

TRUCK WEST

January 2009 Volume 20, Issue 1

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

A Safe and Happy New Year to All!



ROOM FOR GROWTH?: With freight volumes falling in Canada and the US, there's hope that container volumes will continue to rise. But can the ports of Vancouver and Prince Rupert keep up?

Counting on containers

Freight is down, but container forecasts remain strong

By Jan Westell
VANCOUVER, B.C. – Canada's economic future in trade is likely to be compromised without a full understanding of changes in container activities, including sea and inland connections, according to Dr. Claude Comtois, a professor at

the University of Montreal, who is a senior research fellow with the Asia Pacific Foundation.

"The objective is to try to identify how container trade has evolved," he said at a recent Vancouver conference that hosted approximately 200 members of the

Western Transportation Advisory Council (Westac), a non-profit group of business, labour and government leaders focused on the western Canadian economy and transportation system.

"What are the major trends?"

Continued on page 18

Outlook 2009

The short-term looks bleak. The long-term promising – if you can hold on.

By Lou Smyrlis

TORONTO, Ont. – You know times are hard when you're attending the track on economic issues at the Ontario Trucking Association's annual conference and the president of a well-respected and award-winning motor carrier confides in you that it's a good thing these seminars were not being held on the third floor or there might be people jumping out the window.

Although this particular carrier is well enough positioned to survive the economic onslaught, the reality is many will not. Already about 2,700 trucking companies have closed their doors in the US. In Canada trucking bankruptcies in the first half of 2008 had already surpassed the total for all of 2007.

And the message delivered from the experts speaking at OTA's economic sessions was that it's only going to get worse.

"Antacids would be helpful," was John Larkin's advice before the managing director, transportation at Stifel, Nicolaus & Company, provided his analysis of US market conditions and their likely impact on trucking.

"The short-term looks very

Continued on page 9

Traction in a winter-wonderland



See pg. 26

Inside This Issue...

- **Disaster averted:** After a major trucking company in Saskatchewan went belly-up, the STA and its former past-president scrambled to find new jobs for drivers. Page 8
- **Against the grain:** A look at some of the challenges facing rural western Canadian grain haulers. Page 16
- **Pass the test?:** Testing fuel-saving devices may seem simple, but it's actually a complicated procedure that should be conducted by trained researchers. Page 21
- **What's on tap?:** Our annual calendar of events outlines the main trucking industry events for 2009. Page 29

Mark Dalton O/O



Page 28



Reach us at our Western Canada news bureau

Call Jan Westell at 604-943-1170 or e-mail jan@transportationmedia.ca

To view list of advertisers visit us online at www.trucknews.com

PM40069240

Wrap the season



In this holiday season, Bison Transport would like to congratulate and express our gratitude to our professional Drivers, our Employees, and their Families. We have greatly invested in our safety program to provide our Drivers and Employees the environment and tools they need to perform safely and they have responded with firm dedication. Along with being presented the prestigious Truckload Carriers Association National Fleet Safety Award for 3 consecutive years, **480 Drivers received individual recognition** for achieving safe driving milestones representing over **167 million consecutive accident free miles** including three Drivers who have attained **1.75 million miles**. All are professionals who have proven their skills in the prevention of accidents and their standard of performance becomes the benchmark for the industry. Bison Transport has proudly paid out over 5 million dollars to our Drivers for safe miles driven under the Safe Driving Reward Program.



...IN SAFETY!

Join our team today! **1.800.GO.BISON**

www.bisontransport.com  recruit@bisontransport.com

Wishing everyone a safe and happy holiday season!



BISON CARES ...because we're people driven!



CLASSEB

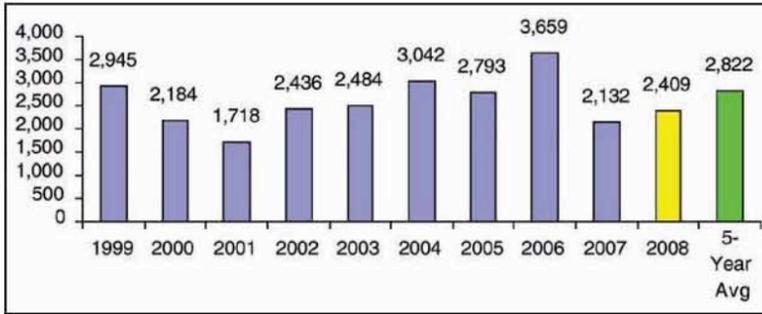
TRUCK SALES TRENDS

SPONSORED BY CHEVRON

Monthly Class 8 Sales - Oct 08

OEM	This Month	Last Year
Freightliner	523	313
Kenworth	271	338
Mack	105	136
International	904	610
Peterbilt	129	269
Sterling	176	173
Volvo	199	178
Western Star	102	115
TOTALS	2,409	2,132

Historical Comparison - October 08 Sales



Motor Vehicle Production to Jan 08

	Total Prodn	For Export
International	4,444	3,729
Paccar	4,659	3,964
Sterling	17,156	14,563
TOTALS	26,259	22,256

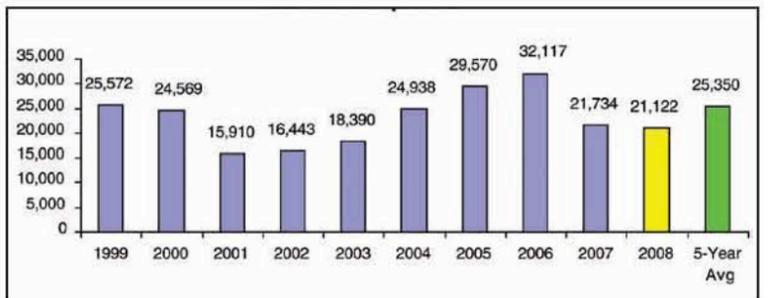
There were 2,409 Class 8 trucks sold in Canada this October, surpassing last year's monthly total. Yet it was still the fourth lowest monthly sales figure of the past decade. Sales were also about 400 units off the five-year average. It should be noted, however, that five-year average includes the industry's peak years of 2004 to 2006. It has been a roller coaster type of year. Sales started off quietly in the first quarter, rebounded in March (climbing above 2,000 units), April's sales were higher than last year's, May's were not far off last year's pace and June's and July's were slightly better than last year's as were September's. We've questioned previously if that pace could be sustained into the fourth quarter. It didn't last year and it's very unlikely it will this year, despite September's and October's encouraging numbers.

With the days of coping with parts and materials shortages and record demand for new trucks nothing but a memory, truck manufacturers instead now face continuing to bring their operations in line with the reduced sales. They also are preparing for the next jump in sales volumes as fleets and owner/operators respond to the next round of engine emissions standards in 2010 and the anticipated rebound of the North American economy.

Class 8 Sales (YTD October 08) by Province and OEM

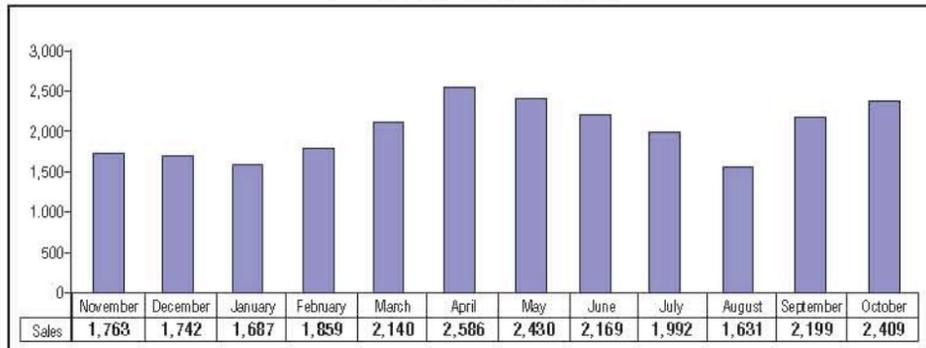
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	278	686	209	163	1,613	626	274	100	0	17	3,966
Kenworth	430	1,230	189	142	666	627	36	53	0	0	3,373
Mack	121	212	112	157	589	171	36	38	0	0	1,436
International	226	772	79	312	2,371	1,203	184	93	4	110	5,354
Peterbilt	210	671	260	128	468	283	118	44	0	0	2,182
Sterling	188	285	103	53	659	419	29	57	0	10	1,803
Volvo	129	229	108	254	808	312	65	57	0	10	1,972
Western Star	164	315	35	24	270	139	53	33	0	3	1,036
TOTALS	1,746	4,400	1,095	1,233	7,444	3,780	795	475	4	150	21,122

Historical Comparison - YTD



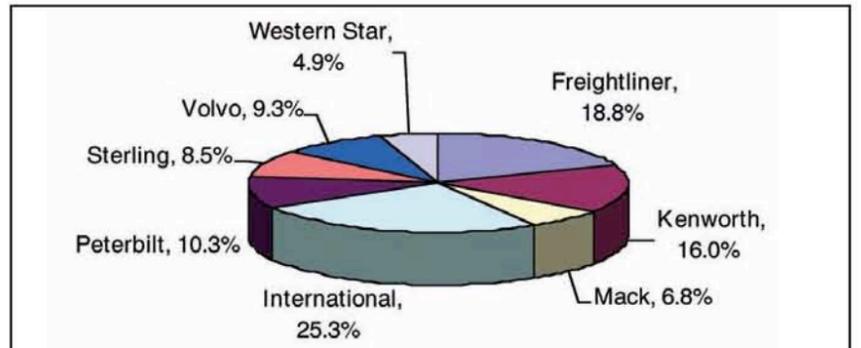
Class 8 truck sales year-to-date stand at 21,122 – about 600 units off last year's admittedly slow pace and about 4,000 units off the five-year average for Canada. Despite an improvement in sales starting in the spring, and surprisingly strong numbers in September and October, the market overall has not been able to overcome its slow start this year. In total, 2008 is ranking as the fourth worst sales year of the past decade. The pre-buy strategy employed by many fleets is having its expected effect and the now apparently spent North American economy does not bode well for hopes of a pickup in sales for the fourth quarter.

12 - Month Sales Trends



Trucks sales rebounded in September and October, coming in well above 2,000 units sold for each month. This followed sub-par numbers for July and August. However, the drop off in sales this August and July, combined with the economic meltdown in North America, make it unlikely for truck sales to top last year's totals. The 2,586 Class 8 trucks sold in April marked the strongest sales so far this year with May's 2,430 trucks sold the second best. The 2,409 trucks sold in September marked the third-best performance of the year but it's unlikely truck sales will remain at such a level the rest of the year.

Market Share Class 8 YTD



Front-runner International continues to widen the market share gap between itself and rival and one-time front runner Freightliner. International, which wrestled the market share lead from Freightliner last year, jumped out of the starting blocks with a lead in the first quarter, capturing about 22% of sales. With very strong second and third quarter showings, International added to that lead and now controls more than a quarter of the market with Freightliner falling back to 18.8% and Kenworth to 16%. Peterbilt is the only other truck manufacturer with a market share greater than 10%.

Source: Canadian Motor Vehicle Manufacturers Association

DISCOVER THE DELO® PERFORMANCE ADVANTAGE™

Life Doesn't Come With A Warranty. Delo® Does.

One smart investment deserves another. Using Chevron's premium Delo® products can lower your total operating costs and extend the life of your equipment.

Delo backs you up – bumper to bumper – with a standard of quality you can count on. With Chevron Delo Warranty Plus, we stand behind our complete line of Delo products.*

Call 1-800-465-2772 or visit www.chevrondelo.com

Delo®

A Chevron company product

*Some restrictions apply. Please see the Chevron Delo Warranty Plus for complete details.



TRUCK WEST

January 2009, Volume 20, Issue 1
 Canada Post Canadian Publications
 Mail Sales Product Agreement No. 40069240
 "Return Postage Guaranteed"
12 Concorde Pl., Suite 800, Toronto, Ont., M3C 4J2
 Sales: 416-510-6892 / Editorial: 416-510-6896
 Fax: 416-510-5143

Truck West, USPS 017-178 is published monthly by Business Information Group, a division of BIG Magazines L.P., a leading Canadian information company with interests in daily and community newspapers and B-2-B information services. US office of publication: 2424 Niagara Falls Blvd, Niagara Falls, NY 14304-5709. Periodicals Postage Paid at Niagara Falls, NY. US postmaster: Send address changes to Truck West, PO Box 1118, Niagara Falls, NY 14304.

SENIOR PUBLISHER – Rob Wilkins
 ASSOCIATE PUBLISHER – Kathy Penner
 EXECUTIVE EDITOR – James Menzies
 MANAGING EDITOR – Adam Ledlow
 WESTERN EDITOR – Jan Westell
 CIRCULATION MANAGER – Vesna Moore
 CIRCULATION ASSISTANT – Anita Singh
 CREATIVE – Carolyn Brimer, Beverley Richards
 V.P. PUBLISHING – Alex Papanou
 PRESIDENT – Bruce Creighton
 Circulation inquiries: 416-442-5600 ext. 3553
 Change of address: Please include subscription number from mailing label.

Subscription rates: Canada (Includes GST) – One year \$40.60; U.S. – one year \$66.95; foreign – one year \$66.95

Send subscription orders, address changes (incl. mailing label from latest issue) to above address. On occasion, our subscription list is made available to organizations whose products or services may be of interest to readers. If you prefer not to receive such information, please write to us. Please allow 8 weeks for changes or corrections.

PAP Registration No. 11065

We acknowledge the financial support of the Government of Canada, through the Canada Magazine Fund, towards our editorial costs.

We acknowledge the financial support of the Government of Canada, through the Publications Assistance Program, towards our mailing costs.

Canada

Advertising inquiries

Kathy Penner: 416-510-6892
 Fax: (416) 510-5143



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



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



Don Besler
 National Sales Mgr.
 (416) 699-6966
 donbesleris@rogers.com



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



Doug Copeland
 Regional Manager
 Man., Sask. & Alta.
 (416) 510-6889
 dcopeland@trucknews.com



Bill Gallagher
 Regional Manager
 British Columbia
 (519) 589-1333
 Fax: (519) 395-5073
 wgallagher@hurontel.on.ca

TRUCK WEST is a proud member of the following trucking associations:



The publisher does not assume any responsibility for the contents of any advertisement and all representations or warranties made in such advertising are those of the advertiser and not of the publisher. The publisher is not liable to any advertiser for any misprints in advertising not the fault of the publisher and in such an event the limit of the publisher's liability shall not exceed the amount of the publisher's charge for such advertising. No portion of this publication may be reproduced, in all or in part, without the written permission of the publisher.

From time to time, we make our subscription list available to select companies and organizations whose product or services may interest you. If you do not wish your contact information to be made available, please contact our privacy officer via one of the following methods:

Phone: 1-800-668-2374
 Fax: 416-442-2200
 E-mail: jhunter@bizinfogroup.ca
 Mail: Privacy Officer, Business Information Group, 12 Concorde Place, Suite 800, Toronto, Ont., M3C 4J2

PUBLICATIONS MAIL AGREEMENT NO. 40069240
 RETURN UNDELIVERABLE CANADIAN ADDRESSES TO CIRCULATION DEPT. – TRUCK NEWS, 12 CONCORDE PL., SUITE 800, TORONTO, ON M3C 4J2

For more information, visit Trucknews.com

It's been tough sailing in the trucking industry over the past 18 months or so, and the year ahead isn't looking any better. Whether you're selling trucks, driving them or running a fleet, these are challenging times.

In a different sorta way, these are also challenging times to be a trucking magazine editor.

In many ways, the trucking industry publications serve as a barometer of the overall health of the industry.

When business is booming, equipment manufacturers are aggressively marketing their products and fleets are advertising for drivers. When the industry is in a rut, ad budgets are sometimes chopped and page counts are consequently decreased.

That's not just the case here at *Truck West*, but right across the board.

Meanwhile, the industry doesn't come to a standstill. There's still plenty of news to report – sometimes even more – during a downturn. Finding the space for all the goings-on of the industry can be difficult.

My main point in this column is to steer you towards our Web site (www.trucknews.com) for a comprehensive library of material that we just haven't been able to fit into the print products. Our Web site is a valuable resource that's packed full of information and resources.

At *Truck West*, we spend an inordinate amount of time working on our Web site, and it hasn't gone unnoticed.

Trucknews.com has been named one of Canada's top five business Web sites by the Canadian Business Press three years running.

Not just trucking business sites

Editorial Comment

James Menzies



– but business sites in general.

It's something we're proud of and it pushes us to constantly raise the bar and add more features, especially when it comes to making the site more interactive.

Got an opinion? Have your say on the CyberCB message board. You can also check out some of our editors' and contributors' opinions on our editors' blog. They're controversial at times, and you won't agree with everything you read there.

That's why there's a comment section, allowing you to post your own views. So far there are nearly 200 blog entries and over 340 reader responses.

We also post Web-exclusive commentaries on industry issues – opinion pieces you won't find anywhere else. And then there's the Headline News section – the heart of the site.

We update it daily with industry news and it's the place to go for up-to-the-minute headlines.

Most recently, we've even added a weekly WebTV program

to the mix.

The items I mention barely scratch the surface of what's available on Trucknews.com – but alas, space is once again in short supply so I must end there.

If you're already a frequent visitor to our Web site, thanks for making it one of your sources of information.

If you haven't yet checked it out – please do so. It won't cost you a thing and it'll keep you on top of the industry.

There are no space constraints when it comes to the Internet, making it a great supplement to our print products, which will continue to be our priority – in good times and bad. □

– James Menzies can be reached by phone at (416) 510-6896 or by e-mail at jmenzies@trucknews.com.



Regaining my perspective

Leave it to a 95-year-old institution to remind me of what should be every journalist's prime responsibility but is too often our largest failing: perspective. I headed to the Toronto Transportation Club's annual Christmas dinner, eager to touch base with old acquaintances and make new contacts. Playing in my mind during the drive through Toronto rush hour were all the doom and gloom stories about the economy and our failed political system that I had listened to and reported on over the previous weeks.

It's almost a bottomless pit; There are many words to describe the global conditions right now and they're all four-letter words; This is the closest to the abyss we've come since the Great Depression – the words of the economic experts I had listened to kept rushing back to me. It would be good indeed to be touching base with so many key industry contacts. Their thoughts on just how bad this situation could get would be valuable background.

My old acquaintances had something different in mind, however.

From virtually the moment I walked in and started speaking with people I've known for almost two

Viewpoint

Lou Smyrlis
 Editorial Director



decades now I found they wanted to focus not on the negative, as has the mainstream media and, I must confess, myself as well of late, but on the many positive things that were still happening within their companies and the economy in general.

I spoke with people who were still enjoying great success serving certain sectors of the economy and certain regions of our country. I spoke with people who were downright proud of the innovations they had introduced to their transportation practices and the benefits they were recouping. I spoke to one respected gentleman who was having his best year in some time, and I've known about and followed his successful company long enough to know that's saying something.

