly to members who want to see what’s happening at that level.”

The BCTA also has one “out of Langley” board meeting per year.

“It’s good,” Munden said. “You get out and see and talk to people you otherwise wouldn’t.” It seems to work, too; Munden reported that last year’s Kamloops meeting was the most well attended they’ve had.

Munden thinks the province’s trucking industry is poised for a

comeback, after several challenging years. “The industry is tentatively optimistic,” he said. “Some sectors – such as the logging/forestry side – are seeing a huge resurgence of business and opportunity, and talking to my colleagues in certain sectors, they’re seeing some of the same stuff.”

The other side of the coin is that the comeback is sure to exacerbate the driver shortage that Munden said has been kind of hidden because of the economic downturn.

“I’m sure that if you surveyed our membership that would be probably one of the big impediments to taking advantage of opportunities and growth,” he said. “It’s going to be all about the people, and those companies who find a way – or a different way – to bridge that gap are going to do very well over the years.”

Munden said the BCTA itself has been fortunate to have very little turnover to date, with “some really strong people on the policy and communications side.”

Still, Munden expects that as the economy comes back and companies look for new opportunities, it will also result in the BCTA’s resources being stretched.

“We’ll probably be looking for people to help shore up the back end of our association as we take on more membership concerns, more advocacy work,” he said.

As for the advocacy work, “we’ve been spending a lot of time on National Safety Code Reform,” Munden said.

“There’s been lots of concerns raised with the workings of the Code and how many unused National Safety Code numbers are floating

out there in the system, but may be turned into an operating business when someone has a problem with another NSC number.”

Munden said they’re also working with the government on fixing the NSC’s rating system for operating carriers.

The BCTA has also had success working with governments on rules that will be applied across the western provinces and “making sure that our interests in B.C. are covered off in the agreement they’re working on,” Munden said.

Perhaps the main focus over the past couple of years is TransLink, Metro Vancouver’s regional transportation authority.

“We are sought out on new Port Mann issues,” Munden said. “Our opinion is looked to on tooling issues and things which are now becoming a concern to industry and probably the public at large. So we’re fortunate that our reputation is such that the government is looking to us for feedback and opinion before enacting something.”

Munden said the BCTA is also involved with other provincial associations that have similar interests, such as the B.C. Ready-Mix Concrete Association and Central Interior Logging Association. “We’ve kind of spread our wings a little bit in terms of where we can help the logging associations,” he said, “particularly on policy regulation, quad-axle rate reduction issues and the like. They look for our help there.”

The association is also doing well at recruiting new members as well as servicing its existing base.

“Retention is incredibly important to us,” Munden said. “Making sure that we serve the people well that are already members of the BCTA. But we see a big opportunity to reach out as companies considering growth may have the justification or the need for information and the other things we can provide. We can offer companies that aren’t already members some really good value.”

Besides the abovementioned personnel issues, Munden sees the biggest issue for the trucking industry over next two years as how new equipment will affect the people who use it.

“The new technology in the trucks and equipment is a concern in terms of emission regulations, diagnostic systems, sensors, things that are coming out on the new engines,” he said, “so uptime and driver satisfaction as a result of that are a fairly big concern to the industry.”

He noted that the industry faces another set of new rules in 2013 and, while there may not be a lot of hardware changes, “there are certainly a bunch of sensor changes and how those sensors are going to react and the tolerances that they’re set at.”

And since the 2010 engines ended up impacting the industry both in downtime and in trying to attract and retain people, “we’re really looking for the manufacturers to make these next-generations robust and to allow the equipment to run even when it’s slightly out of spec – at least allow us to get somewhere and get it looked after without shutting us down,” Munden said. “That would help a lot.”

Munden hopes trucking companies will realize that there’s strength in numbers. “Use your association,” is his advice.

“We’re here, we’re available, the staff is there to assist you.” □

OPINION

# Driver health and wellness: A fine balance

I recently checked my Canada Calling notes to see what we were talking about five years ago, the first year of our twice-weekly gig on the Dave Nemo show on SiriusXM radio. It won't come as any surprise that many hot topics on the list – costs, rates, regulatory burden, and the ubiquitous driver shortage – are still top-of-mind issues today.

But one thing that almost no one was talking about five years ago was driver wellness. Wellness programs certainly weren't on the list of enticements carriers offered in recruiting ads, and when they talked about fitness, it was all about regulatory compliance.

Happily, that's changing. Many of the trucking magazines and radio shows feature regular columns and commentary on the importance of nutrition, exercise, proper rest, and physical PM. But in many cases, it's the drivers themselves who are stepping



Voice of the O/O

JOANNE RITCHIE

up to the plate (or away from it) and focusing on making their own health and well-being a priority.

Our driver wellness activities at Truck World in Toronto last spring were such a hit that we replayed them at Truxpo in Abbotsford in September. In both cases, we teamed up with the Canadian Diabetes Association (CDA) who put together remarkable crews of volunteers: nurses, dietitians, and pharmacists. They did blood sugar testing, checked blood pressure, introduced drivers to an abundance of practical health and wellness information, and dispensed great swag not only from the CDA, but from the Heart and Stroke Foundation, Pros-

tate Cancer Canada, and the Canadian Breast Cancer Foundation as well.

In Abbotsford, the absolute star in our booth was Life Clinic's HealthChek station that measures blood pressure, heart rate, weight, BMI, body fat, and blood oxygen.

The main message we're trying to bring to drivers with our wellness activities is that it really *is* possible to steer away from a long-haul lifestyle of poor food, weight gain, and deteriorating health. There's no denying that the sedentary life of an over-the-road driver is a litany of compromises in diet, nutrition, and exercise. Add stressors like heavy traffic, tight schedules, and fatigue, and it's not hard to believe the research that suggests the average lifespan of a professional truck driver is 61 years.

In addition to a driver's willpower and a resolve, though, a key factor in their success is a carrier that creates a supportive environment and invests in

its drivers' health and well-being with comprehensive wellness programs.

Take CPx for example, which has been honoured by the B.C. Medical Association with the Council on Health Promotion Award of Excellence for the company's wellness programs. The very cool HealthChek kiosks are just the tip of the iceberg. This company takes the health and wellness of its drivers and staff very seriously. Walking Club members track their steps with state-of-the-art pedometers and are rewarded for meeting their goals; healthy breakfasts and lunches are available for drivers at company terminals on Fridays. And there probably aren't too many terminals where bowls of fresh fruit and healthy snacks are part of the decor.

Another company that gets a thumbs-up from us for its commitment to improving the health of its employees is Erb Transport. The New Hamburg, Ont.-based company was recently awarded the gold award in Waterloo Region's Healthy Workplace Program.

Erb is a contender this year (along with Winnipeg's Bison Transport and four US companies) in the Truckload Carriers Association's second weight loss challenge. The North American Battle of Trucking's Weight Loss Showdown is a 10-week competition where teams made up of 12 drivers and staff from each company vie for some pretty serious prizes for both the individual and the company that achieves the greatest percentage of weight loss.

Companies make a considerable investment of time and resources to support their teams, which follow a healthy menu plan coupled with exercise, nutrition education, and lifestyle changes. As well, individuals receive personalized coaching and support throughout the program from Lindora Clinic, a professional weight management provider that oversees the program for TCA. And Erb is going that extra mile and ponying up part of the cost for drivers who aren't part of the "official" Team Erb but want to take up the challenge on their own.

Drivers benefit greatly from these programs, but companies that invest in employee wellness programs reap the benefits as well.

Workplace wellness programs are associated with less absenteeism, less prescription drug use, and lower short-term disability. Trucker wellness also goes hand-in-hand with fewer trucking accidents and lower turnover. Healthy drivers are more engaged with their job and more productive. They cope better with stress, have less downtime due to illness, and are ultimately happier and safer drivers. What's not to like about that?

More than ever, drivers are adding healthy lifestyle and good life-work balance to their list of "must-haves" in their job.

And the more savvy carriers are starting to get it; a supportive work environment for drivers who take wellness and quality of life issues seriously should indeed be part of their strategy for attracting people to the job. Maybe matching up like-minded drivers and carriers is the healthiest way to get driver shortage off the list. □

– Joanne Ritchie is executive director of OBAC. Want to weight in? E-mail her at [jritchie@obac.ca](mailto:jritchie@obac.ca) or call toll free 888-794-9990.



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## ROAD TEST

# In the refuse truck market, a new star is born

## Navistar acquisition of E-Z Pack brings total integration to the business

By James Menzies

**TOOELE, Utah** – One man's trash is another's treasure, particularly if that other man is in the business of hauling trash away to landfill sites and recycling depots.

Or, for that matter, in the business of selling and servicing refuse trucks. With that in mind, Navistar International has barged into the refuse truck market with the impending launch of its new low cab forward LoadStar. Constructed of stainless steel, the LoadStar has been designed to better withstand the highly corrosive and punishing refuse truck environment and it also boasts a number of driver-friendly features that will make it popular with operators.

More importantly, however, Navistar has recently acquired refuse body manufacturer E-Z Pack with an eye to completely changing the way refuse trucks are sold and serviced. Currently, waste collection companies tend to buy trucks and bodies separately, and then must have any problems attended to by either the truck or body dealer.

This arrangement often results in finger pointing, a shirking of responsibility and for the operator, increased downtime and frustration. Through its acquisition of E-Z Pack, announced earlier this year and to be consummated in February, International will now be able to sell a fully integrated refuse truck with body and then provide one-stop parts and service shopping for customers. E-Z Pack wins too, thanks to instant access to International's expansive dealer network.

Jim Rogers, vice-president of sales and marketing with E-Z Pack, said the partnership will revolutionize the refuse truck industry.

"From this day forward, we're changing the business model in North America," Rogers said. "We're going to integrate the body and the chassis together, provide one-stop shopping for our customers and they'll have service like they've never seen before."

Previously, Rogers said, the relationship between body builder and truck manufacturer was practically non-existent.

"The only time we'd talk to each other is when we get into a finger pointing exercise and the poor customer is sitting in the middle saying 'I just want my truck to run,'" Rogers admitted.