They all wanted to know the same thing. Why wasn't the media reporting on all the good things still going on? Where was the perspective?

Loss of perspective, unfortunate-

ly, is something the media often fall prey to in the race to report on the latest and hottest issue. Today that issue of course is the faltering economy and there seems to be not enough pages printed to cover all that news reporters have to say about it. What often gets left behind, as my industry friends reminded me, are the stories that buck the trend by showing there are Canadian companies and individuals still holding their heads way above water.

That's not right, nor is it good journalism. So to all the folks I spoke to at the recent TTC dinner, thanks for helping rebalance my perspective. And I would like to close with a quote from Mike McCarron of MSM Transportation, who was also at the TTC dinner. Mike said this to me last April when I was asking him about dealing with a freight recession. I consider them the wisest words I've heard all year:

"People get too caught up in the economic numbers," Mike told me. "In a recession you get negative growth for at least two quarters but the reality is there is still tonnes of freight moving and you simply have to be better than your competitors to get it." □

– Lou Smyrlis can be reached by phone at (416) 510-6881 or by e-mail at lou@TransportationMedia.ca.

BCTA, safety groups launch 'Get a grip' winter safety campaign

By Jan Westell

LANGLEY, B.C. – The B.C. Trucking Association (BCTA), in partnership with both public and private organizations in the province, is promoting a seasonal driving preparedness campaign aimed at reducing both weather-related crashes and road closures on B.C.'s mountain highways this winter.

The "Get a Grip" campaign is intended to educate drivers of both passenger and commercial vehicles, create awareness of road maintenance issues, and promote cooperation among all those who travel and work on B.C.'s sometimes treacherous winter roads, according to Shelley McGuinness, the BCTA communications specialist.

This year's campaign will encourage drivers to "get a grip" by highlighting the advantages of using winter tires for increased trac-

tion and control in severe winter conditions. The program is also encouraging travellers – and in particular, commercial drivers – to plan in advance for winter travel by taking advantage of the DriveBC Web site (www.drivebc.ca). It's a Ministry of Transportation service that provides information on weather, traffic incidents and current highway conditions.

"A useful DriveBC feature is a related e-mail notification system that alerts subscribers to road closures or traffic delays, including a confidence-level rating for clearance, and allows dispatchers and drivers to avoid problem routes," says McGuinness.

DriveBC also provides a link to information on B.C.'s chain-up locations and regulations on its home page. The BCTA advises that outside of the Lower Mainland and Vancouver Island, trucks and buses

over 27,000 kg GVWs are required to either use winter tires or carry chains between Oct. 1 and Apr. 30. To encourage compliance with chain-up regulations, increases to the size of chain-up areas are continually being evaluated with input from BCTA members and maintenance contractors, states McGuinness.

The BCTA and the B.C. highway maintenance contractors are also asking the transport industry to help keep the province's roads safe by reporting hazardous driving conditions, including debris, dead animals, fallen trees, defective signs, bridge damage, pot holes, flooding, washouts, mudslides, avalanches, as well as snow and ice.

"Most people, including commercial drivers, don't know that they can help keep highways safe by directly reporting problems when they come across them," says McGuinness.

Highway maintenance emergency contact numbers for reporting hazards and other highway related issues are available on the Ministry of Transportation and Infrastructure Web site.

BCTA has also created a PDF version of the list as a handout for drivers, which is available on its Web site (www.bctrucking.com).

The Ministry advises that assistance in this matter not only facilitates the quick mobilization of maintenance crews, it is also relayed by contractors to DriveBC for incident reports on its Web site and the Travellers Information Reports sent out to subscribers via e-mail. In other words: one call alerts a network.

To receive e-mail notifications about highway incidents, including regional information, drivers are being encouraged to subscribe to DriveBC's Travellers' Information System, at www.drivebc.ca. □

Thinking of making a change in the New Year?

Now is the time to come home to



TRI-LINE IS HIRING

Experienced U.S. capable long haul Flat Deck Owner Operators

*We offer one of the
best pay packages
in our market!*

**100%
Owner
Operators**

**Call Today & Be A
Part Of One Of The
Largest, Most Successful
Trucking Organizations
In Canada**

**For More Information
Contact
Dave or Rick @ 800-661-9191
dstremick@triline.ca
www.triline.ca**

Port truckers grow restless

VANCOUVER, B.C. – Frustrated owner/operators formed a noisy protest caravan in early December, as their union demanded action from the Vancouver Port Authority and the federal and provincial governments to enforce an existing agreement on trucking rates.

Members drove their trucks from the grounds of the Pacific National Exhibition (Hastings Street and Boundary Road) to the Vancouver Port Authority at Canada Place (downtown Vancouver) to draw attention to issues they say are hurting their ability to make a living, says VCTA-CAW Local 2006 president Paul Johal.

The failure to pay agreed-upon rates and a moratorium on additional owner/operators at the port are squeezing independent truckers badly, just as union collective agreements are about to expire, said Johal, whose union represents more than 750 truckers hauling freight to and from the port.

"Our members can't make ends meet when companies don't pay the rates everyone agreed to," said Johal. "Owner/operators are being squeezed out of business at the port, and that is unacceptable."

Paul Uppal, VCTA-CAW Local 2006 business agent, said longstanding problems facing truckers working at the port have not been resolved despite an investigative process set up by the Port Authority.

"We had major disputes in 1989, in 1999, and in 2005 and here we are again in 2008 without a resolution for truck owner/operators at the port with the same issues facing us," Uppal said. "It's time for the port and federal and provincial governments to work with truckers for a lasting solution."

Hemi Mitic, executive assistant to the president of CAW Canada, said the truckers have the full support of the national union to find a fair solution to ongoing owner/operator problems at the port and to negotiate new collective agreements with employers. □

BTA calls for more border funding

WASHINGTON, D.C. – The Border Trade Alliance (BTA) is calling on Washington to include port and transportation infrastructure funding in any economic stimulus package that's tabled.

The pro-trade lobby group says US ports of entry are the "cash registers of our nation," handling nearly US\$800 billion in trade each year.

A group of 11 House members recently called for \$5 billion in funding to upgrade US land ports of entry to support cross-border trade – an appeal that was lauded by the Border Trade Alliance.

"The BTA has continually recommended that federal resources must more closely match the economic contribution of our nation's 166 land ports of entry," the organization said in a release.

"US Customs and Border Protection has stated that it alone requires \$5 billion over the next 10 years in infrastructure maintenance and upgrades to its facilities at land ports of entry in order to support its dual mission of facilitating legitimate trade and travel facilitation and providing security along our borders."

BTA pointed out that a recent Texas Transportation Institute report suggested road and border congestion caused Americans to burn up an extra 2.9 billion gallons of fuel at a cost of US\$78 billion in 2007 alone.

"BTA feels that decision-makers in Washington should be alarmed by recent statistics that illustrate the economic impacts of inadequate border infrastructure and cross-border congestion," the group said.

US truck tonnage continues decline in October

ARLINGTON, Va. – US truck tonnage dropped sharply again in October, marking the fourth consecutive month-to-month decline.

The index was down 3%, reaching its lowest level since October, 2003. The major drop followed declines of 1.9% in August and 0.8% in September, according to the American Trucking Associations, which tracks the figures.

The index was down 1.8% compared to October, 2007. ATA chief economist Bob Costello said the truck tonnage index is now down 6.3% over the last four months, reflecting the state of the US economy.

"October should be the busiest month of the year, but instead this October was a fizzle," said Costello. "The latest truck tonnage drop suggests that retailers are very pessimistic for the holiday sales season."

Costello also said the tonnage index is an indicator of further economic troubles in the US.

"The cumulative drop in truck tonnage over the last four months suggests that the economy is likely to contract substantially in the fourth quarter, at least 3%," he said. □

The President's Export Council has pegged trade as being responsible for one-third of the US's \$14 trillion economy.

Most of that trade occurs between NAFTA partners Canada and Mexico.

During the past year, US trade accounted for 61% of the country's economic growth, according to a recent National Association of Manufacturers study.

"The economic activity at our borders plays a significant role in supporting real job growth, working families and supports vital domestic industries like agriculture and manufacturing," said BTA.

"The direct national economic contribution of cross-border travel and exports conducted at the US land ports of entry last year totaled more than \$360 billion."

For information on the BTA, visit thebta.org. □

US HoS rules deemed safe

ATA applauds ruling that ends challenge

WASHINGTON, D.C. – The American Trucking Associations (ATA) has announced that it endorses the Federal Motor Carrier Safety Administration's re-affirmation of the Hours-of-Service (HOS) rules that have been in place since January 2004.

While operating under these rules for the last five years, the trucking industry's safety performance has been shown to dramatically improve, validating the safety of the rules according to a statement from the ATA.

Large truck crash, injury and fatality rates have reached the lowest point since the US Department of Transportation began recording the statistics, said the ATA in a release.

The rules had been challenged by special interest groups that

claimed they were unsafe.

The HOS rules were designed in 2003 to apply the latest scientific research on human fatigue and alertness.

The ATA indicates that the rules increase the minimum number of hours available for driver rest, reduce the number of hours in a driver's work day, increase the driving time within the reduced work day, and better promote a 24-hour work/rest schedule in harmony with the body's natural circadian rhythm.

The trucking association further states that substantive provisions of these hours-of-service have never been overturned by any court, and dire predictions of fatigue and accidents made by labour union advocates have never come to pass. □



Almost anything is covered
by our **1-3-5** program.

Hino's industry leading 1-3-5 Customer Care program provides unparalleled value and coverage. Our trucks come standard with:

- 1-Year or 50,000 km scheduled maintenance.
- 3-Years HinoWatch roadside assistance.
- 5-Year / 400,000 km warranty.*



* Warranty does not cover neglect or abuse. See your Hino dealer for complete warranty program details. Hino Motors Canada Ltd., a Toyota Group company.

Saskatchewan

Carrier closure leaves drivers in the lurch

But well-known industry veteran helps find work for displaced drivers

By Jan Westell

REGINA, Sask. – It can't be easy being an immigrant driver. First there's the language difficulty and then there's the challenge of settling into a new society, a situation which can be compounded if the foreign driver is joined by other family members when moving to Canada. The drivers also have to orient themselves with a new employer and adapt to North American driving standards.

As if that isn't enough, imagine coming back from a long trip and finding that the company that had initially sponsored you into the country had gone out of business.

That's what happened to Sergiy Filippov, a Ukrainian immigrant who's been employed for two years in Saskatchewan, most recently by the now bankrupt SynLogistics of Regina.

Two weeks before the bankruptcy announcement in early November, the company had been promoting itself to all its employees as being financially secure, and that it had planned to become "the biggest logistics company in North America," according to Filippov. He had just returned from a trip to the US when he was told the bad news.

"Nobody expected this," he says. "I came back and found that the company doesn't exist anymore."

Thanks to the quick thinking and influential efforts of the former president of the Saskatchewan Trucking Association, Denis Prud'homme, with help from the STA itself, the disruption to Filippov's employment was brief. Within a matter of two weeks, the 60-70 displaced drivers are now all employed with four well-established trucking companies: Yanke Group; Bison Transport; Westcan; and Siemens Transportation Group (Kindersley Transport). In Filippov's case, he's now working for Bison Transport, and so far he's impressed.

"It's a pretty reliable company, and really well-organized," says

Filippov. "Everything is so well prepared, and everybody knows what to do."

According to the STA, SynLogistics of Regina voluntarily went into formal bankruptcy proceedings, leaving office staff and drivers without jobs or paycheques as of Wednesday, Nov. 5.

The STA also noted that Schneider's Trucking purchased Prud'homme Trucks in September 2007. New owner Don Schneider formally merged the dry van company with his flatdeck operation last spring, with a name change to SynLogistics. Contrary to Saskatchewan media reports, Prud'homme did not have a business stake in SynLogistics, but he did prove to have a personal interest in the livelihood of his former

employees.

Now that they're back on the job, Filippov and the other Ukrainian and British drivers – approximately 10 foreign employees – must contend with retrieving the money that is owed to them – in some cases two to three weeks' pay.

The owner/operators are owed even more, according to Prud'homme, who assisted many of the independent truck drivers who had formerly worked for his company – but not all of them.

"I didn't know the ones from the other companies," he says. "I didn't know how to access them. Nobody called me because I would have helped them get placed, but there were some of them that were owed (money)," adds Prud'homme, who has a copy of the defunct carrier's

creditors list since he is a secured creditor as a landlord of a facility rented by SynLogistics.

"Some of those (owner/operators) were owed so much money that I'm sure they will be out of business. Inevitably, when a bankruptcy occurs there's usually a lot more money owing than coming in, or inequity anyway. The unsecured creditors are usually the guys that are left hanging high and dry."

However, given the information that he had obtained, Prud'homme organized a makeshift job fair out of his own facility.

Prud'homme had most of the displaced drivers back on the job with four other reputable companies, which he believes will offer the drivers a better future.

"In the long run, everybody's better off," he says. "They will be with stable companies with good benefits."

As the former president of the STA, Prud'homme was well aware of the driver shortage in Saskatchewan, and he knew which of the larger carrier members were seeking drivers, and which were already involved in the immigrant driver program. He also took it upon himself to coordinate the transfer of work permits for the employees working under the Saskatchewan Immigrant Employee Program, from one sponsor company to the next.

"I worked with the federal, but the provincial (government) really pushed the federal to make it happen quickly and it did," says Prud'homme.

Prud'homme has no hard feelings towards SynLogistics, even though the bankrupt company apparently hadn't offered any resources of its own to get the displaced workers back on the job.

Prud'homme not only helped the displaced foreign workers, in some cases he lent them money until they were able to get back on their feet.

"If I was in a foreign country working, I'd certainly appreciate any help I could get. These people are very, very loyal to their commitments. I have no doubt that I will get paid back." □

Not all displaced staff found new jobs

Despite Denis Prud'homme's best efforts, not everybody was happy about the job fair he hosted. The former operations manager for SynLogistics, John Newstead, was disappointed that those employees that hadn't worked for Prud'homme Trucking previously were not invited to attend the makeshift industry job fair.

"I was told that we weren't allowed to go," says Newstead, who has high praise for the STA's own efforts. "I take my hat off to the STA because they're working hard to try to find the people that weren't involved in this job fair, to actually find employment and throw people's names out there. So my hat's off to Al (Rosseker, executive director) and the STA. They've really stepped up, and I think they're a great bunch of people."

However, Prud'homme chalked the misunderstanding up to a communication breakdown, and noted he only had contact information for the drivers who previously worked for his company. Prud'homme says all of the drivers were welcome to attend.

"I set up the presentations by the carriers. Some drivers told other drivers, and so forth. At the end of the day, they all got placed because of that exercise," he says.

Newstead has since been unable to find employment for his former position. Since he was an owner/operator for years, he recently bought a tractor and has already lined up some business hauling grain. "I've had some other opportunities, but the money wasn't good enough," he says. With the economy in a slump, the family man with two young children and financial pressures of his own has concern for the 20 office staff that are still unemployed.

"I'm not worrying about me. It's about the other people who don't have jobs. It's pretty hard for invoicing clerks and dispatchers. It's pretty tough," he says. *Truck West* also received an e-mail from an angry owner/operator, who requested to remain anonymous, that felt not enough was done to land him another job or help recover money he was owed. □

MISSING



NANCY LIOU 5469-U

D.O.B.: November 3, 1983

Missing since: January 27, 1999

Missing from: Toronto, Ontario

Height: 5' 5"

Weight: 120 lbs.

Eye Colour: Black

Characteristics: Small black birthmark on left cheek.

Nancy was last seen on the security camera of her apartment building. She was wearing a white bomber-style jacket and black platform shoes.

Anyone with information please contact:

All Calls Confidential - No Name Required

CHILD FIND 1-800-387-7962

Dispatcher HIRED

TRUCK-OPS
OFFICE AND TECHNICIAN CAREERS IN TRUCKING

trucknews.com

Outlook 2009

Continued from page 1

bleak. It's almost a bottomless pit. It's time to hunker down and control costs," was Larkin's advice.

Meny Grauman was even more direct in prefacing his remarks about global economic conditions and their impact on Canada in general and trucking in particular.

"There are many words to describe the global conditions right now and they're all four-letter words," said the executive director and senior economist for CIBC World Markets.

It's not all doom and gloom, however. There are some rays of sunshine and the long-term forecast for trucking – for those resilient enough to weather the current storm, anyway – is actually a bright one.

But first let's examine the makeup of those ominously dark clouds on our economic horizon.

Larkin said October was probably the worst freight environment US carriers had seen since deregulation. Trucking is a sector very negatively impacted by economic downturns (tracking of such downturns over the past several decades shows trucking tends to experience deeper troughs when the economy heads into recession) and there are

'It's time to hunker down and control costs'

an overwhelming number of signals driving both a freight recession and a North American economic recession.

Industrial product tonnages were down 10% in October, Larkin said. Not only does that indicate there are fewer products being shipped but it also points to an acceleration of the existing trend towards manufacturing lighter, more condensed products.

"Shippers are looking to take weight and volume out of everything shipped," Larkin said. "Three flat screen televisions take the place of one old-fashioned CRT screen TV."

Truck tonnage did actually improve slightly over the spring and summer in the US but Larkin said that was misleading. A good chunk of that tonnage can be attributed to intermodal moves where trucks were primarily used to move low-grade raw materials to ports. (The drop in value of the US dollar earlier in the year created a mini export boom for US exports).

Larkin said a more accurate picture of freight volumes comes from examining miles driven and loads handled, which show much more negative patterns. Both dry van and flatbed loads declined sharply in September. Reefer loads are also contracting. TL mileage is down 0.8% and Larkin expects LTL mileage to have gone negative by October.

Grauman didn't supply similar statistics for the Canadian trucking industry but our own national survey of Canadian motor carriers (conducted late this fall in partnership with Shaw Tracking) found motor carriers in a predictably pessimistic mood.

Only 19% of carriers surveyed expected freight volumes to increase next year while the vast majority (42%) expected a decline. Accordingly, the majority (47%) saw no improvement in freight rates next year, while a quarter of carriers projected a decline. Asked to rate their optimism for company growth next year on a scale of 1 to 10, the average mark given was 5.1.

The pain of the freight recession is reflected in the shrinking of fleets across the continent. The 2,700 trucking companies that already bit the dust in the US during the first three quarters removed 130,000 trucks from the system. About one-third of those were sold overseas, with the remaining two-thirds depressing truck prices in the used truck market.

The survivors are shifting their market strategies and downsizing their operations.

"All of the big TL carriers are moving down into regional lanes, forcing smaller carriers into the long-haul lanes, which they are ill-equipped to handle," Larkin said.

Large fleets have reduced capacity by 3.3% while small fleets have reduced capacity by 13.6% so far.

Any hopes for a substantial pre-buy is out of the cards for most

US fleets, according to Larkin, who added that average fleet age is rising to five years from the previous three years. Our survey of carrier buying intentions north of the border found that only 17% of Canadian carriers were looking to pre-buy – a far cry from the one-third who employed a pre-buy strategy prior to the 2007 emissions deadline.