There are other benefits to the new marriage as well. Installation of the E-Z Pack body onto an International LoadStar chassis will be simplified thanks to International's Diamond Logic electrical system. The truck and body will each have a wiring harness designed to plug into each other, providing a plug-and-play solution that Rogers said could slash in half the typical mounting time of 60-80 hours.

Navistar's highly regarded Diamond Logic wiring system will

also allow the chassis and body to communicate more effectively, providing benefits such as the ability to notify operators when a light is out on the body via a message displayed inside the cab. The partnership is also great news for International dealers. Refuse trucks typically cost \$20,000-\$25,000 per year to maintain, providing a new revenue stream for dealers.

E-Z Pack, based in Lexington, Ky., currently owns about 7% of the refuse truck body market and manufactures a variety of rear, side and front loaders. When the acquisition is concluded, the body will still be offered on other truck makes while Navistar will offer alternative bodies as well on its LoadStar.

### On the track

As for the LoadStar, it is sure to earn plenty of attention among refuse truck owners and operators, which tend to be a 63-37% split between private collection companies and municipalities, respectively.

I recently had the opportunity to drive a Mack TerraPro, Autocar ACX-64 and Peterbilt 320 as well as the new LoadStar on a make-shift course at Miller Motorsports Park near Salt Lake City. The LoadStar was a dual drive configuration (left hand, right hand and right stand-up drive configurations will also be offered), and was fitted with a 40-yard E-Z Pack front loader.

At this point, there's little I can say about the performance of the LoadStar, since the truck I drove was a prototype and as such, still had some wrinkles that will be ironed out before production commences. The fan was constantly on, giving no real sense of interior noise and the steering was stiff, again a byproduct of its prototype status.

What I can attest to, however, is its operator-friendly interior and ease of entry and egress. The 16-inch offset step height allowed me to climb easily into the cab through a large door with a 90-degree-plus opening. Well-positioned grab handles made climbing in and out a piece of cake, which will be a luxury for single operators when applicable. In contrast, climbing in and out of the Pete 320 took some athleticism that not all trash truck operators possess. The Mack and Autocar fell somewhere in between.

Once inside the cab, I immedi-



**NEW PLAYER:** At only 6,000 units a year, the LCOE refuse truck market isn't huge. But Navistar made a hefty investment in hopes of taking a big bite out of it.

ately appreciated the large, flat floor area, which is unencumbered by steering wheel or floor-mounted pedals.

The view from the cab is phenomenal, thanks to a 3,000 sq.-in. windshield, the largest in the class. The Mack TerraPro provides slightly better forward visibility, but overall, the LoadStar offers an impressive field of vision. It also boasts a tight 40-degree wheel cut, so operators can safely navigate a cul de sac without having to put the truck into reverse. Nothing good can come from reversing a trash truck in a residential neighbourhood.

LED lighting, which lasts 10 times longer than incandescent bulbs, is standard inside and out of the cab.

It was a warm day in Utah when I drove the LoadStar, so I appreciated that the air-conditioning was highly effective, thanks to the truck's industry-leading 14 vents.

The LoadStar is the only trash truck to offer tilt and telescopic steering and it boasts a spacious, 92-inch wide cab. Power locks and windows are available – not to spoil drivers, but to provide a flat door panel and reduce the likelihood of operators' coveralls getting caught as they climb in and out of the cab.

The cab itself may be the LoadStar's strongest attribute; it's made of 4100 stainless steel.

"The biggest thing about stainless steel is that it's almost immune to perforation," said Steve Gilligan, vice-president, vocational marketing with Navistar. "If you scratch it, it's not going to continue to perforate like some of the

other materials."

Stainless steel is 40% stronger than galvanized steel and 62% stronger than aluminum, Gilligan claimed. Owners will need to be mindful that it requires a self-etching primer when paint repairs are necessary.

Interestingly, when the LoadStar is first launched in July 2013, the only power option will be the Cummins ISL G natural gas engine. Diesel offerings will follow four to six months later.

Gilligan said Navistar's transition to selective catalytic reduction (SCR) technology within its own engine line threatened to delay the rollout of the LoadStar, and since up to 50% of the refuse truck market will soon be powered by natural gas, the company opted to introduce its NG version first.

Currently, one in four refuse trucks are powered by compressed natural gas, E-Z Pack's Rogers noted, and that's expected to climb to 33% next year and 50% by 2015.

"We originally planned to launch with the MaxxForce 9, 10 and 11," Gilligan explained. "We changed our engine strategy and moved into the SCR realm and we didn't want to delay this program. Our customers started telling us they're looking at natural gas harder every year. We didn't want to slow down the launch of this truck."

The low cabover engine (LCOE) refuse truck market is relatively small, with just 30,000 such trucks sold in North America over the past five years. The segment leader is Mack, followed by Autocar and then Peterbilt. With its partnership with E-Z Pack and rugged, driver-oriented design, International hopes its LoadStar will be one of the front-runners in this segment in the years ahead.

The truck itself is very well designed and the benefits of complete integration between the chassis and body are difficult to ignore. Add to that the comfort most International dealers have with bidding on municipal tenders and it's easier to understand why the company is so enthusiastic about jumping into a relatively small market segment. □

## International LoadStar spec's:

**Model:** International LoadStar 6x4  
**Body:** E-Z Pack Front Loader (40 yard)  
**Front Axle:** 20,000-lb Meritor MFS-20-133A  
**Front Suspension:** 23,000-lb Spring, Taper Leaf  
**Rear Axle:** 46,000-lb, Meritor RT-46-160P  
**Rear Suspension:** 46,000-lb Hendrickson HMX-460-54  
**Transmission:** Allison 4000, six-speed automatic  
**Engine:** MaxxForce 11, 390 hp  
**Fuel Tank:** 80 gallon  
**Loaded Weight:** 39,460 lbs □

## FEATURE

# Ontario may have to pry CBs from our cold, dead hands

The CB radio is deeply entrenched in the trucking culture. Here's a look at the rich history of the CB radio and why reports of its death may have been greatly exaggerated.

The modern trucker has an array of communications technology at his or her fingertips. I've heard one estimate that half of long-distance drivers carry laptops, 80-90% have cell phones, and some even pack iPhones.

This is not to mention company-issued equipment like satellite-tracking, electronic on-board recorders (EOBRs) and two-way radios.

But the faithful CB remains an important part of the highway driver's tool kit.

One would have thought this archaic and low-tech device would be obsolete by now, if nothing else because of the nationwide fetish for hands-free devices. But almost universally across the continent, jurisdictions have granted exemptions for the commercial use of two-way radios.

The CB is still the best way for truck drivers to communicate with each other while they're rolling down the road.

But I suspect that the Ontario government's recent five-year extension wasn't done because they admire CB radios.

Rather, business communication tools like two-way radios and mic phones fall in this category and a disruption in these services would be unthinkable.

This should give the industry and equipment suppliers more time to solve the problem of hands-free microphone use.

Bluetooth technology has been a boon to drivers wanting to talk and drive, but FCC regulations prohibit the use of wireless mics during CB operation (Canada is in lockstep with the FCC on this one).

A few products are currently available for hands-free CB transmission, but these are wired solutions with remote microphones and buttons, not activated by Bluetooth.

So for the next five years (in Ontario, at least) truckers will be able to grab the microphone and yap away to their heart's content. And really it's nothing different from what they've been doing for more than 40 years: talking about Smokey bears, road conditions and whether or not the chicken coops are open; blabbing about their big iron; bitching about their jobs; and complaining about other drivers.

But baby boomers will remember the golden age of the CB radio. For about 10 years in the 1970s, the general public connected with the romance of trucking, and the Citizen's Band radio was part of the package.

In those days, "Breaker One-Nine" was as likely to draw as quick a response from a four-wheeler with a 20-foot whip aerial, as it would from a fellow



On-Road Editor

HARRY RUDOLFS

trucker.

The stereotype of the rugged, frontiersman-like trucking hero caught the public's imagination, and was reinforced by Hollywood which cranked out movies like *Convoy* and *Smokey and the Bandit*, and TV series like *Movin' On*. CB radios and the accompanying jargon gave everyone a chance to discover their "inner trucker."

CB stores sprang up overnight and the units sold like hotcakes. In 1978, another 17 channels were added to the original 23, for a total of 40, which is how it remains to this day.

The innovation of single sideband allowed the splitting of those 40 channels into upper and lower modes, giving discerning users more distance and clearer frequencies.

During the blizzard of '78, when a huge weather bomb blanketed eastern North America, I was stranded in Woodstock, Ont. My little Hino wouldn't run after the van had been almost split in half by a grocery chain tractor-trailer that ran into the back of me.

It was bitterly cold and the 401 was a wrecking yard with three-foot drifts between the rubble. Of course a major catastrophe like this sparked the snowmobilers and CB clubs in Woodstock into action.

Earlier in the day, I'd borrowed a Schneider driver's CB and managed to finagle an invitation from a home base operator who offered me a place to stay.

So that night, when a front-end loader and a passenger van came down the highway to take us all to the Blandford Mall, I talked a snowmobiler into giving me a ride to that address.

For the next day-and-a-half, I stayed with a young couple and their kid in a Woodstock townhouse. They weren't prosperous (the young man was a gas pump jockey) but they fed me and were good company.

Their neighbours had also taken in stranded truck drivers and it seemed everyone had a solid state

CB at home.

The home base sets were rarely turned off.

At the time, it was an exciting new way to express oneself and whole families enjoyed the technology. Housewives would chat with each other and exchange recipes.

The next afternoon the 401 was finally re-opened. Since my truck was wrecked and impounded, I arranged for a ride with a Canadian Tire trucker back to Toronto – and all of this done over the CB.

I remember him clearly to this day, his handle was "Peter Goat" and he owned a classic Dodge cabover, which were becoming rare, even back then.

One has to remember how pervasive CB culture was in those days. Signs along the highway informed us that the police were monitoring Channel 9.

Over the years I can recall receiving a couple of calls from the OPP from their big towers along the 401 warning of road closures or wrong-way vehicles.

"It never went away," a technician at Durham Radio in Whitby, Ont. told me.

Truckers are his steady customers, and he estimates that his company sells several CBs per day, and they usually repair a few during the same time.

And the demographics of CB culture has shifted as well. The big manufacturers like Uniden, Galaxy and Midland are still in business but the pie has shrunk. Cobra Electronics, for instance, no longer makes home base units. Instead they've turned to augmenting the basic 40 channels by adding Bluetooth and weather channels.

And yes, they still offer a Channel 9 flip switch for "emergency communications."

For this story, Cobra sent me its 29XL model with Bluetooth, which is a souped-up version of its standard 29 model. It paired easily with the factory-issued CB aerial package in my 2012 Volvo and I was getting 8-10 kms of range on the highway. If it was a permanent installation I'd connect it to an external speaker, but the existing speaker was adequate enough for slip-seating.

The airwaves are a lot quieter than I remember. Many of the dabblers and hobbyists have moved onto the Internet and cell phones.

But Channel 19 comes alive when there's a wreck or an emergency. This week I heard about a truck fire that had closed Hwy. 401 half an hour before I got there. The CB can be invaluable during road closures.

The scanning function on the radio picked up all kinds of private conversations on other channels. It's nice to hear so much French spoken; the francophone truckers running the corridor usually contact each other on Channel 12, while Channel 10 is used as a call channel in Quebec.

We're moving into an active time of sunspot activity and some instances of skip these last few weeks have been notable.

Recently, I've picked up signals from big radios in Napa Valley, Calif., Flagstaff Ari., and even Jamaica. A friend of mine who runs a 50-ft. dipole antenna connected to software on his computer, regularly picks up calls from Europe and the South Pacific.

It's worth noting that many of the home base operators have moved on to "freebanding," utilizing frequencies usually slightly above the allotted 40 channels. The practice exists in a kind of "grey area" assigned to other radio services, including HAM.

The advantage of freebanding is that it gives one a clear channel that can reach much further than the limited range of the standard 40 channels that are awash with static.

Typically, freebanders will make contact on the international call frequency 27.555 Mhz (slightly above CB channel 40 at 27.405 Mhz), and move to another frequency to chat, somewhere above Channel 40.

It is strictly illegal to transmit on the 10-meter band without a HAM radio licence, and this activity drives the licensed operators crazy.

Enforcement is lax in this netherworld, though, and some truckers have tricked out their sets. Freebanding is a growing phenomenon and has attained a cult-like status among some truckers.

Years ago, you had to be an electronics whiz to figure out how to access these frequencies. But the process is much easier nowadays, and all you need is a high-end set that can easily be converted by snipping a wire. There's also a huge black market in this field, just check online.

Lastly, if you're really interested in staying abreast about what's happening on the roads, you might want to invest in a digital scanner. It's completely legal to have one of these in your truck; just ask any tow truck driver.

They're not cheap, though. A modern "trunked" scanner, which is what you need to monitor police and emergency calls, starts at \$300.

And although it's legal to listen to police, ambulance and fire calls, you're not allowed to tell anyone what you hear. Be careful, or you might end up in slammer, yourself! □

'Baby boomers will remember the golden age of the CB radio. For about 10 years in the 1970s, the general public connected with the romance of trucking, and the Citizen's Band radio was a part of the package.'



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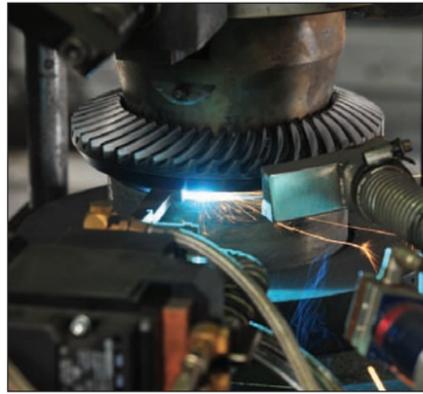
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## Daimler touts benefits of powertrain integration, details roll-out plans for DT12



**INTEGRATION A GLOBAL GOAL:** Above, workers at Daimler's Kassel, Germany axle plant assemble a front axle. At right, a robot laser welds a ring gear.



**By James Menzies**

**KASSEL, Germany** – With 50% of a commercial truck's value equation belonging to the powertrain, Daimler has emphasized its intent to push for further vertical integration in the North American market.

North America is unique in that it is the only market in the world in which customers still spec' components from various manufacturers.

While that practice won't be stopped anytime soon, Daimler

officials speaking at a tour of the company's Kassel, Germany axle plant said the company will be advocating for increased vertical integration, now that it offers its own engines, axles and automated manual transmission.

"For us, the powertrain is the driving force for a successful modular strategy and also for realizing economies of scale," said Stefan Buchner, head of global powertrain, procurement and manufacturing engineering with Daimler. "We are deeply convinced this

combination (of Detroit engine, transmission and axles) has enormous potential not only for our customers, but also for ourselves."

Buchner said having ownership of both the engine and transmission is key, as it allows the company to access and interpret the software data generated by both systems and optimize them to work together as efficiently as possible.

"No OEM shares all their software data," Buchner said. He claimed customers could achieve up to 7% better fuel economy by choosing a fully integrated powertrain.

How far will vertical integration go? Buchner cited market penetration goals of 85% Detroit engines in Freightliner and West-

ern Star trucks, with 60% having Detroit front axles and 40% spec'd with the company's rear axles.

With the company's DT12 automated manual transmission coming on-stream next year – it will be available with the DD15 engine next May, the DD13 in November 2013 and the DD16 in early 2014 – Buchner said the company is aiming for a penetration rate of 15%.

Buchner also said it will be easier to meet impending GHG14-17 emissions requirements via a fully integrated powertrain.

Daimler's Kassel axle plant is the largest in the world, producing more than 500,000 axles and 212,000 propshafts each year.

The plant was initially opened in 1810 as a foundry for building cannons and bells.

Daimler-Benz took over the plant in 1969 and began building trucks there. The facility was dedicated to axles, propshafts and gear sets in 1980.

Some of those components are shipped to North America for installation in Freightliner and Western Star vehicles.

Eighty per cent of the plant's 2,900 employees are skilled workers and Daimler offers interesting incentives, such as a kindergarten for employees' children. □

## Around the world, customers focused on total cost of ownership: Daimler

**By James Menzies**

**HANOVER, Germany** – Andreas Renschler, member of the Daimler AG board overseeing truck and bus operations, says he remains "cautiously optimistic" about the industry's prospects, even in light of lingering economic concerns in many parts of the world.

Speaking at the International Motor Show in Hanover, Germany, Renschler said strong sales in Northern Europe are helping offset decreased volumes in the troubled southern part of the continent. And he highlighted North America as a bright spot.

"Demand for trucks and vans in North America, on the other hand, is expected to increase between 10-20% in 2012," Renschler said. "Daimler Trucks was actually able to outperform this forecast by achieving a sales increase of 27% in the NAFTA region through August – possibly a new record."

The Japanese truck and bus market is expected to grow by 20% this year while the BRIC nations (Brazil, Russia, India and China) remain relatively strong. China represents the largest truck market in the world while India is challenging the US for the second spot.

"In short, the sun isn't exactly shining everywhere, but the overall outlook is solid," Renschler said.

Through the first eight months of 2012, Daimler has increased its truck sales globally by 20% compared to the same period in 2011.

"Our market share statistics are unambiguous, and clearly



**DELIVERING AN ROI:** Daimler executives at the IAA Commercial Vehicle Show boldly proclaimed the company's Fuso Canter Eco Hybrid is the first commercial hybrid to deliver an acceptable payback. No word yet on when, or if, the hybrid will come to North America.

show that whether you're talking about trucks, buses or vans, we've been able to significantly expand our position in many markets since the beginning of the year," Renschler said.

The long-term picture looks rosy for Daimler and other truck manufacturers.

"Although markets may be volatile today, all experts who look beyond the short-term agree that our sector is and will remain a growth sector," Renschler said. "Gross domestic product worldwide is expected to rise by around 30% between now and 2020. We all know that when the economy grows, the demand for transport services increases. As a result, global demand for medium- and

heavy-duty trucks alone will expand by around 50% over the next 10 years."

Daimler continues to focus on globalization, as evidenced by its mantra: "As global as possible, as regional as necessary."

"This has been our approach for years and our strategy is increasingly paying off," Renschler said.

Turning his attention to products, Renschler said Daimler's Fuso Canter Eco Hybrid (not currently available in North America) is the first commercial hybrid to provide a reasonable payback to customers.

"Customers will be able to recoup the additional cost for the new Canter Eco Hybrid in three

to four years," Renschler said. The hybrid was launched in Japan in May and will soon be deployed in Europe. Renschler said customers are achieving fuel savings of up to 23%.

Still, Renschler said, "it's clear that for the foreseeable future, the combustion engine is and will remain the most important lever when it comes to ensuring that transportation and distribution remain as clean and efficient as possible."

Renschler said Daimler was the first OEM to offer a Euro VI-compliant truck, referring to new emissions standards (equivalent to EPA2010) slated to take effect in 2014.

The Euro VI standard will see exhaust gas recirculation (EGR) added to selective catalytic reduction (SCR), which the North American experience suggests would result in some fuel economy degradation. But Renschler said "The Euro VI engine in the new Actros consumes around 4.5% less fuel than its Euro V predecessor."

As Daimler goes forward with broadening its product portfolio, Renschler said the emphasis will always be on offering the lowest total cost of ownership for truck buyers. This has been a goal for Daimler dating back to 1905 when the company created a profitability calculator that compared the costs of operating a truck against that of using a horse-drawn cart.

"The result: With an operating cost of just under 10 pfennigs per ton-kilometre, our truck was the prime choice even at that time," he said. □

# Daimler unveils 'Aerodynamics Truck and Trailer' for European market

By James Menzies

**HANOVER, Germany** – Daimler's European business has strayed outside its normal comfort zone, designing a trailer optimized for maximum efficiency with the company's own Actros tractor. The Aerodynamics Truck and Trailer, unveiled at the International Motor Show last month, will reduce a semi-trailer's fuel consumption to less than 25 litres per 100 kilometres, officials said, representing a fuel savings of 4.5%.