"Everyone is climbing into the bunker and hoping they will survive," said Larkin.

Several economic factors in the US and, to a lesser extent in Canada, are making for a bunker mentality.

Retail sales in the US have been nose-diving since September 2007 and US consumers are no longer able to keep up their spending habits of the past decade. The savings rate for US consumers used to be 10% in more financially conservative times but by the 1980s it had dropped to 0%.

"People could almost rationalize having 0% savings because the value of their homes was increasing as was the value of their stocks. Now with both of those down, the only way to get to 10% savings is to reduce consumption," Larkin said.

A good chunk of freight is tied to residential construction and moving-related consumption (people wanting to renovate once they move into a new house) yet US home sales remain low while housing starts "have come to a screeching halt," according to Larkin.

The second quarter recorded the largest year-over-year drop in home values in 20 years – about 15% on average but as much as a 30% drop in previously hot markets such as San Diego, Las Vegas, Phoenix and Miami.

The situation is certainly not as dire in Canada, Grauman pointed out, but there is need for concern. Our housing bubble was smaller and shorter than that experienced in the US but housing prices are starting to fall. They're about 15% lower than they were last year, Grauman said. Even though he doesn't anticipate a housing crash in Canada, there is no way to avoid the impact of the US economic meltdown.

"The Canadian economy is weakening. Labour markets are still showing new jobs being created but that is going to change. Just you wait," Grauman said. "What's happening in the US is very serious; it's going to affect us."

The performance of the TSX at the time of Grauman's remarks was the third worst since WWII and just slightly away from becoming the worst.

It could take three to five years to get the market back to where it was before the decline.

Another dangerous signal about the plight of the US economy is the manufacturing sector. The manufacturing index is at a 26-year low, Larkin emphasized.

"New manufacturing orders

have weakened dramatically during the past several months. I don't see how you are going to get a whole lot of improvement by December," Larkin said.

The plight of the automotive sector in particular has been well documented or, as Larkin put it: "The Big 3 may end up as the Medium-Sized 2."

But if Detroit's Big 3 do prove successful in getting a bailout package (by press time, they had succeeded – but it was only half of what they had requested) from the new administration in the US, that may not be good news for Canada, cautioned Grauman.

"Our auto industry is tied to the US. What happens with the US bailout could affect us if the bailout requires a pull-out of Canada. It's hard to see a situation where the US government provides a bailout so Canadian plants can stay open," Grauman said.

The credit crunch on both sides of the border is making it hard for companies to borrow the money necessary to grow and squeezing leveraged capacity out of the market place.

There are some rays of sunshine amidst the dark clouds, however, and the forecast for the long-term is an optimistic one.

Bulk tank loads are still growing, in part due to government programs pushing ethanol production. And as bad as the manufacturing sector indicators look, manufacturing inventories are looking lean.

"I think that's good for transportation because when demand pops back in, you won't have to work through a lot of excess inventory. That's another ray of sunshine," Larkin said.

Grauman added that while Canadian banks are "hobbled," they are much better off than the financial institutions in many other countries because they took fewer risks during the previous economic boom. And both Canadians and the federal government are in better financial shape than most.

The debt load per capita in the US is \$62,000 compared to \$35,000 in Canada. Ottawa has also been running balanced budgets, paying off its debt load faster than planned. Compare that to what could amount to more than a trillion-dollar deficit for the US.

"We are in a better situation than any other country in the world. It gives us more leverage," Grauman stressed.

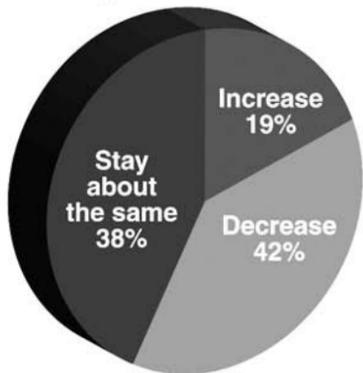
The Canadian economy, and our dollar, are also strongly linked to domestic fuel production and Grauman believes that despite the record-fast drops in fuel pricing, the long-term trend still points to high energy pricing, particularly when China and India have millions of people ready to buy their first cars.

"Oil supply is not growing and we don't expect it to. When the economy picks back up, demand will come back strong," Grauman said.

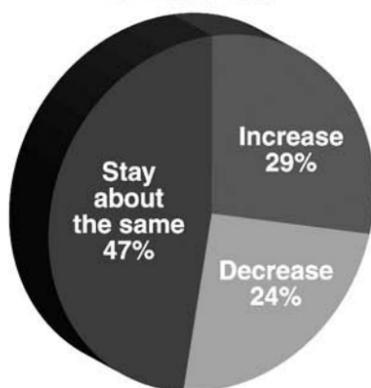
The biggest ray of sunshine was delivered by Larkin: "Over the long-term, truck supply is going to be very constrained and once demand picks up we are going to have the best trucking environment we've ever seen. The survivors will do very well." □

Inside the numbers:

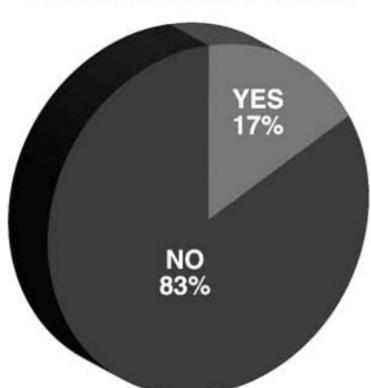
Carrier Projections for Freight Volumes 2009



Carrier Projections for Rates 2009



Employing a pre-buy strategy in 2009 for Class 8 trucks?



– Source: Transportation Media's Transportation Buying Trends Survey.

Opportunity awaits in late 2009: CTA

OTTAWA, Ont. – Although it may be late 2009 before the economic picture brightens, Canadian Trucking Alliance chief David Bradley says trucking companies should enjoy better times as demand for trucking services will eventually outweigh supply.

Bradley predicted trucking rates, which have been hammered over the past 18 months, will rebound as the North American economy rebounds late next year.

“It’s been a tough year for everyone, motor carriers and shippers, and this has resulted in downward pressure on freight rates in 2008. But shippers would be advised to partner with carriers now to lock-in capacity for when things do inevitably start to come back, which we hope will be sometime in 2009,” he said. “Some shippers get it and are now entering into multi-year agreements with carriers.”

The current downturn has decimated the industry, wiping many small – and some not so small – trucking companies out of the market. Sky-high diesel prices and a lack of freight demand, especially in north-south lanes, has taken its toll, noted Bradley.

However, he said this will present opportunities for survivors.

“Most carriers experienced softer freight demand in 2008, though some sectors of the industry and some regions of the country have, like the economy, been harder hit,” he said.

“It doesn’t matter where you operate, all carriers faced a major challenge this year with skyrocketing diesel fuel prices and a slowing economy. Obviously, the appreciation in the value of the Canadian dollar and slump in the US economy continued to have a profound negative impact on the central Canadian economies and therefore on the volume of freight, especially in southbound freight to the US which had been



BRIGHTER DAYS AHEAD: Those who can survive the current downturn will be poised for success in late 2009, CTA’s David Bradley predicts. *Photo by Jan Westell*

the underpinning of industry growth for the past 20 years.”

“Carriers have been reducing their fleet sizes, getting rid of trucks and not buying new ones,” he continued.

“Many trucking companies have left the market; either because they decided they’d had enough, or they couldn’t get sufficient credit and/or they went bankrupt. Tighter credit has also made it more difficult for people to enter the marketplace. While there will continue to be tough sledding in 2009 – reflecting current global economic concerns and, as always, punctuated by a chronic long-term labour shortage – capacity of trucking services will be that much lower when things do turn the corner.”

In 2009, Bradley hopes to see the Canadian dollar stabilize.

“The modest depreciation of the Canadian dollar that we have seen this autumn is not unwel-

come, but when a currency loses almost 20% of its value over a period of weeks, then jumps back by 4% in one day, it’s hard to run a business.”

Bradley also welcomed the declining cost of fuel, however, he warned fuel prices have only dropped as a result of the world being on the brink of recession.

“The price of diesel fuel is still extremely high compared to where it was just a couple of years ago and is subject to wide fluctuation day-by-day. The industry still needs fuel surcharges,” he advised.

Bradley also took the opportunity to recognize several achievements made by the CTA over the past year, including: receiving a promise from PM Stephen Harper to slash the federal excise tax on diesel by 50%; securing funding from Transport Canada for the ecoFreight program; receiving an excise tax refund for fuel used

to power anti-idling systems; harmonization of the PIP/CTPAT border programs; defeating anti-replacement worker legislation; and lobbying for more border funding.

“We have our work cut out for us in 2009, there are plenty of issues to keep CTA and our partners in the provincial associations busy,” said Bradley.

“We will still have a minority government in Canada, with a new cabinet supposedly designed to deal more effectively with the economic challenges that confront the nation. It will be interesting to see how they manage the need for action on so many fronts (e.g., business input taxation, infrastructure investment) in the face of a very tight fiscal situation. There will be a new administration in the US and it will be interesting to see how it tackles trade and security issues, infrastructure financing, EOBRs, etc.” □

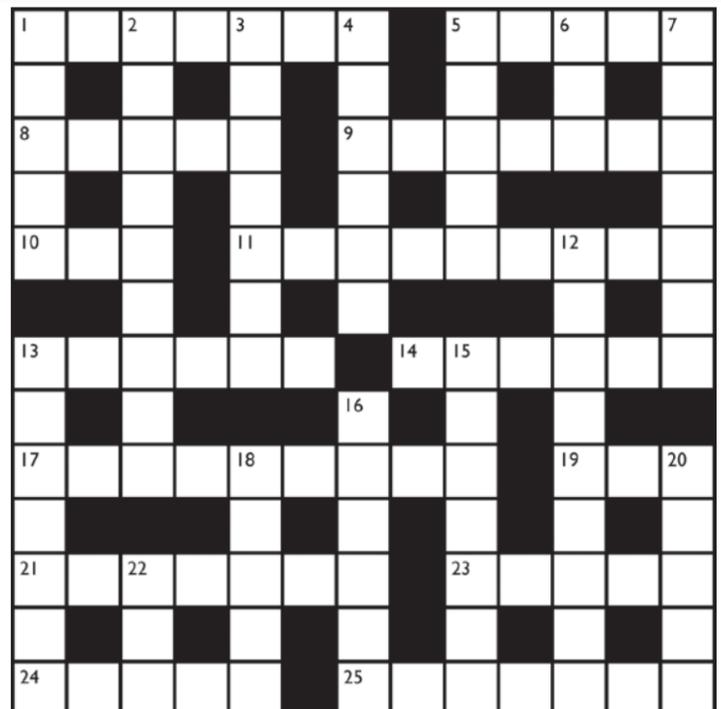
THIS MONTH'S CROSSWORD PUZZLE

Across

1. Marked cop car, a.k.a. ____ taxi
5. Grip-enhancing slits in tire tread
8. Term for outlaw motorcyclist
9. Mack vocational tractor
10. New Hamburg, ON-based trucking company
11. Reefer description
13. Rural-road surface, sometimes
14. Truck-stop service-bay task
17. With 13-Down, coasting downhill in neutral
19. Parking area
21. Transmission-selection consideration
23. Roadside weigh station
24. Truck-insurance contact
25. Takes on fuel (5,2)

Down

1. Fixture in truck-stop restaurant
2. Speed-reduction system (4,5)
3. A pneumatic suspension (3,4)
4. A flat-front Freightliner
5. Unexpected engine stoppage
6. Tire-inflation letters (1,1,1)
7. Radar-gun target
12. Name seen on interstate coaches
13. See 17-Across clue
15. Manitoba border-crossing town
16. Slang, gizmo synonym
18. Winter-snow formation
20. Temporary traffic delay (3,2)
22. Class A trucker, slangily



Answers on page 24

© 2008 M. Jackson

TRY IT ONLINE AT WWW.TRUCKNEWS.COM

Western wrap-up:

“It’s likely going to be the worst year for Canadian trucking that we’ve seen in many years,”

– Paul Landry, BCTA

By Jan Westell

VANCOUVER, B.C. – It’s that time of year again: time to polish those crystal balls and see what the Canadian trucking industry has in store for the year ahead.

This year – more so than in any other year in recent history – industry insiders are painting a scary picture of what looms ahead.

B.C. outlook bad

The B.C. Trucking Association (BCTA) is perhaps the least optimistic about the potential for the trucking industry, when considering the prospects of 2009. Paul Landry, president and CEO of the BCTA believes it will be a struggle, especially with the potential for a full-on recession in the US, which he says will likely drag Canada along into what could become a worldwide recession.

“So, it really means that we’re all in for very, very difficult economic circumstances,” he predicted.

“I can see virtually every aspect of our industry being affected by this. International trade will be soft. We’re seeing that today. The volume of containers being transported to and from Canada has dropped quite a bit, so anybody associated with port activities is going to see a further decline in activities. Similarly, trade with the US, which has been declining for the last seven or eight years, will continue to deteriorate.”

About the only good news on the horizon is the low value of the Canadian dollar, according to Landry, which will make Canadian exports to the US more attractive.

Regionally, B.C.’s forestry exports continue to be constrained by the free trade agreement and the softwood lumber dispute, Landry pointed out.

“These are pretty much the worst times for the forest industry. As the price of lumber declines, it impacts the volume of lumber that’s allowed to be exported to the US,” added Landry.

“It’s likely going to be the worst year for Canadian trucking that we’ve seen in many years,” he concluded.

Alberta losing its lustre

Alberta has long enjoyed its own favourable economy, thanks to its vast resources – most notably oil. But Alberta’s trucking industry has experienced some adjustment lately, according to Mayne Root, executive director of the Alberta Motor Transportation Association (AMTA).

“Things appear to be slowing down to some degree, certainly not huge, but it’s noticeable,” he said.

One ongoing issue for the

AMTA is a labour shortage, which may “balance out” with the tightening economy in 2009, said Root. The lower Canadian dollar is a concern in some respects, but Root noted that cross-border carriers should enjoy a trade advantage, despite the threat of a full-blown recession in the US.

“With the dollar change, it’s going to make it more attractive to buy products up here, and have them shipped down,” he pointed out. “So the industry is waiting to see what will happen there.”

Root is troubled by the environmental pressure placed on the trucking industry, such as the threat of a carbon tax. While carriers have made an effort to lessen the environmental impact of the trucking industry, a further tax on fuel is not the answer, suggested Root.

The industry has been an environmental leader with new technology, he noted. He also voiced displeasure with stricter engine emissions standards, which increase the purchase price for new trucks while also causing them to burn more fuel.

Root said that Alberta has hit its peak, and may “drop a bit,” but not substantially.

In comparison to other provinces and international markets, Alberta has a more sustainable economy, he said, and the AMTA is less concerned about international fluctuations in the market.

“The confidence here is still pretty strong. I’m feeling, anyway,” he said.

Saskatchewan shines

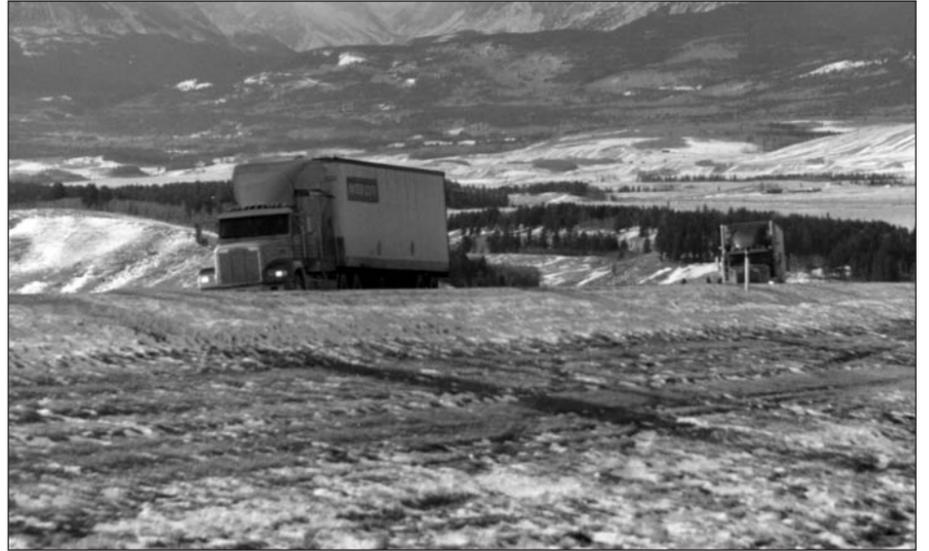
With much of Canada’s economy mired in a slump, Saskatchewan continues to reap the rewards of a strong resource-based economy.

That is, as long as there is a reliable fuel supply, according to the Saskatchewan Trucking Association (STA). That hasn’t been the case over the last few months, with three refineries shut down in Alberta due to planned and unplanned maintenance, a situation that had many STA members scrambling for fuel.

While fuel reserves have slowly returned to normal since early November, the STA remains concerned about possible future shortages in the year ahead.

“We’d like to see some form of contingency planning from the petroleum producers to ensure adequate supplies for trucking, in what we see as an essential service,” said Al Rosseker, executive director of the STA. “As we’ve said before for our industry: when the trucks stop, the economy stops.”

Otherwise, Saskatchewan continues to enjoy a booming resource



MIXED BAG: Association leaders in each western province have their concerns, but the outlook is a bit brighter in Saskatchewan and Alberta.

economy, with 107 drilling rigs operating in the province. Other resources that continue to provide opportunities for the trucking industry include potash, uranium and grain, which all benefit the bulk transport sector.

“Obviously, when there’s a lot of commodity to start moving, it helps our industry,” Rosseker says. “Now, some of it gets railed, but the major portion of it is moved by truck, so that will help some of our carriers. The east-west stuff is picking up a little, but the north-south cross-border stuff (is slow), other than runs of produce and stuff.”

Industry profit margins remain slim and Rosseker indicated that not everybody in the trucking industry is enjoying strong revenues, and smaller operators are particularly vulnerable as shippers extend payment terms in light of current economic conditions.

“It puts the crunch on people,” said Rosseker. “Add a fuel shortage to the mix, and that just makes it awful. Again, we are expecting relatively good times in Saskatchewan. But that hinges on such things as: will these refineries in Alberta break down again and create another diesel shortage?”

The STA is optimistic about the provincial government’s ongoing plans to upgrade the highway system. Rosseker is also enthusiastic about the recent extension of allowable long combination vehicle lengths to 41 metres, which will allow for a sleeper unit. He said the current provincial government is business-friendly, which should help the province’s trucking industry weather the storm.

“Again, it’s the government that is making it quite clear to us: they want to do business, and they want to promote the economy, and we’re all for that,” said Rosseker.

Manitoba braces itself

The Manitoba Trucking Association (MTA) is not quite so optimistic about the future. The general manager of the MTA believes that 2009 is going to be very challenging.