Wind resistance has been reduced by 18% through the design, which was developed in partnership with European trailer manufacturer Schmitz Cargobull. The fuel savings take into account a gross weight of 40 tonnes in a five-axle configuration that is representative of mainstream European road transport applications.

When running 150,000 kms per year, the tractor-trailer combo could reduce fuel consumption by some 2,000 litres per year. "At the same time, CO<sub>2</sub> emissions into the environment are reduced by more than five tonnes – all with just one semi-trailer," said Georg Weiberg, head of truck product engineering with Daimler Trucks.

Also introduced at the show was a solo (straight) truck for long-distance and distribution transport with purported fuel savings of 3% at highway speeds. The Aerodynamics Truck and Trailer spent more than 2,600 hours in the wind tunnel to validate Daimler's fuel-saving claims. Based on those projected fuel savings, Weiberg said that if the entire German trucking industry adopted the Aerodynamics Truck and Trailer, more than 300 million litres of diesel would be saved each year – equal to the amount transported by a full super-tanker and effectively reducing 800,000 tonnes of CO<sub>2</sub> from the environment.

The main contributor to the fuel savings is a 400-millimetre boat tail that's credited with a 7% improvement in aerodynamics.

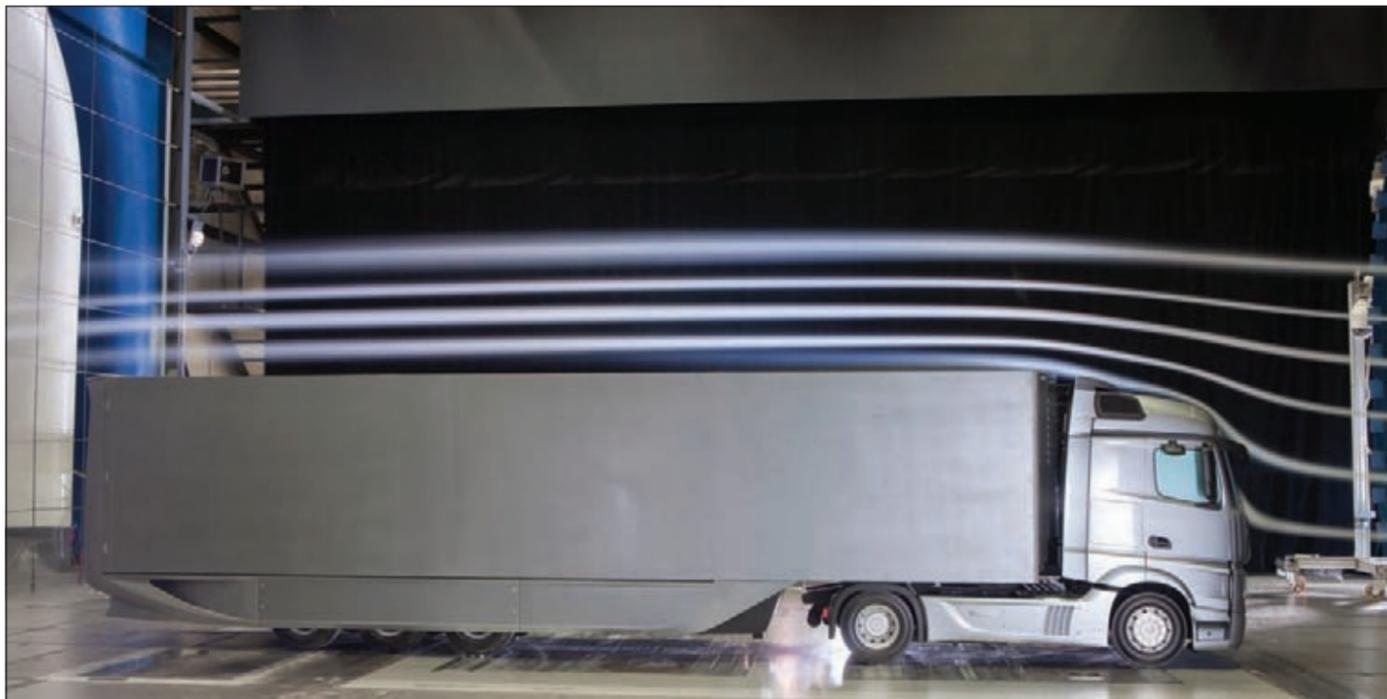
Weiberg said the European Union commission in Brussels – which oversees length restrictions – is recommending an increase to the maximum allowable length to be extended by 500 mm to accommodate such boat tails.

Daimler plans to conduct on-road testing of the new concept in the coming months to measure real-world fuel consumption figures. It will be selecting customers to test the new semi-trailer on the road in 2013 and plans to roll out the combination commercially soon thereafter.

While the specially-designed trailer could cost as much as 6,000 Euros more than today's designs, Daimler is projecting a payback of within two years. But don't expect to see this tractor-trailer combination on North American roads anytime soon.

There are complications in applying the technology to our market, notably the rearward location of the trailer axles and the wider gap between the tractor and trailer.

Still, the very idea of a truck manufacturer designing a trailer for optimum performance with its own vehicles is interesting and something that could conceivably be applied in North America should the European experiment pay off. □



**A HOLISTIC DESIGN:** Daimler's Aerodynamics Truck and Trailer (above) and Aerodynamic Truck are examples of how OEMs are now looking to maximize aerodynamics across the entire vehicle configuration.



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# Navistar puts emissions challenges in rearview mirror, sets sights on future

By James Menzies

**SALT LAKE CITY, Utah** – Navistar International won't apply SCR to its 15-litre MaxxForce engine and will instead lean on Cummins for its high-horsepower requirements, Jim Hebe, the company's former senior vice-president of North American sales operations confirmed during a press briefing here last month. (Hebe retired from Navistar soon after the event).

It was the first official confirmation that the company won't pursue its own 15L engine once it uses up its remaining emissions credits and can no longer pay non-conformance penalties for engines that don't meet EPA2010 emissions standards.

"Our intention is to continue to build them as long as we can and then phase into the Cummins ISX15," Hebe told a small gathering of truck journalists. "It's a shame, it's a great engine."

Hebe said anticipated demand for the 15-litre MaxxForce would not support the cost of further developing the engine and applying SCR exhaust aftertreatment to it.

International will focus on its higher volume MaxxForce 13 engine, which will now feature selective catalytic reduction (SCR) exhaust aftertreatment, as do all other big bore engines in the North American market. Navistar has dropped usage of the term In-Cylinder Technology Plus (ICT+) to describe its SCR/EGR package.

Officials indicated Navistar is already building International trucks with Cummins engines and that the existing Memorandum of Understanding between the two companies will soon become an official supply agreement. Hebe provided some insight into what went wrong with Navistar's EGR-only emissions strategy. He still believes pursuing a non-SCR emissions solution was the right call, however he admitted it was a mistake for the company to put all its eggs in one basket.

"Two decisions were made in this company in August 2008," Hebe said. "One was to go EGR and the other was to go it alone. The decision to go

with EGR was not the wrong decision, but the decision to go it alone was the wrong decision. What really, in the end, created the biggest issue was not EGR, it was that we ran out of time and we ran out of credits.

petitive, having absorbed the cost of researching, developing and implementing two very costly technologies (advanced-EGR and now SCR), Hebe admitted it will be a concern for Navistar in the near term but empha-

er, more complicated EGR coolers; EGR piping; turbochargers; and cooling systems.

"We can downsize the DPF now and there are a lot of things we can do to take costs back out over the next two years," Hebe said, adding doing so should result in improved fuel economy. While Hebe vowed Navistar will be more open and transparent in its communications with industry going forward, the main focus of the Vocational Boot Camp was on the company's broad vocational truck portfolio.

The company had 55 trucks on-hand for dealers to drive – including competitive models – and showcased recent additions to the company's product line, notably a sloped-nose WorkStar and new, higher-end interiors. Hebe said the idea was to train sales folks on the strengths and weaknesses of all vehicles in the marketplace, so that they're better equipped to provide credible information to customers. He also said the company is renewing its focus on the vocational truck market, where Navistar has traditionally been very strong.

"We have made the absolutely conscious decision that we're not going to give up our leadership position in the vocational markets and that's why we're here," Hebe said.

For more on Navistar's Boot Camp, see pg. 33. □

'The decision to go with EGR was not the wrong decision, but the decision to go it alone was the wrong decision,'

Jim Hebe, Navistar

If we had stuck with a partner in the engine business, we would have had more time to develop our in-cylinder solution and probably at the end of the day, we would've gotten that. That's water over the dam now."

Navistar hosted more than 700 dealer reps at its Vocational Boot Camp in Salt Lake City over the past few weeks, and Hebe said dealers are clearly more comfortable with the company's current path.

"We're headed in the right direction, with the right strategy in terms of engines," Hebe said. "They're (dealers) confident in the financial position of the company and these guys are willing to do whatever it takes to help this company be successful."

When asked by *Truck West* how the manufacturer will stay cost-com-

sized the costs won't be passed onto customers. Within about two years, Hebe said, many of the costlier components of the company's advanced-EGR system can be removed from the equation.

"Theoretically, we should be able to eliminate some of the costs incurred in the engine technology when we go to SCR," Hebe explained. "A lot of the stuff that was instrumental in advanced-EGR will go away. For the first year, we'll be challenged and our customers are not going to bear the cost of that. Our intent is to do what we have to do to keep ourselves competitive in the marketplace until we can eliminate a lot of the expensive componentry required for advanced-EGR."

Examples of costly technologies that can be scaled back include: large-

## Daimler execs remain optimistic despite drop in new orders

By Lou Smyrlis

**LAS VEGAS, Nev.** – Monthly Class 8 truck sales in Canada and in the US have been strong in 2012, showing regular year-over-year growth. However, new truck orders have declined on year-over-year basis in the US for eight consecutive months. Is the industry's market share leader on both sides of the border worried about the future?