MTA general manager Bob Dolyniuk said the province’s trucking industry has fought through two consecutive difficult years already.

“I think that given the downturn that we’ve seen in a number of industries – the economic climate and everything else that goes along with that – that we’re going to be looking towards a

tough 2009,” he predicted.

Before the present economic downturn, Dolyniuk had been concerned about over-capacity in the trucking industry, which he believes is still at play.

But that may adjust as a result of the present economic climate, he said. He’s also concerned about carriers that have switched their routes as a result of changing markets, from north-south through the US, to east-west domestically. “That’s just going to put more pressure on capacity in western Canada,” he predicted.

Dolyniuk pointed out the Manitoba trucking industry has been hit with one challenge after another, including: the softwood lumber dispute; a breakout of mad cow disease; and the decline of the pulp and paper and auto industries. He said the province’s saving grace may be continued investment into Manitoba’s “inland port.”

Manitoba’s central North American location, including the inland port’s key location adjacent to the airport and both CN and CP rail lines, makes it ideal for freight movement and connections to other destinations, he said.

“Definitely, I think things are going to start to move,” he said. “I think we have some challenges with the US economy, but I think we also have great opportunity.”

One prominent member of the MTA, the president and CEO of Bison Transport, has just returned from a Canadian trade mission to China, along with the Premiers of Ontario, Manitoba, New Brunswick and Prince Edward Island and 110 representatives from business and education. Don Streuber saw first-hand, obvious signs of trouble in that country, with many construction sites sitting idle, empty factories, and frequent media reports about businesses declaring bankruptcy, he said.

Streuber said the trip allowed him to better understand an economy that has delivered so much freight to North America. As for business in the New Year, Streuber remained upbeat. “We’re certainly seeing signs of an uptick towards the end of the first quarter, in terms of customer demand per truck, and looking forward to a turn that way,” he said.

As for the rest of the year, the Bison president is realistic: “Because of the recessionary conditions we’re in, it will be a recovering forecast, as opposed to a strong forecast.” □

Industry

Diesel fuel rationing in Western Canada

Who would have thought it possible?

Who would ever have thought that in oil-rich western Canada we would see diesel fuel being rationed?

Well, as I write this column that's exactly the scenario taking place in Alberta, Saskatchewan and Manitoba where a severe shortage of truck diesel fuel was playing havoc with truckers throughout the region.

Carriers were seeing their fuel supplies rationed by as much as 10-50%.

The cardlock privileges for all new accounts were suspended by at least one oil company and the hours that cardlock service was being made available to existing customers were being restricted.

We were being told that things would not be returning to normal



Industry Issues

David Bradley

for at least several weeks – possibly through all of October and November.

(This column was originally penned for the December issue, but it was shelved for a month so I could address the timely economic crisis last month).

Given the current economic fragility, this is something Canada can ill afford.

The trucking industry is being put in the unenviable and unten-

able position of deciding which of its customers will be guaranteed service and which will not.

How could this happen?

It is our understanding that this situation is a reflection of both planned and unplanned refinery outages in the region.

The Petro-Canada refinery in Edmonton had been closed for over a month for planned maintenance. However, the company conceded that it was caught off-guard by an unexpected jump in demand. It was also being reported that difficulties restarting the refinery were being experienced.

The Suncor plant in Northern Alberta had been down since August due to an equipment problem.

Imperial Oil had reduced pro-

duction while it makes repairs at its Edmonton refinery. Problems at other refineries had also been reported.

This is not the first time where parts of the country have experienced significant shortages of commercial-grade truck diesel fuel. In February 2007, the Ontario trucking industry suffered an acute shortage of diesel fuel that came perilously close to a full-blown economic crisis.

Western Canada also experienced a shortage earlier this year (March 2008), though not as bad as the current situation. In each case, refinery issues were the cause or at least major contributing factors. The time has come for meaningful and open discussion about refining capacity in this country.

The trucking industry is the largest consumer of diesel fuel in Canada. Total annual consumption of truck diesel fuel in Canada by tractor-trailer units alone, comes to about seven billion litres. Trucks haul 90% of all consumer products and foodstuffs as well as two-thirds by value of Canada/US trade.

So, having a stable, sufficient and predictable supply of truck-grade diesel fuel is not only essential for the trucking industry, it is vital to the well-being of Canada. No economy can withstand uncertainty of and disruptions to, fuel supply for very long.

Given the recent frequency with which refinery issues have been visiting hardship on the trucking industry and by translation the truckers' customers, the Canadian Trucking Alliance (CTA) is of the view that it would be prudent for the Government of Canada, the Canadian Petroleum Producers' Institute and ourselves to sit down together and seek answers to the following questions:

1. What can be done to improve planning/coordination to ensure an adequate supply of diesel fuel remains available during periods of expected/unexpected refinery shutdowns?

2. What can be done to improve the communication by the oil companies to their customers with regard to refinery closures and supply disruptions?

3. What if any plans exist to add refining capacity in Canada specifically and in North America generally to ensure an adequate supply of diesel fuel in the future?

While gas prices tend to capture most of the headlines and therefore public attention, diesel fuel is the lifeblood of the industry that moves Canada's economic output. What has been happening with the supply of diesel fuel deserves attention.

Hopefully soon Parliament will get back to work and start looking at some of these issues. □

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

TRUCK WEST

Western Canada's Trucking Newspaper and Equipment Buyer's Guide

GET YOUR PAPER

SUBSCRIBE NOW!

READING SOMEONE ELSE'S COPY? Have your own!

MOVING? REQUALIFY! Send us your new address in writing on this form.

Company _____
 Name _____ Title _____
 Address _____
 City _____
 Province _____ Postal Code _____
 Telephone: () _____ Fax: () _____
 E-Mail _____

CHANGE OF ADDRESS ONLY 1 1 4 _____

Serial # from code line on mailing label

	Canada	USA	Foreign	<input type="checkbox"/> Charge Card	<input type="checkbox"/> Cheque Enclosed
	\$	\$	\$		
1 Year	<input type="checkbox"/> 41.28	<input type="checkbox"/> 99.95	<input type="checkbox"/> 99.95	Visa No _____	Mastercard No _____
	(38.95 + 2.33 GST)			Amex No _____	Expiry Date _____
2 Years	<input type="checkbox"/> 65.66			Signature _____	Date _____
	(61.95 + 3.71 GST)				

NB, NS & NF Add 14% HST to Price / Quebec Residents Add QST (7.5%) To Total

DO YOU WISH TO RECEIVE OR (CONTINUE TO RECEIVE)

TRUCK WEST

YES NO

Signature _____

Date _____

PLEASE ANSWER THE FOLLOWING QUESTIONS

1) How many vehicles are based at or controlled from this location? Please indicate quantities by type:

— No. of Straight Trucks _____ No. of Trailers _____
 — No. of Truck-Tractors _____ No. of Buses _____
 — No. of Off-Road Vehicles _____

2) Does this location operate, control or administer one or more vehicles in any of the following Gross Vehicle Weight (GVW) categories? Please check YES or NO:

14,969 kg. & over (33,001 lbs. & over)... YES NO
 11,794-14,968 kg. (26,001-33,000 lbs.)... YES NO
 8,846-11,793 kg. (19,501-26,000 lbs.)... YES NO
 4,536-8,845 kg. (10,000-19,500 lbs.)... YES NO
 Under 4,536 kg. (10,000 lbs.)... YES NO

3) This location operates, controls or administers:

Diesel powered vehicles... YES NO
 Refrigerated vehicles... YES NO
 Pickups or Utility Vans... YES NO
 Propane powered vehicles... YES NO

4) Do you operate maintenance facilities at this location? YES NO
 IF YES, do you employ mechanics?..... YES NO

5) Indicate your PRIMARY type of business by checking ONLY ONE of the following:

a) For Hire/Contract Trucking (hauling for others)
 b) Lease/Rental
 c) Food Production / Distribution / Beverages
 d) Farming
 e) Government (Fed., Prov., Local)
 f) Public Utility (electric, gas, telephone)
 g) Construction / Mining / Sand & Gravel
 h) Petroleum / Dry Bulk / Chemicals / Tank
 i) Manufacturing / Processing
 j) Retail
 k) Wholesale
 l) Logging / Lumber
 m) Bus Transportation
 n) Other (Please specify) _____

6) Are you involved in the purchase of equipment or replacement parts? YES NO

7) Are you responsible either directly or indirectly for equipment maintenance? YES NO

CLIP and MAIL

With Payment to

TRUCK WEST

12 Concorde Place,
 Suite 800,
 Toronto, Ontario
 M3C 4J2

TODAY!

THE SEVERE SERVICE
WOW!
SALES EVENT
ENDS JANUARY 31, 2009

Why wait until spring?
Tame the fiercest job sites by buying today!
Visit your local participating International® dealer
for the best priced Severe Service product.

PROVEN. RUGGED. LEGENDARY.



PAYSTAR™



WORKStar™

A NAVISTAR COMPANY

Tax talk

The trappings of tapping into your RRSP

With the holidays behind us, we'll be entering the next Big Season in Canada: the RRSP push.

Monday, March 2 is the deadline to make registered retirement savings plan contributions that can be deducted on your 2008 income tax return. This year you can contribute up to 18% of your earned income to a maximum of \$20,000, plus any unused contribution room from previous years. (Earned income includes salary or wages, but not dividends or investment income). To see your RRSP contribution limit, call Canada Revenue Agency's automated TIPS service at 800-267-6999, or check your Notice of Assessment statement.

Whether you're a sole proprietor, incorporated owner/operator, or company driver, an RRSP is probably the best vehicle you

Tax Talk

Scott Taylor



have to reduce your tax obligation. The amount you contribute can be deducted from your earned income, and any income from investments in your RRSP will compound tax-free.

Still, few Canadians take advantage of it. According to Statistics Canada, less than one-third of taxpayers who were eligible to contribute to an RRSP for the 2007 tax year actually did so. The \$34.1 billion in total RRSP contributions for that year is equal to just 6% of Canadians' total available contribution room.

Nationally, the median RRSP contribution was \$2,780.

I doubt these stats will be any better for 2008, a year that had a lot of people thinking about pulling money out of their RRSP to pay off debt or other expenses. But think twice before you call your RRSP administrator about an early withdrawal.

An RRSP is a long-term savings plan. The idea is that by the time you retire you'll probably be in a lower tax bracket than you are now, when you're working and earning income. Funds withdrawn at that time will be taxed at a lower rate.

Generally, you must close out your RRSP by the last day of the year in which you turn 71. But if you take out funds from your RRSP for anything other than retirement, post-secondary education expenses for you or your

spouse, or to buy your first home, three things will happen:

1. You'll pay an immediate withholding tax of 10% on withdrawals up to \$5,000; 20% on withdrawals of \$5,001 to \$15,000; and 30% when the amount exceeds \$15,000 (in Quebec, the tax is 21%, 26%, and 31%, respectively).

2. The amount you take out will be added to your taxable income. So you'll not only pay more tax, the withdrawal amount may bump you into a higher income tax bracket.

3. The withdrawal amount is not added back to your unused contribution room. Once you take money out of the RRSP, you can't put that sum back in.

If someone says you can take out money tax-free, watch out. An increasing number of RRSP and Registered Retirement Income Fund (RRIF) products are promising tax-free withdrawals, typically involving offshore debit or credit cards, offshore bank accounts, or loan-back arrangements.

Investing in such schemes may result in a reassessment of your tax returns.

Worse, the promoters – who sound slick and professional – may simply disappear along with all of your retirement savings.

If you need to take money out of your RRSP before you retire, talk to an experienced accountant about whether it's the right move for you (it may be).

Better still, that advisor can help you plan for times when cash is tight without having to deal with the consequences of tapping into your RRSP.

Log into CRA's 'My Business Account'

If you bank online – and more than 67% of Canadians do, tops in the world, according to the comScore research firm – you'll quickly catch on to CRA's My Business Account service.

The Internet-based service is a secure and convenient way to transmit corporate tax returns and manage your income, payroll, excise, GST/HST, and other tax accounts. Your account balances, return status, and statements are accessible online 21 hours a day, seven days a week using a single user ID and password.

You can also transfer payments or credits from one account to another, like when you'd log on to your bank's site to check your balances and pay your credit card bill. If you like the idea of self-service but would rather have an employee or accountant do the job for you, CRA lets you authorize access to an employee or third-party. For information, visit www.cra-arc.gc.ca.

For security reasons, registration takes time and patience – you may not have access to all of your information until CRA mails you a special code. But the benefits are worth the wait. □

– Scott Taylor is vice-president of TFS Group, a Waterloo, Ont., company that provides accounting, fuel tax reporting, and other business services for truck fleets and owner/operators. For information, visit www.tfsgroup.com or call 800-461-5970.



When the going gets tough, the tough get smarter

If there was ever a time to find ways to run your business more efficiently, now is the time.

So, where do you find accurate information about industry trends and future estimates for shipment volumes, rates and surcharges, so that you can plan your operation accordingly?

Where can you find stats that allow you to compare your trucking operation to others, so that you can identify potential problems and opportunities for your business?

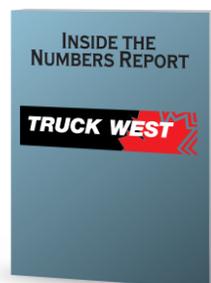
Look no further, *Truck News* and *Truck West* are about to publish a comprehensive guide for trucking and transportation professionals, called "Inside the Numbers" – a snapshot of

expectations for shipment volumes, rates, surcharges and capacity concerns based on detailed research of shippers operating in several industries.

- What can your trucking operation expect in 2009?
- What are the business trends that are changing your industry?
- What are the strategies shippers will be using to stay the course in 2009?

This timely report will provide you with a wealth of knowledge that you can use to guide you through the difficult year ahead.

If you'd like to reserve your copy of the "Inside the Numbers" report, send an email to kratray@ctl.ca.



Coming Soon!

Green is pricey, and heavy too

There isn't a government in this country – federal, provincial, or territorial – that doesn't have some kind of climate change "plan" in place, and we've even seen some modest reductions in greenhouse gas emissions in some sectors because of public education and incentives.

But in the transportation sector, which remains a major contributor to greenhouse gas growth, governments have been slow to react with any strategies to address the problem. While they're quick to say that emissions have grown by about 32% in the sector since 1990, they're not so quick to point out that this includes all transportation – air, marine, rail, pipeline – in addition to all on-road and off-road vehicles.

And when they're pointing fingers at road transportation, they conveniently forget that growing emissions from diesel engines aren't because the engines are "dirty," but because there are simply more of them on the roads since they started measuring.

And there's the rub. As the economy improves, demand for trucking services increases, more trucks on the road, more GHG emissions. We can't have it both ways.

The industry has been making huge investments to meet EPA emissions standards and to implement fuel economy strategies to keep trucking a safe and affordable mode of transportation, and it's about time governments came to the table with some help.

In November, Ontario became the first province with an incentive program that owner/operators can take advantage of. The province earmarked \$2.9 million for anti-idle devices as part of larger \$15 million, four-year program. The balance of the cash will be used to fund investment in hybrid and alternative-fuel technologies for light- and medium-duty commercial vehicles.

The money won't last long – the big fleets will grab some of it too – but it's a start. Another scary thing is how dangerously close we came to getting nothing at all out of the program for Class 8 vehicles.

When OBAC attended a preliminary stakeholder meeting for the program, we were the only ones in the room presenting an over-the-hood view of the world.

We shared the room with numerous suppliers of various green technologies, as well as reps from light- and medium-duty truck makers – Class 2 through Class 7 – who were looking for a pot of money for the advancement of hybrid and alternative-fueled vehicle technologies.

Indeed, at the outset, the lighter vehicles were the only ones initially on the radar screen of the Ontario government. The program designers figured these vehicles were less likely to travel outside the province, and they wanted to ensure Ontario program dollars were spent reducing greenhouse gas emissions in Ontario's air.

I mean, really. This is *air* we're talking about. Attempting to put geographic borders around GHG emissions is like designating a no peeing area in a swimming pool.

Voice of the O/O

Joanne Ritchie



Like Ontario, other jurisdictions which are looking at incentive programs want to ensure that they get cleaner air in their own backyards for their investment. I think this is where our federal government should show a little leadership and get energy ministers across the country to agree: an idle-free truck parked anywhere, regardless of where it comes from, is a good thing.

And there's another message we're sending loud and clear to governments. While the cash incentives are nice – indeed welcome – we could use an adjustment to our weights and dimensions regs too.

Since EPA's emission reduction rules rolled out in October 2002, roughly 500 lbs of air cleaning equipment has been added to the weight of a truck. EPA2010 will be upon us in just 12 months, and with that will come another 400-500 lbs worth of hardware we'll have to hang on our tractor frames – somewhere. Space will be an issue for some, but that's another story for another day.

If you want to add disc brakes to your next truck, you'll be faced with adding another 400 lbs. You can spec' aluminum hubs to save 300 lbs, but you'd pay dearly for it. APUs, or battery-powered climate control systems some of the OEMs are offering, add another 400-500 lbs. A moose bumper? Aerodynamic devices? Again, more weight.

Since 2002, we've lost close to 2,000 lbs of potential payload to various bits of mandated hardware. Put another way, there is some darned useful equipment that many of you will have turned down because it either weighs too much

or costs too much.

Most of these extra pounds will hang on the tractor, spread between the steer axle and the drive axles. We'd like to see a 1,000-lb tolerance on the steer axle and 1,000 lbs on the drive axles for trucks equipped with the above-mentioned hardware.

In the grand scheme of things, this won't have a negative impact on our roads either – a pretty small percentage of trucks actually run at or close to maximum gross weight all the time. In this case, we're asking for little more than a stroke of the regulatory pen and a little common sense.

And wouldn't it be nice, whether it be weight tolerances or green technology incentive programs, if our governments could talk to each other and bring some cross-country harmonization to the schemes as well? □

– Joanne Ritchie is executive director of OBAC. How tolerant are you? E-mail her at jritchie@obac.ca or call toll free 888-794-9990.

THE BRAND THAT LIGHTS UP LEGENDS.

When it comes to legendary machines, Cats and Harleys definitely qualify. Peterson knows. For almost a quarter century, we've supplied safety lighting systems for leading Caterpillar and Harley Davidson models. Year after year, our lights have exceeded their highest standards for design, quality, and fail-proof performance. If you're looking for 100% all-American lights that would do your equipment proud, Peterson is your brand. Tough enough for some of the hardest-working machines on earth. Beautiful enough for some of the most gorgeous machines on asphalt. And proud to be part of the stuff legends are made of. **816.765.2000**

ISO 9001:2000
REGISTERED SINCE 1995

www.pmlights.com

PM PETERSON

Grain haulers

Against the grain

Western grain haulers slowed by inadequate rural infrastructure.

By Jan Westell

VANCOUVER, B.C. – Ken Wozney has spent a lifetime in the production and hauling of agricultural commodities, having been born and raised on a family farm in Manitoba, and more recently working in grain transport operations.