Martin Daum, president and CEO of Daimler Trucks North America, believes truck sales for the last four months of 2012 will not prove as strong as during the first eight and total US

sales for the year will not quite reach the lofty projections made a year ago.

He told press journalists gathered for an executive briefing on the state of the market that Class 8 US sales will likely come in at around 185,000 rather than the 205,000 projected a year ago. It's important to keep in mind, however, that even the tempered figures for 2012 represent a significant improvement over the 107,000 Class 8 trucks sold back in 2010 in the US market and also a healthy improvement over the 171,000 sold in 2011.

In Canada, the 18,365 trucks sold after the first seven months are more

than 4,000 better than the five-year average and significantly better than the 13,355 sold to that point in 2011 and the 10,435 sold to July in 2010.

"Incoming orders have softened a bit lately: We are watching the situation closely," acknowledged Daum's boss, Andreas Renschler, head of Daimler Trucks, but he added there is good reason to be confident. "August looked better than July. And I heard just yesterday that this trend is continuing in September."

The Daimler executives also believe there is a good deal of "deferred demand" for Class 8 trucks in the marketplace as fleet owners wait for the right economic conditions to once again start growing their fleets.

The magnitude of that "deferred demand," they believe, will be strong enough to bring the industry back to the record-breaking sales years experienced between 2004 and 2007 in the US and Canada.

"We don't know when that will start exactly. We only know that it will start," Daum said.

In the meantime, Daimler Trucks North America is not ramping down production, despite the downward trend in new orders. DTNA was the only North American manufacturer without layoffs or major production adjustments through the first three quarters of 2012, Renschler said.

There will be a limited number of shutdown days at DTNA sites this October and it will adjust production schedules to recent market developments, namely unstable demand due to volatile freight trends in the US, higher diesel prices, and a slower overall economy. But Daimler wants to keep its plants ready.

"DTNA is poised to meet the expected increase in demand," Daum said. □

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# Navistar bolsters vocational product line; puts dealers through boot camp

By James Menzies

**SALT LAKE CITY, Utah** – Navistar International is looking to assert itself as the vocational truck market leader and over a four-week period that concluded in late September, put more than 700 dealer reps through a Vocational Boot Camp to ensure they're up to the task.

During the final round of dealer meetings, former senior vice-president of North American sales operations, Jim Hebe, told dealers they'll be the difference-makers if International is to retain its leadership position in the market. He acknowledged Freightliner has come on strong in the vocational truck market and said no manufacturer can count on product alone to win the battle.

"We have one competitor in particular, who is working harder and investing more and providing us a bigger challenge than we've ever faced in this business, and that's Freightliner," Hebe said. "We've given a lot of thought over the past 18 months to how we deal with that."

Hebe said there are three ways an OEM can gain an edge: price; products and technology; and how they manage customer relations. Hebe said International has no plans to engage in a price war and even admitted there's no sure way to maintain a product-based advantage in such a fluid market. Instead, he said the key will be in how dealers manage their relationships with customers and in the expertise they can provide. Enter Boot Camp.

This is the third year in a row Navistar has hosted dealer boot camps: the first, in 2010, focused on medium-duty vehicles; last year's showcased highway trucks and this year's was focused entirely on the vocational truck and engine market.

Navistar brought together more than 50 vehicles – including competitive models – and gave dealers detailed training on each of them. The goal, said Hebe, was not to attack the competition but rather to highlight their strengths and gain a better understanding of how International's vocational trucks stack up.

"What we're doing here is teaching our salespeople as much about competitive products as we do our own," Hebe told journalists who sat in on Boot Camp. "We don't just tell them 'This is how you sell against this product,' we tell them what's good about it. If you can tell your customers something good about the competitor's product – something that the competitive salesperson didn't even know – that gains you instant credibility. We walk these guys through, teach them what's good about their products and what's good about our products."

In addition to putting trucks of all makes and models through their paces on a variety of courses – including a sprawling off-road course that replicates some of the harshest conditions vocational trucks will face – participating dealers were able to examine engine teardowns of various models and the findings of comparative fuel consumption test results. Some sales reps who



**NOW AVAILABLE:** International now offers a sloped hood WorkStar.

took part said they felt that by the end of Boot Camp, they were as intimately familiar with competitive products as they were their own.

At the same time, Navistar was giving its dealers new products to sell. Chief among them, and coming in at the lighter end of the spectrum, was a long-awaited 4x4 TerraStar, which will enter production in February. Navistar delayed production of the 4x4 version of its Class 4/5 TerraStar so that it could offer a more robust drive axle as well as a gear-driven transfer case.

Also new is the LoadStar, a low cab forward refuse truck that's constructed of stainless steel and boasts numerous driver-oriented amenities.

Another addition was a previously announced sloped nose WorkStar, which is just now going into

production. Navistar also enhanced the interiors of its vocational trucks, offering the high-end Eagle interior on the WorkStar and PayStar.

Other new additions include: a ProStar truck, for truck and pup applications; improved wiring for body upfitters; drop center frames on certain models; and an 18,000-lb front axle on the WorkStar.

As it transitions its engine technology to selective catalytic reduction (SCR), Navistar provided the following roll-out dates: The MaxxForce 7 will get SCR in January 2015; the DT, MaxxForce 9 and MaxxForce 10 will receive SCR in January 2014; and the MaxxForce 11 and 13 will be updated with SCR in April 2013.

Cummins engines will be rolled out across the International truck line as follows: the ProStar will get the ISX 15 in October of this year (300 ProStars with the ISX 15 are already in production); the TranStar will get the ISL G in January 2013; the 9900 will get the ISX 15 in April 2013; the 5900 SBA will get the ISX 15 in May 2013; and the new International LoadStar refuse truck will be introduced with the ISL G in July 2013.

Bob Mann, vice-president of dealer sales with Navistar, admitted SCR will be accompanied by 400 lbs of additional hardware, but noted trucks with the SkyRise roof cap will gain 100 lbs back, thanks to a new lightweight design. □



**MORE PROTECTION:** Isuzu has added new extended warranties to its diesel-powered medium-duty truck line-up.

## Isuzu offers new extended warranties

**ANAHEIM, Calif.** – Isuzu has announced it is now offering an enhanced extended warranty on its diesel-powered trucks in both the US and Canada.

The new warranty applies to the 2013 Isuzu N-Series diesels sold on or after Oct. 1, 2012. The warranty has been expanded to include fuel injectors and high-pressure lines, the common rail, turbocharger, alternator, starter, water pump, rear drive axle, front I-beam axle and cross-members. Plans are now available to cover 60 months/150,000 miles or 60 months/200,000 miles, whichever comes first.

"We have a reputation for offering the best warranty coverage in the industry," said Shaun Skinner, executive vice-president and general manager of Isuzu Commercial Truck of America. "Our new extended warranty for 2013 diesel trucks will strengthen that reputation while it provides additional protection and peace of mind for our owners."

Isuzu's basic limited warranty covers up to 36 months, regardless of mileage.

"Our new extended warranty allows owners to increase their warranty coverage based on their own individual usage," Skinner said. □

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OEM/DEALER NEWS

# ATDynamics expands trailer tail line; Canadian carrier retrofits entire fleet

LAS VEGAS, Nev. – ATDynamics, manufacturer of the TrailerTail, announced at the American Trucking Associations Management Conference & Exhibition, that it has now deployed 10,000 devices in the US.

Collectively, they have logged more than 300 million miles and saved more than two million gallons of diesel fuel, the company claims.

The trailer tails, which extend off the rear of the trailer to improve airflow and fuel economy, are not yet approved for use in Canada.

ATDynamics announced it has turned its attention to global markets, and will initiate a strategy to sell four million units in the US and around the world.

To accomplish this, the company said it will continue to expand its TrailerTail product line to fit all

trailer configurations and fleet operations. One such new product is the TrailerTail Trident, which has been verified by the US EPA as an “advanced trailer end fairing.” The Trident version is designed for lower-mileage drop-and-hook operations and provides “standalone compliance with CARB requirements for trailer aerodynamics,” the company announced.

In Europe, ATDynamics has released the TrailerTail Eco-50, which is designed to comply with a recently acquired semi-trailer length exemption for aerodynamic devices on European Union highways.

Here in Canada, Groupe Trans-West of Montreal, Que. has moved to retrofit its entire fleet of trailers with the device, which can be used in the US and then folded in while

running Canadian roads. Groupe Trans-West runs most of its miles in the US, and after field testing, found the fuel savings were significant enough to justify the investment, even if the device can't be used on Canadian roads.

“ATDynamics has witnessed a fundamental shift in the US trucking industry since our initial TrailerTail launch in 2008,” said

Andrew Smith, CEO of ATDynamics. “Competitive fleets understand the fuel savings and durability of TrailerTail equipment and their principle focus now is to implement the most cost-effective program possible. ATDynamics is focused on making it as easy as possible for trucking fleet customers to deploy TrailerTails in their fleets – and never again operate a trailer without a tail.” □



**NOT WAITING:** Groupe Trans-West may be the first Canadian fleet to equip all its trailers with TrailerTails, even though they're still illegal on Canadian highways.

## Great Dane adds B.C. dealers

SURREY, B.C. – Great Dane has added B.C.-based Pacific Coast Heavy Truck Group to its North American distribution network. Pacific Coast has three full-service dealerships located in Surrey, Delta and Kamloops.

“We're very happy to welcome Pacific Coast Heavy Truck Group to our dealer group,” said Chris Hammond, vice-president of dealer sales at Great Dane. “For more than 20 years, Pacific Coast has been known as a leading provider of top-line commercial truck sales and service, so the addition of our industry-leading trailer product line is a natural fit. We're confident Pacific Coast will provide an unmatched level of product and support for customers in this important region.”

With more than 125 employees and 45 factory-trained technicians, Pacific Coast Heavy Truck Group will now offer sales, parts and service of Great Dane trailers at all three of its dealership locations, officials said.