In 1994 he was employed with Cando Contracting as an equipment operator, and later as a project manager for the company. That job took him across the country, pricing jobs and installing, repairing, removing and cleaning railway lines and right-of-ways.

“This job gave me great knowledge of road restrictions, municipality/county laws, and how the railway operated,” he said during a panel discussion at a Westac conference entitled *Freight Demand Outlook: Is Western Canada's Transportation System up to it?*

Wozney began working for RTM Transport almost a decade ago, first as a truck driver learning the industry and the location of plants and mills. Then about eight years ago, he stepped out of the truck and into the office, to become a dispatcher, directing

trucks in and out of feed mills, plants, and farm yards. For the past two years he has been an office manager for RTM.

Coupled with RTM management responsibility, a year ago he became the Reeve for the municipality of Strathclair, Man. It has a population of 900, and located about 120 km from the Saskatchewan border is a municipality made up of grain and livestock operations.

“As you can see, my history shows that I've been involved in the grain, railway and trucking industries for many years,” said the politically-savvy grain hauling expert. “I understand the challenges that are faced, right from the producer to the receiver.”

Currently, RTM operates 60 Suber-B hopper grain units that provide service to the grain market across the Prairie provinces and North Dakota.

In the past 23 years of business, RTM has become a very active and aggressive grain hauling company, according to Wozney.

“It has changed along with the industry to provide the professional and on-time service that farmers and the grain companies have come to expect,” he said.



NEW PRAIRIE LANDSCAPE: The closure of grain elevators means longer hauls and more truck traffic on rural roads in Saskatchewan.

In the past few years there have been many challenges when it comes to grain movement, from elevator closures, grain company mergers, road restrictions, hours-of-service changes, and fuel and repair costs, all of which have had a huge impact on transport companies like RTM and its customers, according to Wozney.

“We had to find a way to work around these issues, and make the best of it, for all the parties involved.”

In recent years, the grain producing and hauling industry has been affected by the loss of the Crow freight rate subsidy, with the subsequent closure of a large number of local elevators and a dramatic decline in small family farms. There has also been growth in the processing industry, such as ethanol and canola crushing plants, all of which have caused a dramatic increase in truck traffic

on municipal, provincial and national roads.

“The Crow has been replaced with more and larger feedlots: large hog, chicken, and turkey feeding operations, with the intent of using up the feed grains locally rather than (shipping by) expensive rail,” said Wozney.

Most local elevators have been replaced with a few, but not always well-placed “high throughput” plants, according to Wozney. Within 50 miles of his own community, there have been 35 elevators closed, which have been replaced by five high throughput operations, with a greater distance to deliver.

“A lot of farms that used to haul two to five miles to their local elevator are now faced with a minimum of 15-25 miles,” he said.

Furthermore, feed grains that used to go to the local elevator are now being trucked a lengthy

The Extra Mile

Northwest Tank Lines is one of the safest and fastest-growing tank truck companies in North America. Our record has been over 50 years in the making – the result of a company-wide commitment to safety and service excellence.

Northwest's professional drivers work with state-of-the-art equipment including Kenworth and Peterbilt tractors. Great equipment and a dedicated support team are why our drivers know that while getting the job done well is expected, spending time at home is also a priority.

Our professional drivers enjoy very competitive wages, excellent benefits, and a generous RRSP program. More important, they enjoy the freedom and flexibility to work in an environment that values their family time too.

Northwest wants professional drivers that are looking for a great place to work. If you have a Class 1 Licence, and a minimum of three years experience, contact us about how we can go the extra mile for you.

Driven to Deliver™
www.northwesttanklines.com

Call Laurie Elliott at 1.800.661.5528 ext. 233, email laurie@nwtl.ca or fax us at 403.250.7801.

FASTER, EASIER BORDER CROSSING!

Get C-TPAT certified within 30 days!

<p>Benefits of Certification include:</p> <ul style="list-style-type: none"> • Expedited clearance times • Automatic access to Free and Secure Trade (FAST) program • Significantly reduced likelihood of random inspection • Significantly reduced enforcement and compliance inspections • Shipments for inspection directed to front of the line during random inspection 	<p>AVAAL ALSO OFFERS:</p> <ul style="list-style-type: none"> • ACE e-Manifest Transmission • Customs Clearance • Dispatch and Logistics Training • Authorities and Permits • Co-Pilot Truck GPS & Cyber Trucker • Corporation Registration
--	---

C-TPAT SHIPPERS CAN USE ONLY C-TPAT TRUCKING COMPANIES

Don't lose customers. Get certified today!!

www.avaal.com

Contact Dara Nagra
2 Automatic Rd. Unit #110,
Brampton, ON L6S 6K8

Phone: **1-877-995-1313**
Email: dnagra@avaal.com

180-250 mile distance to Red River Valley feedlots in Manitoba, or up to 700 miles to "Feedlot Alley," near Lethbridge, Alta. Likewise, canola now goes direct to the crusher, instead of to a local elevator. The raw product is then railed to the West Coast or Thunder Bay, Ont., with the trip completed by ship.

"With the high demand for canola oil, we are now seeing farmers sow a larger portion of their land to canola each year with above average yields becoming more common," said Wozney, who has a political and corporate concern about rural traffic. "This naturally adds to the number of loads being trucked," he added.

Small family farms that used to deliver to the local elevator with three- and five-tonne trucks are now being replaced with large corporate farms that are using five-, six- and eight-axle units to deliver grain to distant facilities, he added.

"Where we used to see mostly (straight) trucks, and the odd semi on some farms, we are now starting to see semis on most farms, and farmers are now starting to purchase their second semi," he pointed out.

The processing of grain into oil and ethanol has also created a huge demand for wheat, corn and canola stocks, said the RTM office manager, with three large ethanol plants in Lloydminster, Menedosa and Belle Plain.

"It is my understanding that for these facilities to operate at full capacity, they each need approximately 30 Super-B loads per day, for the 250 days a year they're open for receiving."

Wozney noted that two large canola crushing plants are under construction in Yorkton, Sask. Each facility will require nearly 70 Super-B loads per day to run at capacity, he estimates. "Along with this canola explosion in Yorkton, several small surrounding towns are closing their small elevators, and the grain will now be trucked to large expanded fa-

cilities in Yorkton."

The canola crushing plant at Clavet, Sask. has doubled in size, while Nipawin, Sask., Harrowby, Man. and Altona, Man. are all being upgraded or expanded.

"Keep in mind that the canola meal needs to be hauled out of these plants as well," said Wozney. RTM, along with its sister company Conquest, has grown from a five to a 60-truck operation in the past 13 years, and it is coping with increasing customer demand.

Wozney indicated that the expansion would be even greater if the company could source more qualified drivers.

"The work is there and as you can see, more is to come. We could increase our fleet by at least 20% over the next year and a half if qualified people could be found," he said of a problem experienced throughout the grain-hauling industry.

But with truck traffic increasing on rural roads each year, Wozney has concerns about the infrastructure in the region.

"With the abandonment of rail lines, the massive closures of elevators and the termination of the rail subsidies, we have put an enormous amount of truck traffic on our roads. Couple this with the growth of local processing for canola oil, proposed biodiesel and ethanol plants, and other specialty products now, and in the future, and you can see that roads will suffer the consequences," he told Westac members, before mentioning a more recent traffic concern. "Add to this, Winnipeg is applying to be the new 'inland' port."

These economic issues should be a huge concern for grain companies that are designing new facilities, Wozney suggests.

It's a question of service – considering that the produce and

trucking companies that are hauling product are eager to avoid waiting in line-ups.

"Time is money for everyone," he said. "The faster the trucks are put through the system, the more likely they are to come back."

With an increase in travel over gravel rural roads, transport firms like RTM must cope with increased vehicle maintenance, repairs, fuel, and replacement costs. Wozney would prefer that all levels of government plan for direct routes through rural roads, which

could then connect to municipal routes (RTAC), to minimize costs for the farmer, trucking firms, grain companies, and local government.

"It's very important for all parties that are involved in the movement, to understand that if it's not the most direct route and the units are not loaded to legal RTAC weights, the costs are increased to everything – including the environment."

To tackle this dilemma, Wozney suggested that all levels of governments get an infrastructure plan and funding in place, "sooner rather than later," as the situation has digressed in recent years.

Another area of concern for the grain hauling industry is a lack of clean-out facilities, and the potential for cross-contamination.

"We are now faced with not only the possibility of fertilizer loads being contaminated with grain from poorly-cleaned trailers, to now having customers asking for cleaner trailers to combat grain-to-grain contamination. (That's) because of disease in the grain or specialty crops like mustard, that they can't clean canola out of."

As a result, drivers are being asked to clean trailers on a regular basis. Wash-outs between loads are becoming common practice, at

an average of \$100 a wash – an expense that must be factored into transport pricing.

Drivers are being asked to keep trailers clean, but they aren't permitted to clean out trucks on public roadways, added Wozney. Yet, not all of the grain and fertilizer companies are supplying clean-out facilities.

"This is an area that the provincial government should be of help, by forcing facilities to supply proper clean-out areas, and developing strategically-placed clean-out areas throughout the province."

Wozney predicts that trucking in the grain industry will face a huge downloading of costs in the upcoming years, with major competition from farmers who use improperly-registered trucks and farm fuel. Transport companies that haul grain also suffer from erratic fuel costs, deteriorating roads, and what Wozney calls "experimental environmental motors," which he believes can cause excessive downtime, due to inadequate repair facilities.

He also fears the "forced use of biodiesel," in a harsh environment that Wozney said, has proven to be too cold for its use. "I hope that the people that mandate it will be there to help us unthaw the fuel lines on those cold, windy, prairie roads."

Otherwise, the future of the grain hauling industry looks promising, according to Wozney, with new and larger plants being built. However, he hopes that companies that are planning new infrastructure are doing their research, and designing a receiving system that can effectively handle the production of the plant. In this effort, Wozney suggest to Westac logistical leaders that grain companies and/or governments that are trying to solve this dilemma should consult with experienced trucking firms.

"Remember, they are the ones that sit in your line-ups at the plants or are working their way through the municipalities, to provide great service to the rate payers and the grain companies." □

'The faster the trucks are put through the system, the more likely they are to come back.'

Ken Wozney, RTM

Classifieds CLASSIFIEDS classifieds classifieds
 Classifieds CLASSIFIEDS classifieds classifieds

FOR SALE

Small well established Saskatchewan Trucking Company
Firm contracts in place.

Good Profit Margin.
 Plenty of room for growth and expansion.
 It's time to retire.

For more information call:
306-782-7546

E-mail:
kpenner@trucknews.com

\$99.00 Copy only
\$129.00 w/Picture

Ad runs one month

Also Advertise On-line at:
www.trucknews.com

OWNER OPERATORS
SELLING OR BUYING EQUIPMENT?
 Check us out online at **www.trucknews.com**

BUYING?
 Browse by make, model and year. With the click of a button you'll have access to some of the best deals in the country.

SELLING?
 For just \$99 (plus GST) we'll list your truck or trailer including a full description and picture.

TRUCK NEWS CLASSIFIEDS
 CANADA'S LEADING NEWS SOURCE FOR TRUCKING COMPANIES, TRUCK DRIVERS, AND OWNER/OPERATORS.
 ALL NEW & USED TRUCKS & TRAILERS FOR SALE

BUY TRUCKS & TRAILERS
 browse through our list of trucks and trailers for sale
SEARCH NOW!

SELL TRUCKS & TRAILERS
 list your truck or trailer for sale
POST YOUR AD NOW!

*Post your ad for only \$99! Click here for details.

For more information contact Rob Wilkins 416-510-5123

Container shipments will continue to rise: Forecaster

Continued from page 1

And how can we manage the impacts?" he implored.

When forecasting, the objective is to try to "predict and provide," he said. Comtois has studied how container trade has evolved over the past 17 years. He says that containerization is an unavoidable part of world economic growth.

The annual growth rate of container trade stands at about 10%, which means in a few months the world will reach the half billion mark in terms of container movement. But 50% of world container trade occurs in east and southeast Asia, while North America accounts for less than 10% of world container trade.

"But if you look at North America's container traffic, there are marked differences between North America's east and west coast, which is good news for Vancouver," he said.

The west coast is growing at a faster pace, and accounts for a larger share of container trade, he added. The Atlantic seaboard is dominated by New York and New Jersey, while Canada's eastern seaboard is dominated by Montreal, which accounts for 64% of the container market share of Eastern Canada. The Pacific coast is dominated by a cluster of ports in San Pedro Bay, with Los Angeles and Long Beach, but Canada's west coast trade is firmly anchored in Vancouver with Prince Rupert emerging as a new load centre on the Pacific Rim.

Comtois also offered a comparison of container traffic between the US and Canada. About 15% of Canadian containerized freight passes through US ports, but 20% of container traffic from Canadian ports is US-bound.

Considering that the size of the economies is different, Canada is actually gaining in this area, due to the vastness of the US market, according to the professor.

"But a key factor in containerized freight is hinterland connections. You must be aware that many countries envy Canada's rail network architecture, especially in Europe and Asia. There are about three million TEUs carried on Canadian rail."

When considering commodities, Comtois said Canada's economy is relatively strong in terms of containers, and there are very minor imbalances between import and export containers, at "approximately plus or minus 2%, which is very reasonable."

Inbound goods are mostly manufactured and consumer items and outbound traffic is resource-based, which means it's heavier, which restricts stacking containers on a ship. Montreal and Halifax combined display a broad range of containerized freight economies at Canada's marine gateways. In sharp contrast, at Vancouver ports 45% of container imports are consumer goods, while 52% of container exports are forest products. It's a situation which compels Comtois to offer a word of caution.

"This means that there's not exactly in Vancouver, a portfolio of containerized trade that could act as a buffer, and a protection against



TOO MUCH OF A GOOD THING?: Is the Port of Vancouver ready to handle steadily increasing volumes of containers?

market fluctuations," he warned.

Canada's market share on the globe is marginal he notes, at less than 1% in terms of container trade. Not only that, world container trade is dominated by global carriers, shippers and terminal operators – almost all containers are shipped by non-North American firms, and terminals are increasingly being managed by international market players. Yet, Comtois is not concerned about this, he says it is simply part of the container globalization process.

"What is interesting is that when you're talking about containers, you're talking about intermodality, and gateways like Vancouver cannot avoid intermodality. Its function rests on the most important market, those that generate the highest revenues. But success of intermodalism in Vancouver will depend on several factors, such as: the thickening up of infrastructure; increasing load factor capacity; and above all, development of logistics services. The selected Canadian shippers, such as Canadian Tire, the Bay, and Loblaws, are outsourcing overseas, and are serving the gateways, and this is something we have to appreciate and we have to analyze."

When forecasting, Comtois believes there will be growth in world container trade, including here in Canada.

"By 2020, I would estimate that Canada will handle approximately 12 million TEUs with over two-thirds of the market share on the west coast, underpinning that the burgeoning market of East Asia will likely contribute to increasing trade containerization. But I would like to underline to you, however, that these figures are less than what is currently being handled in the port of Hong Kong."

Another impact on Canadian shippers is the US economy, which Comtois believes is "extremely re-

silient." He predicts the next US government will provide "massive investment" in US infrastructure, mainly because China has just committed \$600 billion to upgrade its infrastructure, a situation that Canada and its transportation stakeholders, must consider.

"Canada will be further exposed to competition. If there is something you have to do as members of the industry, (it) is to scrutinize Transport Canada's infrastructure development policies," he urged.

Canada should embark on a path where it invests "massively" in infrastructure, recommends the professor. In discussing the capacity of Canada's three main gateways by the year 2020, he said Halifax is currently only operating at 50% capacity. Montreal will probably reach saturation, but that area has another site of 350 hectares to expand upon, which will increase capacity by one million TEUs. The west coast is another story.

"In Vancouver and Prince Rupert, according to my calculation, you will reach saturation by 2018, which means you have to find other sites, somewhere in order to cater to that demand," he said.

Two particular impacts that have to be managed, he said, are related to value-added warehousing and corridor capacity.

Comtois said a "staging post" facility is needed a short distance from the port, which has rail connections for delivery inland.

"This would provide some form of flexibility in scheduling, thus reducing impacts of delays at the port. Then you will be able to provide value-added (services) in trading commodities, and of course, have some sort of capacity to transfer goods or commodities from 40 TEU containers to 53-ft. boxes carried by truck."

Comtois said that railway corri-

dor capacity for Canada is very difficult to assess because there are "operational issues."

However, he recommended a need to provide "smart yards," since additional weight capacity is required for selected tracks. Regarding west coast ports in Vancouver and Prince Rupert, he believes there is a need to develop a rail buffer, or "a smart marshaling yard" with approximately 100 km of railway tracks. "(This would be) somewhere a certain distance from the port, managed by the port, which would be able to provide some sort of buffer between the arrival of ships and the scheduling of freight, which are never on time. But if you have that buffer, controlled by the port authority, that will be able to answer both supply and demand – and of course you do that smartly, with value-added warehousing at the same time."

Comtois also discussed environmental concerns related to infrastructure planning, and emphasized that "a sustainable gateway is not negotiable."

The international banking system is already considering establishing credit rates according to the environmental performance of terminal operators and shipping lines, and he indicated that the costs savings can be considerable.

"If you have to build a new container terminal, this will cost you half a billion dollars. What's the difference between a 5% interest rate and 7% interest rate on half a billion dollars? That's a lot of money."

On a trip to the United Kingdom, he discussed green certification with Lloyds of London. Representatives at that organization told him that insurance premiums are being set based on green certification, for both environmental and legal reasons. Shareholders are also increasingly investing with those companies that can prove environmental sustainability. Even shippers are requesting proof of sustainable practices. "Ikea and Wal-Mart are asking shipping lines to measure the environmental footprint of product transport," said Comtois. "They need to know, and shipping lines such as Maersk have developed these kinds of data."

Even stakeholders involved in mergers and acquisitions are asking about the environmental performance of each other's companies, because they don't want to be buying unforeseen problems, warned Comtois of a shift in corporate values. "This is what is emerging."

Comtois believes there will be growth in containerized freight in Canada and there are different scenarios that have to be considered in terms of intermodal transport.

He said a blueprint for the integration of gateways and corridors into global logistics supply chains has empirically been tested, and best practices in terms of sustainability are emerging.

"One thing that we have to do in Canada, which has already started, we have to develop performance indicators and benchmarking system for our gateways and corridors. It is a very difficult process, but we have to do it," he concluded. □

'In Vancouver and Prince Rupert... you will reach saturation in 2018.'

Dr. Claude Comtois

trucknews.com

Brought to you by the Editors of Truck News Truck West and Motortruck

Search

The Industry's Leading Website!

GO!

Topic Alerts
Subscriber Services
FREE News Alert

Magazine

Cyber CB

NEW

Headline News

Print Editions

Editor's Blog

Press Release Wires

Events Calendar

Crossword

Careers

Driver Recruitment

Truck-Ops

NEW

Commerce

New & Used Trucks

New & Used Trailers

Monthly Advertisers

TruckSource Directory

Resources

Links

Miles & Maps

Vehicle Weights & Dimensions

Border Info

Border Legislation

Hours of Service Regs

AMPS

Information

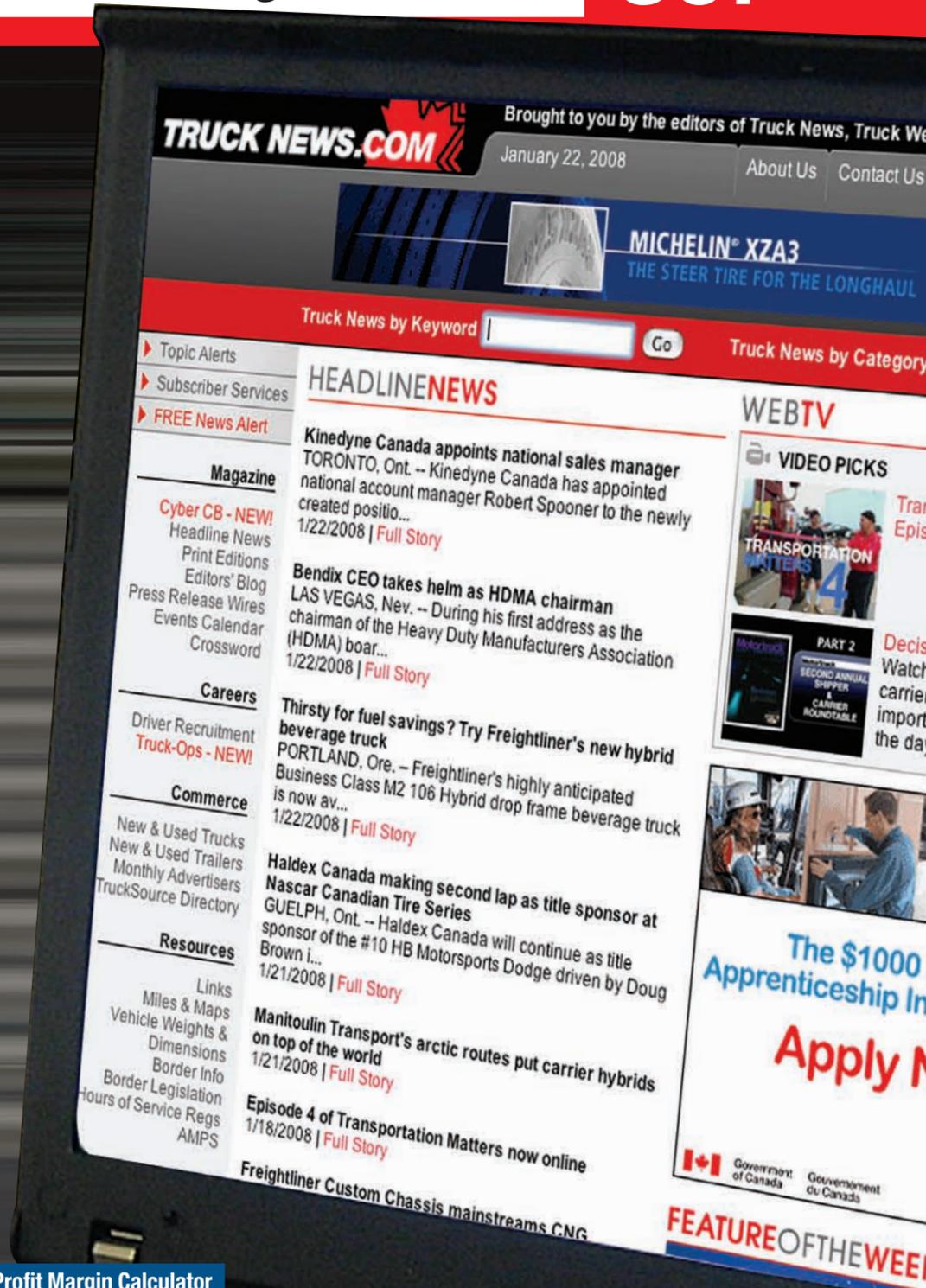
Email Newsletter

Media Kit

Reprints

Subscribe

Contact Us



Routing & Profit Margin Calculator
powered by **ProMiles®**
1-888-736-4537
www.promilescanada.com

Mileages and Maps

Fill out the correct information for steps 1-4, then click the "Run Trip" button at step 5.

Step 1: Your starting point
City: _____ State/Province: _____ Zip Code: _____

Step 2: Your destination
City: _____ State/Province: _____ Zip Code: _____

The Industry's Number One News Source!

Ontario

Fergus Truck Show looks for new home

By Jan Westell

FERGUS, Ont. – The Fergus Truck Show may be a victim of its own success, and is seeking a new location now that two owners of land that's located adjacent to the main show site have decided to withdraw from participating in the event.

The crux of the problem is over land use on the two 22- and 40-acre parcels of land, which is used for camping, parking, a show'n'shine and tractor pulls – an area located adjacent to the 60-acre main site which is owned by the Centre Wellington Township. The chief operating officer for the Fergus Truck Show is being extremely discreet about the ongoing negotiations with the landowners, as well as the show's future plans.

Wayne Billings is hopeful that relations can be nurtured, and potentially restored, with one or even both of the farmers that own the land. But in the event that scenario doesn't come to pass, the show organizers are seeking other site possibilities that must consist of about 125 acres in either: the Fergus area; within the greater Centre Wellington Township; or in another southern Ontario location.

"As of right now, we're still looking for a site," says Billings. "I can't reveal where they are right now, at this time, but I have three, well actually four sites locally, that I have talked to (landowners) about the event. As far as I'm concerned,

there will be a show. It's just a matter of where it's going to be."

If the latter scenario came to pass, and the show is forced to relocate away from Fergus, Billings admits that the show's board of directors has discussed the potential for a name change. But it's an idea he's not keen on.

"That has definitely been brought up, as to whether we would change the name or not. We will definitely maintain 'Fergus Truck Show' somehow in the name, if (the site) was changed," he says.

In the last few years the Fergus Truck Show has expanded its venue to keep it viable, creating more family-friendly events such as an amusement park, as well as other attractions for a diverse audience.

The show offers top-notch musical entertainment, this year featuring Canadian rockers April Wine, Kim Mitchell, and David Wilcox and country star Aaron Pritchett. Truck enthusiasts also turned out in droves to view a demolition derby, and a massive show'n'shine, which attracted as many as 429 trucks according to organizers.

The show has routinely been recognized as one of the top festivals in the province. However, it may now be suffering fallout from its success and growth, earning the ire of the landowners the show depended on to provide space.

"I guess that's possible," Billings responds. However, he adds the

show had to diversify and become more than just a truck show to ensure continued success.

"We'd outgrown the facility so we were able to rent the land. So, given that sense – getting bigger has likely been an issue right now. Also, staying as just a truck show – given the economy right now – I think that we would be out of business."

Many charitable groups have benefited from the show. The "Family Fun Zone" amusement park, which partnered with NAL Insurance's 'Trucking for Wishes' program raised more than \$30,000 for the Children's Wish Foundation. Twenty-five local service groups have also profited from the event, thanks to members who volunteer at the show.

"Many of these (service clubs) have indicated that without the monies that they receive for working at the show, many of their events or causes would be significantly deprived," says Billings.

The Fergus Truck Show was founded 23 years ago by Sherry Clarke, who came up with the idea of holding a truck show to help raise money for the town's recreational facilities.

The profits of that first show were earmarked for a new hall at the community centre, which is now known as the Centre Wellington Community Sportsplex. □

Ontario green rebate forms now available

TORONTO, Ont. – The Ontario government is now accepting applications for rebates towards environmentally-friendly commercial vehicles and anti-idling technologies.

Applicants can receive up to one-third of the incremental capital cost of a Class 3-7 alternative fuel-powered truck, including hybrids, or one-third the cost of an anti-idling device for Class 8 tractors including auxiliary power units.

To download application forms, visit www.mto.gov.on.ca.

The funding is part of the province's Green Commercial Vehicle Program, which will allocate \$15 million towards green commercial vehicle technologies. The program is retroactive to August, 2007.

Both the Ontario Trucking Association and Owner-Operators' Business Association of Canada (OBAC) have lauded the program, however OBAC said it would like to see more funding allocated towards owner/operators.

Only \$2.9 million of the funding will be available to owner/operators for anti-idling technologies such as APUs. □

TRUCK NEWS On-line Recruitment Centre

POWERED BY **driverlink**

Enter your resume directly at www.trucknews.com

This information is entered on an online database which is viewed by companies looking for drivers. Finding the best carrier to work for isn't easy but maybe we can help.

First Name _____ Last Name _____

Address _____ City _____ Prov/State _____

Postal/Zip _____ E-Mail _____

Home Tel _____ Cell _____

Best way to contact me: Home Tel Cell E-Mail Other _____

Work Preferences: Owner Operator Hwy Team Hwy Single/Company Driver

Local Lease Purchase Driver Trainer Moving Other _____

Owner Operator? Manufacturer _____ Year/Model _____ Engine/Size _____

Preferred Trailer Type (check all that apply): Flatbed Heavy Hauling/Specialized Moving Van

Tanker Straight Truck Super 8 Reefer

Van Other _____

Trailer Type Experience (check all that apply)

Flatbed Heavy Hauling/Specialized Moving Van

Tanker Straight Truck Super 8 Reefer

Van Other _____

Current Drivers License: Do you have a Commercial License? Yes No

License # _____ Exp. Date _____ Prov/State Issued _____ Type _____

Has your license ever been suspended? Yes No Total Truck Driving Experience _____ /yrs

Last Employer _____

Name _____ Company City _____ Prov/State _____

Tel _____ Start/End Date _____

Job Description _____ Reason for Leaving _____

Certification/Training: Doubles/Triples Air Brake Adjustment Over-Size Loads Hazmat Air Brake (Drive) Tankers

Name of School _____ Name of Course Completed _____

City _____ Prov/State _____ Start/End Date _____

Can you lift 50lbs? Yes No

Cross Border Travel: I am able to cross the Canada/U.S. border to haul International loads Yes No

I am willing to cross the border Yes I am FAST approved Yes No

Would you like to be contacted by driver agencies? Yes No

By filling out and signing this application, I agree to abide by Driverlinks's terms and conditions and consent to the use of personal information according to the Driverlink privacy policy.

Signature _____ Date _____

Driverlink is proud to protect the privacy of your personal information as required under federal privacy laws. If you would like to see a copy of our privacy policy, please go to www.driverlink.com/privacy. If you would like a printed copy of our privacy policy, please call us at 1-800-263-6149 and we will be happy to mail one to you.

LARGEST DATABASE

OF DRIVER JOBS

IN CANADA

FREE

TO POST YOUR

RESUME & SEARCH

FOR JOBS

SIGN UP TODAY!

www.driverlink.com



TRUCK NEWS Careers On-Line www.trucknews.com

By Mail: 6660 Kennedy Road, Suite 205,
Mississauga, ON L5T 2M9

By Phone:
800-263-6149

By Fax:
866-837-4837

Aerodynamics



TRUST THE TEST: Researchers weigh the fuel tanks at Energotest 2007 to ensure an accurate reading.

In test we trust

Testing for fuel savings is a complex process

By Carroll McCormick

BLAINVILLE, Que. – So you want to do a test to see if a product, say a trailer-mounted aerodynamic fairing or a vibrating gizmo patched into your fuel line that reduces fuel burn?

Could it be any harder than running an unmodified rig (control trip) to Houston and back while tracking miles driven and diesel burned, then taking the same trip again with the product installed (experimental trip), then comparing the difference in the fuel burned on both trips?

Truth is, conducting experiments is a very specialized type of work that researchers spend years learning how to do and then invest much thought and preparation in every experiment they carry out. Even experts make many mistakes and a key job of other scientists in peer reviews is to look for flaws in their work.

Take those runs to Houston. In order to be confident that the experiment will reveal any changes in fuel consumption that can only be attributed to that new product, everything else about the trip must be kept exactly the same: driving style; engine condition; route length and conditions; load weight; wind; idling time; tractor and trailer type and configuration; fuel measurement equipment; fuel temperature; tire pressure; windows up or down; air-conditioning running or broken; season – just to name a few.

The items in that list are called variables, because they can vary. As they vary, so can fuel consumption. The researcher's job is to

think of every variable imaginable and then attempt to keep them from varying: the only thing that should distinguish, or make those two Houston trips different, is the product itself.

Otherwise, any difference in fuel consumption could arguably be due to uncontrolled variables. The rules of experimental methodology state that no amount of huffing and puffing can make uncontrolled variables go away. Doubt is doubt. It is not acceptable to say, "Oohh, that! *That* variable doesn't matter." Who knows what matters without doing a test to see what matters?

Let's say you do measure a 5% difference in fuel consumption between your control and experimental trips. That's exciting, right?

Look again: what if over the previous 300 trips fuel consumption varied by as much as 9%. Now your 5% means nothing for sure. Or what if you measured no difference in fuel consumption in the control and experimental trips? Is the product ineffective, or is it because your driver got sick in Buffalo and Mr. Lead Foot got behind the wheel to finish the trip?

Making sense of results, or lack of results, is not straightforward.

"Operational observation demands a lot of care regarding the recording and analyzing of the fuel consumption, distances, routes structure, loads, drivers, etc.," says Marius Surcel, research engineer with FPInnovations – Feric division. He suggests "There should be at least three months baseline, without technology and

six months test stage with technology installed on the test vehicles. There should always be at least five control and at least five test trucks, sorting the trips, using similar routes, similar loads, the same drivers for the test-control couples."

Even having run a sound experiment, the data has to be analyzed according to generally-accepted rules. There are specialized statistical tools that are appropriate for different experimental designs, sense that has to be made of the numbers...this is a speciality area of its own.

So what is a person to do? Go to product manufacturers, who are armed with "statistics" that "prove" that their gear saves such and such an amount of fuel? Nothing says they are running good experiments either.

The ideal alternative would be to go to independent, trained researchers who will test products under controlled conditions.

With good clean results from tests done in a simplified environment, fleets are properly positioned to ask the follow-up question: "Will this product, which I know works on the track, work for my fleet?"

FPInnovations – Feric division and some Quebec trucking companies, with the support of federal and provincial government agencies decided in 2007 to carry out independent tests of fuel-saving technologies (*Truck West* has carried several articles on the 2007 trials) called Energotest 2007, and this year's trials, called Energotest 2008.

Everyone assembled at the 6.4-kilometre Transport Canada test track in Blainville, Que. with detailed test procedures and experimental designs, tractors, trailers, products that vendors were willing to have tested (they paid for this, aware that Feric would report test results, good or bad), scales, CBs, computers, top drivers and a mission to figure out which products worked and which ones did not.

Feric designed a test procedure based on the SAE J1321 Joint TMC/SAE Fuel Consumption Test Procedure – Type II.

This recites in detail how the trials should be run, and according to Feric, if it is followed to the letter, test results can be taken as gospel (a bold claim, but that is what Feric says). Interested persons can buy the test procedure from SAE International for US\$60.

Here is a brief summary of how Feric ran their trials: Each test of a technology involved two trucks – an unmodified control truck and the test truck.

"The vehicles had the same general configuration and were in good working condition, with all settings adjusted to the manufacturer's specifications. The load weights were representative of fleet operations and remained the same throughout the entire test period," Surcel explains.

In the baseline phase the unmodified control and unmodified test trucks did at least three runs of 15 laps together around the track.

Temporary fuel tanks installed on the trucks were weighed (measuring fuel consumption by volume is inaccurate, as it changes with temperature) before and after each run.

The baseline part of the trial was considered complete once the ratio of the two trucks' fuel consumption across three runs were within 2% of each other, that is, each truck's fuel consumption was stable.

In the final phase, the unmodified control truck did laps at the same time as the test truck with the technology installed and the ratio of fuel burned was again calculated across three 15-lap runs.

A comparison of the baseline and test ratios yielded the percentage difference (if there was any) in fuel burn between the unmodified and modified trucks.

There is not enough space here to explain what this ratio business means, but the point is, many rules had to be carefully followed in setting up the trucks, measuring the fuel burn, how and exactly where on the track to drive the trucks, monitoring wind and track conditions, after-trial truck inspections, etc.

If a rule was violated, such as missing a gear during acceleration, a trial had to be repeated.

Feric et al believe that the '07 and '08 trials demonstrate conclusively how well the technologies and techniques they tested work. With half the job done, what remains is for fleets to correctly match proven technologies to their operations and figure out their return on investment. □

Aerodynamic applications

Done right, lowering wind resistance is a definite money-maker



WIND-BREAKER: Trailer tails, like these from ATDynamics, can improve aerodynamics by improving air flow at the rear of the trailer, according to test results from research groups like FPIInnovations.

By Carroll McCormick
BLAINVILLE, Que. – A non-expert would be hard-pressed to name two improvements in truck aerodynamics in the last 30 years: cab-mounted air foils and maybe, just maybe the “anteater”, also known as the Kenworth T600, introduced to the market in 1985. This tractor boasted a 22% improvement in fuel efficiency over the straight hood conventional, and god knows how much of an improvement over the cabover, which has the aerodynamic profile of a barn door.

Oh, there have been other improvements of minor note, but the mainstream only seems to have begun working itself into a lather about lowering tractor-trailer wind resistance and reducing fuel consumption in the last couple of years.

But then, the concept of reducing aerodynamic drag does sound like witchcraft to many outside the aerospace industry and the prospect of spending big bucks on products with an uncertain return on investment (ROI) is not exactly confidence-inspiring.

“We have a very bad record in the transportation industry for technological implementation. There are very few innovators and about 40% fail when it comes time to implement new technology. We know that some of the aerodynamic products work and some don’t. That is where people are not sure: ‘what is the real value of these devices?’ People do not have the hard numbers,” explains Yves Provencher, business

development manager with FPIInnovations – Feric in Montreal.

Thankfully, Feric, with its new PIT program and Transport Robert, with the participation of a few other big fleets have gone for the hard numbers with carefully-controlled tests of aerodynamic products and other fuel-saving technologies on Transport Canada’s test track in Blainville, Que.

In their first set of trials, called Energotest 2007, they tested: trailer side skirts, which mount below the sides of trailers; devices that change the rear of the trailer from a box shape to a tapered shape; and aerodynamic truck fenders. Non-aerodynamic ‘fuel-saving’ products were also on trial.

The Freight Wing side skirts improved fuel efficiency by 7.2%. A

similar product called the TrailerSkirt, by Laydon Composites yielded a 6.8% improvement.

Two products that attach on the back of trailers, the TrailerTails, by Advanced Transit Dynamics, and the BoatTail, by Transtex Composite obtained savings of 5.1% and 2.6%, respectively. The fenders, by Meka Form, improved fuel efficiency by 1.4%.