In addition to trailer sales and service, the company also offers parts and service support for all makes of medium- and heavy-duty trucks through its facilities, including three mobile service trucks and seven parts delivery trucks.

“Our company was built on a platform of providing world-class products and service,” said Peter Roberts, general manager at Pacific Coast Heavy Truck Group. “Everything that we do is designed to help our customers keep their operational efficiencies high and downtime low. As part of the Great Dane dealer network, we're now able to provide even more choices as well as enhanced service and support. It's a great step forward for us and our customers.”

For dealer locations and hours, visit [www.pchtg.ca](http://www.pchtg.ca). □

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# Daimler says global strategy paying off

By Lou Smyrlis

**LAS VEGAS, Nev.** – Daimler’s global presence has matured to the point where the company is capable of offsetting weaker markets with stronger ones, and able to stick to its sales targets despite short-term uncertainties, according to its leader, Andreas Renschler.

Despite the lingering economic uncertainty, the globe’s leading truck manufacturer aims to sell 500,000 units in 2013, more than 500,000 units in 2015, and 700,000 units in 2020.

“We used to be at the mercy of market cycles. Today, we are pretty good at riding them out,” Renschler said during an executive press briefing here in conjunction with the American Trucking Associations Management Conference & Exhibition. “There might be economic headwinds on our way. But we can also count on some tailwinds. We are the market leader in the profitable regions of NAFTA and Europe. We are leading the field in Turkey. We are number one with Euro V vehicles in Brazil. And we expect to sell more profitable heavy-duty trucks in Asia.”

Renschler said Daimler is enjoying sales growth in Europe despite weaker demand in southern Europe, demand in Brazil, although weakening, is still at a high level, sales are showing very strong growth in Japan and Indonesia, US sales growth so far in 2012 is up about 25% and Canada is knocking it out of the park this year with 56% growth.

“There is some serious growth in the NAFTA region. The good thing is, our growth is outpacing the market’s. Our sales went up by almost a third compared to last year.”

He added that even more important than sales growth is market share, and Daimler Trucks North America is the market leader in the Classes 6-8 segment. Renschler says the company’s philosophy is helping drive the impressive performance and it’s a simple one: As global as possible, as local as necessary.

That creates a broad range of advantages for Daimler, including more flexibility in manufacturing, less complexity in its supplier base, faster time-to-market, and higher quality products, he said.

“All of that is good for us, but most importantly, it’s good for our customers; they get the best technology, tailored to their needs, at a competi-



**GLOBAL STRATEGY:** Daimler is expanding its global footprint, as evidenced by its BharatBenz entry into the Indian truck market.

tive price,” Renschler added.

He pointed to the Freightliner Cascadia Evolution – considered the company’s “next big thing” as a prime example.

Thanks to aerodynamic improvements and the Detroit DD15 engine, the truck consumes up to 7% less fuel than its predecessor, under real-world conditions, Renschler claimed.

Asked whether the flip side to a global and integrated platform is not strained relationships with suppliers such as Eaton, Meritor and Cummins, Martin Daum, head of Daimler Trucks North America, said it doesn’t have to be.

“Cummins is as much a global company as we are. We benefit in the US from their expertise and we are very close partners when it comes to those innovations,” Daum said, pointing out that working with partners when possible also helps in riding out market highs and lows.

Daum’s remarks also revealed that the time when Daimler will be so integrated with its own products it would no longer need other component manufacturers is not in the near future.

“They are our largest suppliers today and they will be our largest suppliers in the future,” Daum said.

One area where Daimler is leaning on suppliers is in the move towards natural gas engines. Although it has its own engine manufacturer, Detroit, it is still leaning on Cummins for natural gas power.

Daum said the market for natural gas engines is still far from large enough to warrant placing its own resources towards making natural gas engines for the North American market. □

# Mack’s bulldog mascot turns 80

**GREENSBORO, N.C.** – Mack Trucks’ iconic bulldog hood ornament is celebrated its 80th birthday this month. The bulldog first became associated with Mack Trucks during World War I, after British soldiers nicknamed the Mack AC models used in the Allied effort “Bulldog Macks” because of their tenacity. The bulldog moniker stuck from that point on, according to the company.

Years later in 1932, Alfred Fellows Masury, a chief engineer at Mack Trucks, was in the hospital for surgery. During his recovery, Masury hand-carved the first model of the now iconic bulldog hood ornament out of a bar of soap.

Once released from the hospital, Masury applied for a patent on his design. The patent was granted Oct. 11, 1932. Masury was killed in the crash of US Navy airship *Akron* in 1933, the same year the bulldog hood ornament began adorning Mack trucks.

The hood ornament functions as a grip for opening the hood of the truck.

“For 80 years, the bulldog hood ornament has been a symbol of the durability and reliability customers expect from Mack,” said Kevin Flaherty, president of Mack Trucks North American sales and marketing. “We’re proud of our heritage and that the bulldog has become so widely recognized – and we tip our hats to Alfred Masury for his contribution to our legacy.” □

# Jonjo buys Thermo King Eastern Canada

**MISSISSAUGA, Ont.** – Jonjo Transportation Refrigeration (JTR) has purchased Thermo King Eastern Canada (TKEC) from Ingersoll Rand. Jonjo is an independent transport refrigeration sales, service and parts company with more than 25 years in the industry.

Thermo King Eastern Canada offers service to customers from several locations in Ontario and Quebec as well as Moncton, N.B. and Dartmouth, N.S.

“The combination of TKEC with our years of industry experience will provide our customers an unparalleled

level of service and support,” said John O’Dwyer, president of JTR.

“JTR’s exceptional customer focus, local market experience, and long-term stability made them the obvious choice to become the partner that will enable our continued growth in Eastern Canada,” said Ken Hartman, director of dealer development for Thermo King in North America.

Jonjo officials say they will use Thermo King’s existing locations, product offerings and “leverage TKEC’s strengths to provide industry-leading solutions to all of its customers.” □

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Mark Dalton: Owner/Operator

# Collision Course

By Edo van Belkom

Mark had been doing a lot of local driving the past two weeks as he'd been recruited to be one of a few dozen drivers moving the contents of an entire warehouse – stock and fixtures – from an old building down by the lake in Toronto to a new facility in northeast Brampton.

By Mark's count he'd made the trip 46 times and he was wondering if he would make it an even 50. There were fewer drivers making the runs these days and the old warehouse – which would be transformed into movie and television studios and offices for some 20 companies – was looking pretty bare.

The move coordinator had told him there would be at least two more days of shipping, but asked Mark if he could keep a third day open just in case. Mark didn't mind hanging around the city for an extra day, but whether it was two or three days, he'd be needing another load once this job ended.

Mark pulled off Hwy. 410 at Steeles Avenue and headed east toward Torbram Road. He picked up his phone from the centre console and was about to dial the number for his dispatcher Bud, when he realized his Bluetooth wasn't on.

Sure, he could have turned on the speaker of his phone but that wasn't truly hands-free, and besides, traffic could get heavy along Steeles at a moment's notice and he should probably be concentrating on his driving.

He placed the phone back into its cradle on the console and geared up as the traffic in front of him cleared, leaving an open road between himself and the next stoplight.

He was shifting between fourth and fifth gear when it happened...

An early model four-door sedan pulled in front of him from the centre lane and stopped dead in the roadway.

Mark slammed on the brakes, but with a full trailer, he wasn't stopping nearly quick enough. He engaged the trailer's brakes and the whole rear end of his rig began bouncing off the asphalt, all eight tires desperately trying to dig in.

But it still wasn't enough.

BANG!

He slammed into the rear end of

the car at somewhere between 15-20 km/h. The car shot out in front of him, then rolled on for several dozen metres.

It was a hard hit.

Hopefully it wasn't deadly.

Once the thunder of the impact was gone, everything seemed eerily quiet and calm. Mark was aware of his Cummins still rumbling in front of him, but all other sound had been muted by the shock of the impact.

As he watched the wrecked car in front of him slow to a halt, Mark wondered what the heck had just happened. The road in front of him had been clear for several hundred metres. There hadn't been any reason for the car to stop, and certainly not so quickly.

It was almost as if...

Just then, one of the rear doors of the car opened up and a passenger got out. The man stumbled a few steps, then fell to the ground as if something were broken on his body. A second passenger got out the same door, limping and holding his back as if it too were broken. Then the door on the other side of the car opened and another passenger got out holding his neck with both hands and lifting his head to the sky.

Three passengers, and that was just in the back seat.

A second later the front passenger-side door opened, just a crack at first, but then it blew open as a body fell out of the car onto the roadway. The man lay there for a moment, then tried to get up onto his hands and knees. No luck. He sat back down on the road, resting his back and head against the side of the car. Finally, the driver opened his door and got out of the car, one limb at a time.

"Five people," Mark whispered.

"Where the hell are five people going in a single car in the middle of the day?"

They couldn't possibly be going to work, he reasoned, since no factory or warehouse he knew of had a shift that started at 1:30 in the afternoon.

Using the same rationale, they couldn't be going out to see a game, and judging by the way they were dressed, they weren't headed to the club.

Mark just shook his head and sighed.

"This doesn't look good. At all."

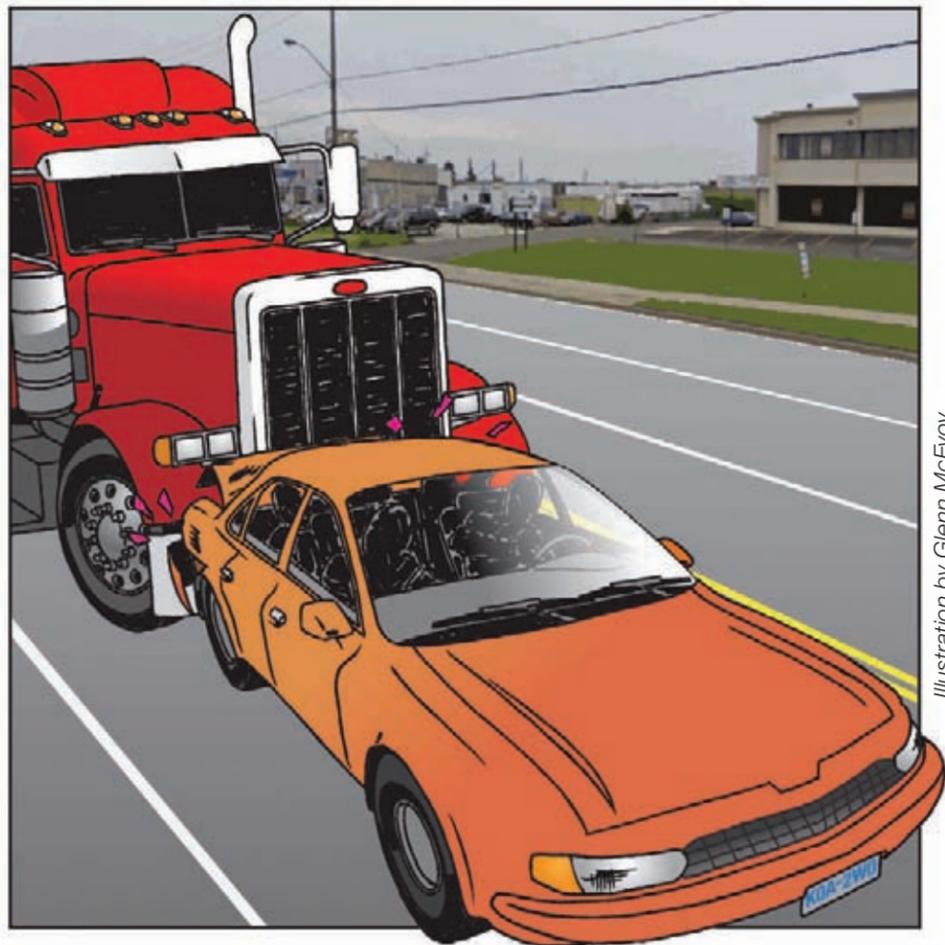


Illustration by Glenn McEvoy

Traffic slowly began to snake around Mark's truck and the car he'd just hit, everyone stretching their necks to see what had happened. A few drivers honked and one irate man behind the wheel of a panel van gave Mark the finger.

"Yeah, pal. You're number one with me too," Mark muttered.

He checked his mirrors and saw that there was already a long line of cars and trucks forming along Steeles Avenue all the way back to the 410. He knew he should call the police, maybe even request an ambulance for the people who'd been in the car, but even though that was the right thing to do, Mark felt it could wait. Before anything else, he needed to call Bud. He picked the phone up off the console and dialed the number.

"Hello?"

"Hey Bud, it's Mark."

"Mark who?"

"I don't have time for that right now," Mark said. "I just hit somebody."

"Who? How?"

"I was driving along Steeles, nobody around for a mile when a car pulled in front of me and slammed on the brakes."

"You rear-ended them?"

"Yeah."

"Nice car?"

"No. Not at all. It's like a 10-year-old Buick or something."

"Damaged?"

"I'd slowed down quite a bit before I hit. The car's probably still drivable, and if I'd have to guess it

couldn't be more than a few thousand dollars to repair."

"And the car was full of people?"

"Yeah, five of them."

"And they're all walking around like they've been shot, right?"

"How'd you know?"

"You're not the first driver of mine who's been the victim of a staged accident. They're happening a lot in that part of the GTA."

Mark was silent, growing angry. Finally, he said, "What do I do?"

"You got your cell phone, right?"

"Yeah."

"And a pen and paper?"

"Okay."

"Call the cops. Take lots of photos, and get everybody's name."

"Then what?"

"Can you still drive your truck?"

"Yeah, sure."

"Then deliver your load," Bud said. "This thing is going to take months to play out. In the meantime life goes on."

Mark thanked Bud for his help, then left Mother Load idling as he got out of his truck to assess the damage. □

– Mark Dalton returns next month in Part 2 of Collision Course.

Did you know that there are two full-length novels featuring Mark Dalton?: Mark Dalton "SmartDriver" and Mark Dalton "Troubleload." For your free copy register with ecoENERGY for Fleets (Fleet Smart) at [fleetsmart.gc.ca](http://fleetsmart.gc.ca). Both are also available in audio book format.



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NEW PRODUCTS



Aerofficient has added two new products to its line of **aerodynamic fairings**: a fairing for intermodal chassis and a lower-cost fairing for dry van and refrigerated trailers. The intermodal chassis fairing was developed in partnership with “one of North America’s largest railroads” and is designed to withstand the abuse that occurs when containers are loaded onto a chassis, thanks to a flexible top section that bends to absorb shock. The second new product is the Aerofficient Basic, which is similar to the company’s hinged design, minus the hinge. The Basic model can bend inward and outward to negotiate obstacles as high as 18 inches, the company says. For more info, visit [www.aerofficient.com](http://www.aerofficient.com).

Freight Wing has introduced what it claims to be the only CARB-verified **box fairing** on the market, designed to work with van trailers with drop-down storage boxes. They can improve fuel economy in these applications by up to 5%, the company says. A payback can be achieved in slightly more than 35,000 miles, according to the company. For information, visit [www.freightwing.com](http://www.freightwing.com).



Cummins Westport has announced it plans to offer a mid-range **natural gas engine** based on Cummins’ 6.7-litre ISB. The engine will use Cummins Westport’s spark-ignited, stoichiometric cooled exhaust gas recirculation (SEGR) technology. Exhaust aftertreatment will be provided by a three-way catalyst. The ISB6.7 G will run off compressed natural gas (CNG), but the fuel can be stored on the vehicle in

either compressed or liquefied form, the company announced. The latest offering will enter production in 2015 and will be aimed at medium-duty and vocational truck markets.



Daimler Trucks North America is now offering **tire pressure monitoring** technology as part of its aftermarket offerings on Freightliner and Western Star trucks. The system allows real-time tire pressure monitoring for improved fuel economy and safety. It delivers real-time air pressure and tire air temperature data while driving or parked, allowing drivers to address issues before they result in a blow-out. Exterior sensors screw onto the standard tire valve stems and communicate wirelessly with a central control unit. For more details, visit a Freightliner or Western Star dealer.

Freightliner is offering a **free extended warranty** for its Business Class M2 106 trucks with Cummins ISB engines, which will cover five years or 250,000 miles. To qualify, trucks must be ordered from dealer inventory by year-end, the company announced. The warranty can also be registered on trucks purchased since Aug. 30 of this year. For details, speak to a Freightliner dealer.



Calgary-based Danatec has introduced three new **lift truck training products**, developed in partnership with Online Learning Experience. The Safe Lift Operators Participant’s Guide (online and workbook versions) and the Safe Lift Operators Leader’s Guide are now part of the company’s safety training materials portfolio. For more details, visit [www.danatec.com](http://www.danatec.com) or [www.forklifttrainingonline.com](http://www.forklifttrainingonline.com).



SmartTruck celebrates milestone; introduces new model for pup trailers

LAS VEGAS, Nev. – Just two years after launching the Trailer UnderTray System, SmartTruck says it has deployed 20,000 units.

It also has expanded its product line, with a new pup trailer version introduced at this year’s American Trucking Associations Management Conference.

“We introduced our company and product two years ago at this ATA show,” said Mike Henderson, CEO of SmartTruck. “To have grown to this point and hear the savings and durability reports from our customers is a testament to the success of our aerodynamic and mechanical design strategy. We are using the air to the vehicle’s advantage and placing the UnderTray components safely inside the footprint of the trailer. This gives us maximum performance and durability.”

SmartTruck says fuel savings range from 5.5-10+%, depending on application and the system that’s used.

It also says durability has improved, with replacement rates of less than 1%.

One happy customer is Con-Way Truckload.

“We have installed 1,800 of the UT-6 UnderTray Systems on our trailers with zero dollars spent on maintenance,” said Randy Cornell, vice-president of maintenance, Con-way Truckload. “These systems are contributing to increased fuel efficiency, and our drivers can still get under the trailer easily to conduct proper pre-trip safety inspections.”

Meanwhile, SmartTruck expanded its offerings at this year’s ATA conference with the introduction of its newest model, designed for use with 28-ft. pup trailers.

“Pup trailers present a similar challenge to 53-ft. trailers,” said Henderson. “We are applying the same UnderTray design strategies that have worked so well on 53-ft. trailers, using our CFD analysis techniques to understand the different flow field that exists with the pups. We are applying that knowledge to the adaptation of our UnderTray system to provide similar performance for pup operators. The pup UnderTray systems will have the same ruggedness and durability with very quick installations that our customers have come to expect.”

Fuel savings will range from 2-3% on drop frame trailers using the aero rain guard and side fairings, up to 8-9% when deploying the aero rain guard, side fairings, nose system and forward undertray on straight frame trailers, the company reports. The Canadian distributor of the system is Northern Aerodynamic Solutions, which can be found online at [www.NorthernAerodynamic.com](http://www.NorthernAerodynamic.com). □

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Date of Birth:	<b>April 2, 1991</b>
Missing From:	<b>Grande Prairie, AB</b>
Height:	<b>5'5"</b>
Weight:	<b>Medium build</b>
Eye Colour:	<b>Brown</b>
Hair Colour:	<b>Dark Brown</b>
Additional Information:	<b>Tattoo of "V T" on Left Hand</b>

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# Jim's Brayings

COMMUNITY NEWS FROM THE WESTERN PROVINCES

BY JIM BRAY



Welcome to Jim's Brayings, a quick look at some interesting community news items from across the west that we think will interest you. If you have some news you think will be a good match for this column, pop me off an e-mail at jim@transportationmedia.ca. We can't run everything, of course, but we'll try to get in as much as space permits...

Summer has slipped away for another year, but not without a lot of activity in Western Canada's trucking industry. Here are a few shout-outs about some honours and events that took place over the Dawg Daze.

## Yanke's Angels

Two of Yanke's professional transport operators were honoured as Highway Angels by the Truckload Carriers Association after they "road" to the rescue of a family who'd been involved in an accident on a lonely stretch of northern Ontario highway.