Energotest 2008 gathered more data that showed improved fuel efficiency for some products and tractor-trailer configurations, but only the members of Project Innovation Transport (PIT), a group of fleets and industry partners who support the tests, have seen the full results.

Hard data just sets the stage for calculating ROI, however.

CTA lobbies for weight and length leeway for aerodynamic devices

TORONTO, Ont. – The Canadian Trucking Alliance (CTA) recently called upon the National Task Force on Vehicle Weights and Dimensions to alter weight and length restrictions that limit the use of environmentally-friendly devices.

“The adoption of provincial regulations to allow technologies associated with CTA’s enviroTruck will assist the Canadian trucking industry in remaining competitive and will have significant positive impacts on the environment,” said CTA’s Geoff Wood, vice-president of operations and safety.

The CTA wants to see: a 1,000-lb GVW exemption for APUs and new engine technology; parity for wide-base single tires and duals; length limits adjusted to allow for boat tails, which extend off the rear of the trailer; additional weight exemptions for trailer skirts and other aero devices; and length and weight considerations be granted for moose bumpers. □

Aerodynamic drag is only really of concern at highway speeds.

“As a broad rule if you go under 70 km/h, don’t even think of aerodynamics. That is not going to be your problem,” Provencher says. Garbage trucks will never be slicked out like speed skaters and in-city fleets will have to look to non-aerodynamic technologies for top fuel-saving ROI.

Even for over-the-road fleets, a good ROI is not assured. The fuel savings on the track may be 7%, but in the real world, the trailer may be operating at 100 km/h (the speed at which the products were tested) only 80% of the time. Then you have to figure in how long your trailers are parked. There is also the lifespan of the product to consider.

As Provencher notes, “This is why people have had a hard time implementing technologies in general. You have to do the calculations right.”

On the plus side, on-board computers are already collecting all the data fleet managers need to calculate average speeds, the percentage of time the trailers are rolling at over 70 km/h, current fuel consumption, trailer downtime and the like.

Even when a fleet decides to buy a product, it has to be installed correctly.

“We see fleets that are installing skirts, but they are installing them the wrong way. We tested skirts, and depending on the angle the trailer skirts are installed on the trailer, the fuel savings can be from zero to 7.5%,” says Provencher.

For the first time in Canada, I might dare to claim, fleets have in PIT a place to go for good data and expert support in calculating ROI and obtaining installation advice. PIT, created immediately after Energotest 2007, is a subsidiary of Feric, which has some 25 transportation experts on staff.

“The membership fee is \$50 per tractor, before any tax credits. So you are only out of pocket about \$30. PIT members are already finding value in this,” Provencher says. “There is value in testing these products, but implementation only happens if testing is supported.”

Otherwise, fleets can go it alone, running their own trials and ciphering their ROIs.

Logistics Transwest in Lachine, Que., for example, reports an 8% improvement in fuel consumption with five trailers it outfitted with trailer skirts last April; the majority of its trucking is long-haul to the southern US. Michael Morin, responsible for optimizing fuel consumption, says, “I was already convinced before (Energotest 2007) that the products were worthwhile.”

He is poised to install trailer skirts on 78 trailers if he gets a Transport Canada ecoFreight subsidy. And if he doesn’t?

“It is certain that we will win with (the trailer skirt) products. If we do not get a subsidy, we will install the skirts (anyway), probably fewer at a time, but we will install them,” Morin says, adding, “We want to participate in Energotest 2009.” □



GOOD AS NEW: Mack and Volvo will remanufacture DPFs, restoring them to about 90% of their original capacity through a recently-announced program.

Mack, Volvo announce large-scale DPF remanufacturing program

MIDDLETOWN, Penn. – Mack and Volvo have announced they are launching a large-scale diesel particulate filter (DPF) remanufacturing program.

The companies will remanufacture used DPFs out of their Middletown Remanufacturing Center. According to the companies, DPFs will be remanufactured to more than 90% of their original capacity.

First, air will be blown across the filter element and ash and contaminants will be removed using a powerful vacuum.

Filters with a lot of oil or particulate buildup will then be baked in an industrial oven to further remove ash, the companies explained.

Bob MacPherson, manager of lean systems and new engine projects, said this will be done cost-effectively, since the DPFs will be remanufactured in bulk.

“DPFs are tremendously effective at capturing particulates and keeping them from the air we

breathe,” MacPherson said. “Once the truck’s sensor shows the filter is filling with ash and is no longer performing optimally, the customer will come to a Mack dealership and exchange the filter element for a remanufactured one. The other element will be sent to us and we will remanufacture it and return it to useful service.”

The companies say their cleaning process will remove more ash in one cleaning than other methods could clear out in multiple cleanings. So far, most trucks with EPA07 engines and DPFs have yet to reach the mileage where the first cleaning will be required.

“Our message to customers is that when they’re ready to change out their DPFs, we have a cost-effective solution to do that,” MacPherson added. “Our 30 years of experience in perfecting the remanufacturing process ensures customers will get the highest levels of performance and quality in their remanufactured components.” □

Detroit Diesel says SCR testing going well

REDFORD, Mich. – Detroit Diesel says its selective catalytic reduction (SCR) system, dubbed BlueTec, has reached seven million miles in North American validation testing.

“We started our engineering development and validation activities several years ago to optimize BlueTec SCR for the 2010 North American market,” said David Siler, director of marketing, Detroit Diesel. “We are excited about how successful we’ve been in our validation program and we feel our customers will benefit from this positive experience.”

Detroit Diesel’s DD15 and DD13 engines will use BlueTec technology to meet EPA2010 emission standards. A common rail fuel system, diesel particulate filter and exhaust gas recirculation will also be employed. SCR requires the use of diesel exhaust fluid (DEF), which is dosed into the exhaust stream to create a chemical reaction that re-

duces NOx into harmless water and nitrogen.

The company says it is continuing its validation testing and expanding its test fleet monthly. It has also conducted extreme weather testing in sub-zero temperatures as well as in the Nevada desert.

“We have leveraged our relationship with Daimler Trucks North America by jointly conducting our design, packaging and validation testing activities,” said Rakesh Aneja, Detroit Diesel’s 2010 program manager.

“This ensures that the vehicle is optimized as an integrated system with respect to lifecycle cost including fuel economy, durability and reliability.”

In addition to racking up more than seven million miles of testing in North America, Detroit Diesel’s parent company Daimler has delivered more than 200,000 vehicles with SCR around the world. □

Allison Transmission introduces new MY09 prognostics

INDIANAPOLIS, Ind. – Allison Transmission has announced that it has introduced its new prognostic features for routine maintenance, which are available on MY09 Allison 1000/2000/3000/4000-series models.

Calibrated to particular operating requirements of vehicles, prognostic features monitor various operating parameters to determine and alert when a specific maintenance function is required, according to Allison Transmission. These features are intended to take the guesswork and hassle out of scheduling routine vehicle maintenance.

According to Allison Transmission: “Oil Life Monitor” is based on the vehicle’s duty cycle, determines fluid life and alerts when a fluid change is required, and helps give maximum oil life while providing protection to the transmission.

“Filter Life Monitor” provides an alert when the transmission’s fluid filter(s) need to be replaced, a feature which may help extend

filter change intervals and provide protection for the transmission. “Transmission Health Monitor” helps avoid costly repairs and downtime by taking the guesswork out of scheduling routine maintenance, a feature which determines and alerts when clutch maintenance is required.

While these prognostic features use sophisticated electronic monitoring technology, according to the transmission manufacturer, they are designed to be user-friendly. When service is due for Allison 3000/4000-series models, a wrench icon on the shift selector’s digital display will alert the operator. Similar to checking oil level and diagnostics, the company further states the status of all three prognostic features can be checked by toggling through the shift selector’s display, while 1000/2000-series models require a separate transmission service light to alert the operator.

Use of Allison Approved TES 295 transmission fluid is required, the company advises. □

Daimler Financial Services Americas launches new operations centre

FORT WORTH, Texas – Daimler Financial Services Americas has officially launched its new, cutting-edge, 164,000-sq.-ft. operations centre, which will initially employ 550 people but has the capacity for 800.

During an outdoor celebration that included all Texas employees, US Congresswoman Kay Granger, executives from Germany, area dealers, local officials, community partners and corporate neighbors in the Alliance, Daimler Financial Services Americas president and CEO Klaus Entenmann talked about the company’s expansion and commitment to the North Texas region.

“While any expansion might seem like a trend contradicting the current economic environment, we feel it is important to make significant investments in our future, our employees and the community,” Entenmann said.

According to Insight Research of Dallas, Daimler Financial Services’ expansion in the North Texas region will result in a positive economic impact of \$115 million in the first 12 months and \$48.5 million annually going forward.

“Companies across the country are looking to Texas as the place to locate their business thanks to a reasonable regulatory environment, fair tax structure and educated workforce,” said Texas Gov. Rick Perry. “Especially when the nation is facing economic challenges, Daimler’s decision to expand in North Texas and the capital investment it will generate will help continue to bolster Texas’ economic well-being and competition in the global marketplace.”

Late last year, Daimler Financial Services announced a re-engineering strategy of its operations in the Americas to contain costs and increase efficiency. Entenmann travelled the country explaining the strategy to employees.

One outcome of the re-engineering was the consolidation of operations and facilities into two main locations: Michigan and Texas. The headquarters for the business is in Farmington Hills, Mich., with nearly 400 employees. The operations centre is located in Fort Worth with about 550 employees.

“We strongly believe these strategic decisions will create greater job opportunities for employees and help us improve service to our dealers and customers,” Entenmann said. “Additionally it will contribute to a lower cost structure and bring together the national knowledge base of our organization.”

Entenmann said the company is creating a customer service powerhouse at the Texas location that will enhance opportunities for employees and increase efficiencies.

“This will create a large talent pool where our people will have a wide range of career opportunities in both the luxury car market and the heavy trucking industry,” he said. “Most importantly, they will not have to relocate all over the country during their careers. We will be able to share best practices between the two business units to maintain our high levels of customer service.” □

OEM/Dealer News

Raydan Manufacturing settles into new Ontario digs

BADEN, Ont. – At a time when news of plant closures seems to be a daily occurrence in Ontario, it's refreshing to visit a newly-opened chassis modification facility in the province. Such was the case recently, when Raydan Manufacturing opened the doors of a new 20,000 sq.-ft. plant in Baden, near Kitchener.

Located on seven acres of land, the shop features a 100-ft. long pit. Most of Raydan's work at the new shop will consist of chassis modifications and twin steer axle installations for vocational applications. It will also be home to Raydan subsidiary, Sturdy Truck Body.

Raydan management has said the location will allow the company to better serve Ontario-based customers. Brian Ahrens, director of eastern operations with Raydan, said Ontario has a healthy twin steer market which will be



NEW HOME: Raydan's new Ontario facility features 20,000 sq.-ft. of workspace on seven acres of land.

better serviced by the company now that it has a genuine Ontario presence.

About 15 employees are based at the Baden facility, with the sales

staff slated to relocate there in January.

The new facility is located at 3025 Sandhills Road in Baden, Ont. □

Total Lubricants buys Lubricants USA LP

PLANO, Texas – Total Lubricants North America has announced it has acquired lubricant manufacturer and marketer Lubricants USA LP. Lubricants USA LP manufactures Finabrand lubes, consisting of conventional oils and greases, Total has announced.

"We've offered high quality, specialized lubricants to our customer base for the last eight years and we know Total to be an excellent company with whom to do business and we're excited by the prospects of merging our organization with Total's," said Lubricants USA president and CEO, Chris Haire.

"Acquisition of Lubricants USA provides a springboard for Total to significantly expand its presence within the US lubricants and greases industry," added Olivier Goutal, Total's v.p. □

OOIDA wants 2010 engines delayed

GRAIN VALLEY, Mo. – The Owner-Operator Independent Drivers Association (OOIDA) says if the industry forges ahead with EPA2010 emissions standards, many truckers will be squeezed out of business as a result of higher purchase prices and unproven reliability.

The organization is appealing to US policymakers to postpone the 2010 emissions standards in light of a new study released by NERA Economic Consulting that suggested fleet managers will hesitate to buy new equipment with 2010 emissions controls.

"With record-high diesel fuel prices earlier this year, trucking companies have already faced nearly insurmountable challenges trying to stay in business," said Todd Spencer, executive vice-president of OOIDA.

"It's the worst possible time for the trucking industry to take on a high stakes gamble with no known level of reliability

of the technologies or return on investment."

OOIDA said Washington should push for a restructured timeline to allow for more breathing room and time to build confidence within the industry.

"With more time, the solutions will become much clearer and environmentally much cleaner," added Spencer.

"Otherwise, there will be a delay in the intended environmental benefit because there is a disincentive to purchasing the new technology. Truckers and fleets are simply going to hold onto their equipment for a longer period of time, if they are able to hold onto it at all."

The NERA study, which can be reviewed on www.ooida.com, suggested that: trucks will cost considerably more in 2010 (US\$7,000-\$10,000); there are technological uncertainties that will be employed in 2010; and reduced environmental benefits will be realized due to a pre-buy or low-buy if the plan goes ahead.

Mack president and CEO Dennis Slagle, responded: "Moving the goal post now is not necessary and unfair to those who have invested heavily and worked diligently to meet the clean air goals set out by the EPA." □



Mack launches online tribute to Titan work truck

LEHIGH VALLEY, Penn. – Mack Trucks has launched a new Web site to help promote what it considers to be its most powerful highway truck ever. Visitors can now get a closer look and seek other details about Titan by Mack at: www.titanbymack.com.

"When you unleash a truck this big and bold, you anticipate turning heads," said Michael Reardon, Mack's vice-president of marketing.

"But the level of interest in the Titan by Mack has, quite frankly, exceeded expectations. We created this Web site to build on that excitement, and provide customers with an on-line experience as powerful as the truck itself."

The new Web site has been designed to allow visitors to experience the model's features and benefits, according to Mack. Visitors can personalize the truck in the "Showroom" section, by choosing exterior colours and interior trim levels.

The "Features" section allows visitors to look more closely at the key details of the truck and engine, through the use of rollover buttons and detailed images. The "Gallery" section lets the dedicated Titan by Mack fan download computer wallpaper and screensavers, plus photos and videos of the big truck in action.

Introduced in March, Titan by Mack is considered an "engineering marvel," by the truck manufacturer. With a 605 horsepower Mack MP10 engine and 2,060 lb.-ft. torque, the Titan has been designed for the "heaviest of heavy hauls," states Mack, such as logging, oilfield or the other severe-service applications. □



Now is the Time ... Today is the Day

Call: 877 526 7728

**Increase Fuel Economy
Increase Horsepower
Decrease Emissions**



Maintenance Free



Available at:

ALL Fort Garry Industries

**Dunlop Sterling Western
Star Truck Centre**
1782 - 32nd St. SW
Medicine Hat, Alberta
Tel: 403-529-5579

Peterbilt Manitoba Ltd
1895 Brookside Blvd.
Winnipeg, Manitoba R3C 2E6
Tel: 204-633-0071
Tel: 888-563-7383

1	T	2	J	3	U	4	A	5	S	6	P	7	E	8	S										
	A		A		I		R		T		S				P										
8	B		I		K		E		R		9	G		R	A	N	I	T	E						
	L		E		R		O		L										E						
10	E		R		B				11	I		N		S		12	U		L	A	13	T	E	D	
			R						D					Y									R	E	
13	G		R		A		V		E		L		14	R		15	E		P		A		I	R	
	E		K									16	W			M								I	
17	O		V		E		R		18	D		R		I		V		E		19	L		O	20	T
	R								R																I
21	G		E		22	A		R		I		N		G		23	S		C		A		L	E	
	I		C																						U
24	A		G		E		N		T		25	T		A		N		K		S		U		P	

CROSSWORD SOLUTION



**Canadian
Industrial & Truck
Radiators Inc.**

**Call Travis
1-866-817-0053
416-679-0053**

TRY IT ONLINE AT WWW.TRUCKNEWS.COM

Shaw Tracking hosts customer demos

By James Menzies

HALIFAX, N.S. – Shaw Tracking recently hosted a series of executive conferences, to demonstrate the capabilities of its latest products and technologies. Among the topics covered was ‘Getting the most out of your ECM data,’ which was presented by Oscar Tellechea, account manager for Eastern Canada.

He spoke about Shaw Tracker, which is touted as an economical way to track truck activity.

Shaw Tracker is a small black box-type device that’s installed in the driver area of the cab. It creates a “snail trail,” displaying the truck’s location every second which allows customers to: better manage driver hours/payroll; monitor idle-time and speeding; improve equipment utilization; and audit driver logs. The information is downloaded when the truck is driven through a base station, which can be set up at a fleet’s terminal. Base stations also exist at other strategic locations such as border crossings, said Tellechea.

“Customers are now measuring where drivers are spending their time, and a lot of time it’s not at a delivery,” Tellechea pointed out.

The information, including hard braking notifications, can be viewed via a Web interface, hosted by Shaw Tracking. Tellechea said one of Shaw Tracker’s greatest paybacks comes from improving driver productivity. He told the story of one fleet that found many of its drivers were

spending too much time at the local Tim Horton’s rather than the Port of Montreal, where they were supposed to be making deliveries.

“All that time has been recuperated and the system has paid for itself,” he said.

Maximizing trailer utilization

Tellechea also spoke about T2, a cellular-based untethered trailer tracking system. The system is not designed for theft prevention (although it can help locate stolen trailers), but rather to help fleet managers optimize the productivity of their trailers.

Tellechea compared it to a “North America-wide yard check,” allowing customers to immediately locate their assets and identify when those trailers are sitting idle at customer facilities. It can also be used to find out when a customer has been making unauthorized deliveries with your trailers, Tellechea added.

“You’d be surprised how much time dispatchers and staff spend looking for trailers,” he said.

T2 also allows customers to establish geofences and receive notifications when a trailer strays beyond a pre-approved boundary. The reporting intervals can be customized for your specific operation and the reports can be viewed online. Graphs can be generated that show the number of trailers that have sat idle for pre-determined time periods, with poorly-utilized trailers appear-

ing in red for easy identification.

There are also sensors that detect whether or not a trailer contains freight. The payback is generated by reducing the time staff spend looking for trailers and being better able to pass on detention charges to shippers, Tellechea noted.

HoS compliance

Another capability discussed at the demo was Shaw Tracking’s e-logs. They provide real-time information about a driver’s hours-of-service status, while eliminating the onerous process of filling out logbooks for the driver. From the fleet perspective, e-logs allow the company to continuously audit its own logs electronically, Tellechea explained.

Drivers (and fleet managers as well) can be notified when they are at risk of running out of hours. When visiting the scales, drivers can show enforcement officers their log records on an in-cab screen, or fax them to the scale house. A print-out would also be accepted, if a driver had a printer on-board. So far, Tellechea said enforcement agencies have been supportive of the movement towards e-logs.