According to the company, on June 29, Olegas Milevskis and Laurent Pennacchio noticed a woman and two children standing near a vehicle that had just hit a moose. The father, inside the vehicle, wasn't moving, apparently because of injuries.

The woman was understandably upset, and was having trouble describing the location of the collision to the 911 operator at the other end of her cell phone call. Pennacchio took over and gave the details to the operator so emergency personnel could be dispatched. Then the Yanke duo comforted the woman and got the two children out of the cold, with Pennacchio taking them into their warm truck while Milevskis directed traffic and waited with the woman until emergency crews arrived.

The Ontario Provincial Police (a.k.a. "the OPP Cops") contacted Yanke shortly after that, praising the PTOs for their help, noting that "In this isolated section of highway – and certainly after dark – few people are willing to assist people in need. Cell phone service is spotty, which delays the response time of emergency crews, so any initial help is important."

Yanke boss Russel Marcoux expressed pride in his PTOs, saying "It's operators like Olegas and Laurent that make Yanke the outstanding company that is it today," and he commended both of them for "being brave and selfless in their actions."

Well done, Olegas Milevskis and Laurent Pennacchio! Take a bow!

## Boy, those must be some BIG trucks!

"The World's Largest Truck Convoy," an international project of the Law Enforcement Torch Run in conjunction with members of the trucking industry and the Manitoba Trucking Association, was held on Saturday, Sept. 15th to raise funds and awareness for the Special Olympics. The Manitoba convoy rolled out of Oak Bluff and went counterclockwise around the Perimeter Highway (Hwy. 101), returning to Oak Bluff – at which time the participants were welcomed by Special Olympics Manito-



**NEW DIGS:** Staff celebrate the opening of 4Tracks in Winnipeg.

ba athletes, family members, friends, colleagues and law enforcement folk. After lunch, they were regaled with a program featuring Special Olympics Manitoba athletes.

There was also face painting (I assume it was for the kids!), a performance by local country artist David Pestrak, and special guest appearances by Boomer the Police Dog Mascot and Mickey Moose of the Winnipeg Jets. Mastoid, er, Master of ceremonies was QX104 personality Brody Jackson.

The World's Largest Truck Convoy began in 2001, and before this year's version had already raised \$4,013,343 for Special Olympics in Canada and the US. Last year, 834 drivers raised more than half a million loonies and greenbacks in 29 convoy events. This year, there were 116 trucks registered for the Manitoba event. And that is, indeed special!

## Kids stuff

Ritchie Bros. Auctioneers, as previewed in this column a few months ago, held its third annual Corporate Kids Challenge and live charity auction in mid-September, and saw some great items donated for sale – including a vintage collector's car (not that the collector had to be that old!), a 1983 Excalibur with a rumoured worth of \$50,000. There was also a NASCAR dream trip, Vancouver helicopter tour and plenty more. The event, to benefit KidSport BC, helps underprivileged children participate in organized sports.

According to Pet Quevillon, KidSport BC Director, it was the biggest fundraiser of any KidSport chapter in Canada, and saw Olympic athletes and local celebrities participate in the sports day challenge on various corporate teams.

Olympians invited to the event included two-time long distance swimming medal winner Ryan Cochrane, Canada's most decorated Olympian Cindy Klassen (speed skating), gold medal speed skater Denny Morrison and rasser Carol Huynh.

Other celebrities included two-time CFL all-star defensive back and TV host Tommy Europe (he hosts The Last 10 Pounds Bootcamp, Bulging Brides and Tommy Europe Fitness), and retired NFL and CFL star cornerback Davis Sanchez.

The 22 corporate sponsor teams consisted of 10 to 15 members each,

dressed in "their best Canadian 80's gear" (according to the organizers). Teams included the Burnaby Firefighters, Ernst & Young, McCarthy Tetrault, PriceWaterhouseCoopers, WPCG Consulting, KPMG, Ventana Construction, Hilton Vancouver Metrotown, Triple O's, River Rock Casino Resort, Ritchie Bros. Financial Services and Ritchie Bros. Auctioneers.

Must have been an "auction-packed" day!

## AMTA opens new Centre of Excellence

As a proud adopted Calgarian, I have trouble putting the words "excellence" and "Edmonton" in the same thought, but that obviously doesn't matter to the Alberta Motor Transport Association.

That's 'cause the organization took the wraps off its new Centre of Excellence in the City of Champignons, err, Champions, on Sept. 20, a 5,300 sq.-ft.-plus office where six employees will be chained to their desks. On hand for the festivities were Edmonton Ellerslie MLA Naresh Bhardwaj and WCB VP Dieter Brunsch. According to AMTA executive director Don Wilson, "The new office will be the face of AMTA in the northern part of the province. It will allow us to consolidate our Edmonton staff in one location and has training and meeting rooms in which we can better meet the educational needs of the bus and truck industry in this part of Alberta."

According to the group, there was a packed house of well-wishers on-hand, including the AMTA board of directors, who kicked off life in the centre by holding their fall meeting in conjunction with the bash. Before this location came on stream, the AMTA hung its hat temporarily at Rosenau Transport's Edmonton office after vacating a small office elsewhere in the capital. The AMTA says the move was prompted by the booming Alberta economy, which forced it into larger quarters. Quarters? Heck, they may even be halves!

## And how's this for openers?

Rosser, Manitoba's 4Tracks Ltd. cut the ribbon on its new digs on Sept. 26, with the Honourable (well, we assume he is) Steve Ashton, Manitoba's Minister of Transportation, performing the ribbon cutting.

Some 250-300 people attended the bash. Also on-hand were Terry Shaw

of the MTA, Riva Harrison Executive Director, Marketing and Communications CentrePort Canada, MLA Mohinder Saran and others.

The company runs upwards of 75 trucks across Canada, offering team and single service and specializing in LCVs across the west. Congratulations, and welcome to the new neighbourhood. 4Tracks' new location is at 374 Eagle Drive, just a hop and a skip north of Winnipeg's James Armstrong Richardson International Airport.



## BCTA's new "face"

The British Columbia Trucking Association (BCTA) heads into its centennial year looking both forward and backwards, thanks to a new logo and a book celebrating the last 100 years of trucking through the mountains, lower mainland and Vancouver Island (see the feature on new BCTA head Greg Munden on pg. 25).

"Our old logo has served us well," the organization said, "but it is time for a new look, one that reflects the broader scope and the expertise we have gained since our founding."

The new logo is cleaner and simpler than the old, mountain-and-truck-focused one.

## Peterbilt pulled in Personitoba (just being politically correct!)

Have you ever really wanted to have some pull where you work?

Well, some folks in Manitoba know what it's like now, after the third annual Truck Pull for the United Way was held at Winnipeg's Polo Park Shopping Centre.

According to the Manitoba Trucking Association, the assembled tug of warmongers had to pull a 2013 Peterbilt 386 (tipping the scales at nearly 19,000 lbs) over a distance of 100 feet. Sounds like a real drag to me!

Each team had to contain at least three women, as well as pay \$500 for the privilege of stretching their arms so they can now adjust the passenger side outside mirror without leaving the driver's seat.

Sysco Foods' Lorrygagers grabbed first place, with a time of 14.43 seconds. Maxim Truck and Trailer's Maxx Force team copped second place honours (15.28 seconds), while the Blazing Bison (Bison Transport Inc., naturally) filled out the podium with a time of 15.53 seconds.

Also on hand were Team Big Freight (Big Freight Systems Inc.) and Payne Transportation LP's team, "No Payne, No Gain."

The MTA also singled out the team from Dr. Hook Towing who, because of the weather and road conditions during the event, saw the majority of its team called out, leaving them without enough members to compete, which was definitely tow bad for them. □

*– That's it for this month. As always, if you have an item you think would fit well in this little rant and rave revue, please feel free to get in touch with me at jim@transportationmedia.ca. We don't guarantee that every item will get in (space is limited, of course – and we have lawyers!), but we do our best.*

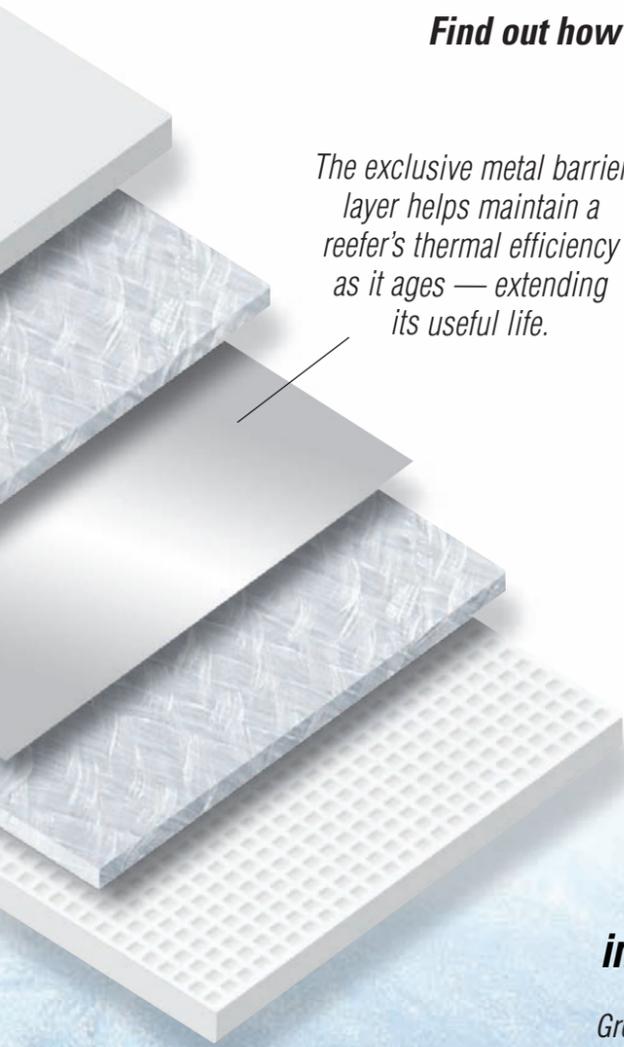


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