When asked if problems arise when a driver runs out of hours a short distance from home and is unable to circumvent the system, Tellechea insisted it’s a non-issue since e-logs allow for better route planning. Drivers receive ample warning if they cannot make a deliver in the time allotted, so they can make alternate arrangements.

The biggest advantage for fleets is

that they ensure they are fully-compliant and they eliminate the onerous task of manually auditing logbooks, Tellechea said.

“You have the information live as it happens and you’re auditing yourself constantly, and that is a huge time savings,” he said. Drivers also save time, as they don’t have to fuss over paper logbooks. □

Hankook Tire SmartWay-certified

WAYNE, N.J. – Hankook Tire has had three of its commercial fleet tires certified for the Environmental Protection Agency’s (EPA) SmartWay Program, meeting the program’s requirement to reduce rolling resistance by 3%.

The recently launched AL07+ steer tire, Z35a drive tire and TL01 trailer tire have all been proven to provide lower rolling resistance to meet SmartWay standards, which are designed to promote cleaner, more efficient truck technologies, according to Hankook.

“Diminishing the carbon footprint, improving fuel economy and reducing costs are the key areas of focus for the commercial fleet industry currently,” said Brian Sheehy, commercial tires director, Hankook Tire America. “This is a true validation of Hankook’s innovative technology, product and performance.” □

**Helping you
find *your* way!**

**Transportation Matters
Watch Online Thursdays**

trucknews.com/video

TMMTV

Tires

Traction in a winter wonderland

Are your tires winter-worthy?

By James Menzies

TORONTO, Ont. – A new law mandating the use of snow tires in Quebec has caused a national shortage of winter tires for passenger vehicles. While it's not likely the Quebec legislation will have commercial vehicle operators rushing out to equip their trucks with winter-specific tires, Brian Rennie, sales engineering with Bridgestone Firestone Canada points out "The truck tire market is evolving very similarly to what the passenger car market has done."

So does that mean it's time to stock up on winter tires for your heavy trucks in anticipation of a shortage? That may be an overreaction, but it's definitely a good time to give some thought to traction as the snow begins to fly.

Winter-specific or all-season?

Canadian winters are so unpredictable, that choosing a tire that will perform well in all conditions is a challenge.

"Winter is comprised of all weather variations, including: dry; wet; slush; ice; snow; and everything in between," points out Rennie. "Any tire will have trade-offs and compromises."

Full-fledged snow tires are still used in some applications and regions, for instance logging in the northern reaches of Quebec. However, winter and all-season tires are more common, notes Rennie.

"The majority of the industry is going to be running all-season, mixed tread patterns," he says.

All-season tires can be adept at providing traction in winter conditions, provided they have a tread design that's intended to run in the various elements that winter presents.

"We have looked at pure dedicated winter tires for commercial vehicles and we found that we'd have better success with something a little more broad-based," says Yokohama's Greg Cressman. Yokohama has found that winter-specific tires are more vulnerable to irregular wear, due to their deep treads and sometimes unstable blocks. Advances in tire technology have helped manufacturers design all-season tires that are equally capable of handling snow while maintaining regular wear.

Ideally, fleets and owner/operators should schedule their replacement cycles so they're putting new rubber on in the fall, advises Tim Miller, commercial tire marketing communications manager with Goodyear.

"You can run your tires pretty low in the summer months," he says. "The time to change them out is in September, October or early November at the latest."

If you have the storage space and the resources, you can switch back to partially-worn tires in the summer for better fuel mileage. Otherwise, you can probably get the summer and at least another



WINTER-WORTHY?: Selecting a proper tire for winter conditions is crucial in Canada, where all forms of weather can be encountered.

winter out of winter-oriented all-season tires, says Cressman.

Goodyear's Miller suggests maintaining a tread depth of at least 8/32nds in the winter, even though some fleets run their treads right down to 2/32nds in the summertime.

While it's economical to use tires of varying tread depths depending on the season, John Overing, heavy trucks segment manager, Michelin North America (Canada) points out tires of difference tread depths should not be used together. So, if you're going to replace one tire in the summer, be sure to also replace its counterpart, he suggests.

"Even a 3/32nd difference in tire height results in one tire wanting to rotate more than the other," says Overing. "A new tire paired with a tire that's 50% worn, will cause irregular wear and decreased tire life."

When choosing a tire for winter, an aggressive tread design is ideal, and Miller suggests selecting a tread pattern that has many "lugs" that will cut through snow and slush.

It's often been said that open-shoulder designs are better at carving through snow, however Rennie says that's not always the case.

"In reality, it has more to do with the geometry of the tread, the void ratio (the ratio of rubber to air in the tread pattern), the amount of biting edges and how many lateral grooves or sipes there are to bite through the snow and grip the ice," he explains. "It's a misperception that you need an open shoulder; for straight-ahead traction, an open shoulder is not necessarily better."

Some of the best self-cleaning tires do combine an open-shoulder



design with a high void ratio, however Rennie suggests talking to your tire dealer and remaining open-minded about closed-shoulder designs, which have their own advantages such as being easier to chain.

Winter maintenance

Tire pressures should be checked regularly any time of year, but it's especially important in the winter, particularly if you run long-haul. Changes in ambient temperature can have a significant impact on tire pressures, according to Rennie.

He points out that driving from an area with an ambient temperature of 20° C to a place that's -5° C can reduce tire pressures by more than 10%.

"You've gone from a situation where there's adequate pressure to support the load for optimum tire wear, mileage and fuel economy to a situation where you may not have enough pressure to support the load, let alone the other side effects such as traction and tread wear and fuel economy," he says. "Inflation pressure is critical."

Underinflation of as little as 10% can shorten tread life by 9-16%, according to the Technology and

Maintenance Council.

Tire pressures should be monitored constantly when travelling between areas of vastly different ambient temperatures, or even locally where weather changes quickly – say in Calgary which can experience 20° C temperature swings in the event of a Chinook. Unfortunately, it's usually best to check tire temperatures outside, rather than in a heated shop, according to Rennie.

"The room temperature in the shop may be 20° C and then you go outside where the temperature is -5° C. You immediately become underinflated once the temperature equilibrates with the ambient temperature," Rennie says.

Checking tire pressures outdoors does create a challenge, however. Miller points out moisture may escape from the valve stem causing the tire pressure gauge to freeze and provide an inaccurate reading. He suggests checking tire pressures indoors and then compensating for the ambient temperature by adjusting pressures accordingly. Goodyear suggests counting on a 1 psi drop in air pressure for every 10° F drop in ambient temperature. In extreme weather, the drop can be even greater.

Chain with caution

In some parts of Canada, such as the B.C. Interior, truckers are legally required to carry chains unless they're using winter-specific tires. But chaining up can cause damage to tires if done improperly.

Two of the biggest mistakes drivers make are: installing chains upside down; and securing them either too tightly or too loosely.

"Chains certainly, if not installed properly, can do some damage," Rennie says.

If they're installed face-down, the sharp surfaces will eat into the tread and the cross-chain hook ends may cut the tire shoulders. If chains are installed too tight, a lack of movement will cause rubbing that can damage the steel cords within the casing. If they're too loose, the whipping action against the road surface can also lead to tire damage.

It may seem like a pain, especially in blustery conditions, but Rennie suggests inspecting the chains and re-adjusting the tension about 5 km after first installing them. That's because they have a tendency to settle during the first few kilometres of travel and may accumulate some slack. When done properly, Goodyear's Miller says chains will not negatively impact tire life.

"But if you don't pay attention and chains are not tight enough, or if you run on chains after they're needed, your tires will face the consequences and suffer an early grave to the scrap pile," he warns.

Proper training on how to chain up should be provided to drivers. A good guide on proper chaining techniques can be found on the DriveBC Web site at: www.th.gov.bc.ca/chains/index.htm.

Even in the harsh winter conditions experienced in Canada, a winter-specific tire may not be necessary. However, special attention should be given to the tread design and once a selection is made, proper care should be extended to the tire year-round to ensure maximum tread life and optimum performance. □

Fleet News

Challenger acquires INX PRESS

CAMBRIDGE, Ont. – Challenger Motor Freight has announced its intention to purchase certain assets of the special commodities business of INX PRESS, an Ontario-based carrier that focuses on special commodities transportation for heavy equipment customers.

Calling the addition of the INX PRESS business “a significant moment for both our companies,” Dan Einwechter, chairman and CEO for Challenger Motor Freight said that with the addition of INX equipment and expertise, Challenger will be expanding its special commodities division.

The transaction comes at a time when the economy is tightening, traditional export markets are shifting, and the demands of the shipping public and Homeland Security have placed immense pressures on Canadian carriers.

“With the challenges in today’s trucking industry, it is often necessary and sometimes inevitable to seek out a larger carrier to provide security and diversity of service, and such is the case for INX PRESS,” said Robert Sherwood, president of INX PRESS.

“I take comfort as I leave the industry knowing that both my customers and employees will be associated with a carrier of Challenger’s calibre.” □

Cascades Transport wins energy award

POINTE-CLAIRE, Que. – FPIinnovations, Feric Division and Cascades Transport were recently named winners of the Technological Innovation award presented by the Association Quebecoise pour la maitrise de l’energie (AQME) at its Energia Gala.

The research group and transport company were rewarded for their participation in the Energotest fuel-efficiency tests conducted in 2007 and again in 2008.

“Considering that fuel accounts on average for close to 25% of a trucking company’s operating costs, it becomes crucial to find technological solutions to save fuel,” said Yves Provencher, business development director at FPIinnovations – Feric.

“With a project like Energotest, transport companies benefit from reliable data and can appreciate for themselves which technologies are most efficient and therefore implement them more rapidly. For their part, technology suppliers were able to see where their future development efforts need to be focused.”

“It was only natural for Cascades to get involved in such a project, since the protection of the environment has always been and continues to be one of our main concerns,” added Alain Boutin, director, risk management and compliance at Cascades Transport. □

Opinion

Government rebate forms a head-scratcher

Last month I devoted this space to the Ontario government’s Green Commercial Vehicle Program (GVCP) and specifically the APU rebate. At the time, they hadn’t established where the rebate forms could be found. Today, I can tell you to go to www.mto.gov.on.ca, click on *French* or *English*, and from there you’ll be taken to a page that contains a number of downloadable forms. Click on *Anti-Idling Forms & Guides* and presto – up pops the one you need to complete.

Once it’s up, scroll through the five pages. Now take a deep breath, shake your head, and try not to blow a gasket. The rebate process is far from being applicant-friendly (and I’m being nice)!

The seemingly endless series of questions will ask you the basics – contact info, business profile, requirements certification, type of equipment (including who the installer was) and your vehicle information. Unfortunately, the 50-odd “want-to-know” basics include some very specific and seemingly unnecessary information. There are a number of head-scratchers.

Most government rebate programs by definition involve cash. As such, those making the decisions need to cover their butts in approving any application. Keep that in mind. Under the Requirements Certification set of questions it states “GCVP funding recipients are required to submit APU or cab heater/cooler meter readings on use/idling time, obtained through

Publisher’s Comment

Rob Wilkins



two consecutive PMVI inspections.”

What they failed to mention in announcing this program is the need for each unit to include a recordable measuring device – installed either as OEM or aftermarket equipment – which will be used to confirm the hours of use over a one-year period...can you say big brother is watching?

You’ll also be required to estimate the number of hours you’ll be using the device in a specific geographic area (defined in the form). By the way, why did you purchase the unit?

It may seem obvious to you but they want to hear that answer in your own words. I admit, you’re going to be earning every penny of this rebate. If I could make a suggestion, don’t try and knock this off in a night. Take your time, review your answers and have a second set of eyes do the same.

What you don’t want is to file the application, wait six months, and have it returned because of a missed question. No matter how relevant you may find the question, answer it in complete detail. □

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



The Truck West Staff would like to wish all our valued customers, readers & friends a safe & happy holiday season!



By Edo van Belkom

Mark was bobtailing along the Trans-Canada just outside Ottawa with a full tank of fuel and no load to burn it on. It wasn't a good situation, especially since he'd paid dearly to top up his tanks and business expenses without any actual business to cover them didn't make good business sense. He needed a load, now. Bud's number was the first on Mark's speed dial and it took just a couple of touches of the cell phone's key pad to make the call to his long-time dispatcher.

"Hello?" said Bud.

"Hey Bud, this is Mark," he said, knowing full well what was coming. While the ongoing joke between the two had gone stale a long time ago, neither of them had tired of it.

"Mark who?"

"Marked down," answered Mark.

"Expenses are going up, work is getting harder to find, the competition is fiercer than ever and I feel like I've got to slash my prices just to keep my head above water."

"Times are tough all over," Bud said. "Do you know how many big-time CEOs had to take a \$10 million bonus instead of a \$20 million bonus, just because their companies lost a billion dollars instead of only \$500 million."

Mark laughed. "What was your bonus this year, Bud?"

"Pretty much the same as it is every year," Bud said. "I got to keep my job."

"That's a pretty good bonus."

"Yeah, so maybe I'll make my millions next year."

"Not if you're working for a living, you won't."

It was Bud's turn to laugh. "We all gotta do what we can. Which reminds me, you looking for a load or what?"

"Do rich people screw the poor?"

"I'll take that as a yes," Bud said.

"I've got a load of pre-fab roof trusses made in Ottawa going to a new ski resort going up in Ste. Veronique...that's in the Mont Tremblant area of Quebec."

"Quebec, eh?" Mark said. "I haven't been there in a while."

"I'll give you the details."

Mark had passed Mont Tremblant 20 minutes ago and was weaving his way north through some of the country's most majestic scenery when the car ahead of him suddenly swerved across the highway into oncoming traffic.

"Look out!" he said under his breath as the early model Toyota turned hard to the right and skidded back into the lane just in time to avoid an approaching minivan.

Mark, who had been holding his breath, finally breathed in. "What the

hell happened there?' he wondered. Although he'd seen drunks on the road at all times of the day and night, this one didn't look like a drunk driver. The man was driving steady now with hardly even a wobble between the lines. It was possible the driver was diabetic and was experiencing hypoglycemia – or low blood sugar – but those sorts of episodes had all the appearances of someone who'd been drinking, and that didn't look to be the case.

On closer inspection, Mark noticed there were not one but two people in the car, the driver and someone in the back seat. The driver kept turning around and reaching back for the other person while struggling to keep his other hand on the wheel. If Mark didn't know any better, he'd say the two

had jumped out of the car and dancing around on the pavement as if it were on fire. But the man didn't run away from the car, nor did he try to get the passenger out of the backseat.

Mark geared down, slowing further, almost to a crawl.

Now the man opened the rear door and climbed into the back seat, leaving his legs sticking out the open door in total disregard for his safety or the dangers of oncoming traffic — like one Mark Dalton and Mother Load.

Mark's thoughts now veered in a totally different direction. Maybe instead of a fight, the man in the front and the woman in the back were about to enjoy some roadside tryst which would easily explain the legs sticking out the open door and the

Mother Load was trashed almost beyond repair.

Another time he got stuck by the side of the road in the middle of winter and nearly froze to death before any kind of help arrived.

Then there was the chance that he might be robbed or hijacked – those things had happened to him before too – and this was all some sort of elaborate act to get him to stop in the middle of nowhere so he could be separated from his truck like candy from a baby.

But as Mark eased past the car, he realized it was none of those things. There was a young woman in the back seat of the Toyota and she looked to be in quite a bit of pain. However, this was no romantic interlude, nor was it a sexual assault. And



were having a fight.

Mark took out his cell phone. Whether the driver was drunk, diabetic, or fighting with his passenger, it was something the police needed to know about before the car drove off the road or directly into the path of some innocent person.

But just as he was about to dial 911, the Toyota's brake lights came on and the car slowed.

Mark eased back on the throttle giving him some time and distance to better assess the situation.

The Toyota skidded onto the highway's shoulder and before it even came to a complete stop the driver

urgency with which this was all going down.

But that wasn't it either.

Just as Mark was about to overtake the car, the man climbed out of the vehicle again and began waving his arms frantically over his head in an attempt to flag Mark down.

Mark thought about that for a moment.

It had been his experience that the side of the highway was a very dangerous place indeed.

Once, when he came to the rescue of a woman being attacked on the roadside, he'd been beaten up by a bunch of thugs for his trouble and

neither was it a fight, or an elaborate ruse intended to help rob an unsuspecting trucker of his load.

While it was possible the woman in the rear of the car was acting, there could be no mistaking the look on her face and the distress her body was in.

She was lying in the back of the car with her right leg over the driver's seat and her left leg hooked over the backseat's headrest.

Obviously, the woman was about to have a baby. □

– Mark Dalton returns next month in Part 2 of 'Special Delivery.'



The continuing adventures of *Mark Dalton: Owner/Operator*
brought to you by
MICHELIN NORTH AMERICA (CANADA) INC.



BOWMANVILLE, Ont. – The Ontario government has proposed a bill that would introduce “modest restrictions” for young drivers in an effort to keep the province’s roads safer. The legislation would include a zero blood-alcohol limit for drivers under the age of 22, and escalating sanctions for drivers who speed, starting off with a 30-day licence suspension after a first offence. Drivers between 16 and 19 may also be limited to one teenaged passenger in the vehicle.

Though the proposed law has already encountered harsh criticism from young people across the province, Premier Dalton McGuinty has said he’s prepared to impose such restrictions in order to make Ontario roads safer.

But would the law actually increase road safety if put into practice? *Truck West* spoke with truckers at the Fifth Wheel Truck Stop in Bowmanville, Ont. to see what they thought of the proposed bill.



Truck Stop Question

Adam Ledlow
Managing Editor

Would stricter rules for young drivers make roads safer?



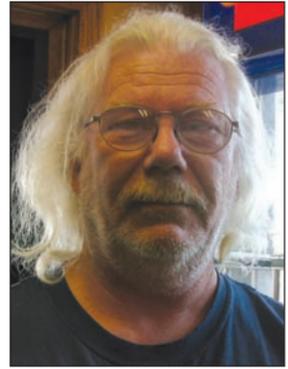
Murray McIntyre

Murray McIntyre, a driver with Ayr Motor Express out of Woodstock, N.B., said he doubts the law will have much effect. He said that if you really want to do something to

make roads safer, it’s time to go after car manufacturers.

“Cars have got so much power to them and people are using it. If you got it, you’re going to use it. It’s just human nature to go that way,” he said. “Cut back on the horsepower on these cars and stop making them so powerful. Why do you need all that power when the speed limits are 100 km/h or 90 km/h? It doesn’t make sense. Who’s James Bond? Nobody driving a big rig, that’s for sure.”

Keith Murphy, a driver with Muir’s Cartage out of Concord, Ont., says



Keith Murphy

that the proposed law – and many others like it – tend to take things a little too far.

“I know when I was younger and I first got my licence, I was a little crazy at times. But some of these policies are a little overzealous with what they’re trying to accomplish,” he told *Truck West*. “I drive every day and I’m out on the road and I see a lot of stuff happen...but I don’t have the answers on how to make them any safer.”



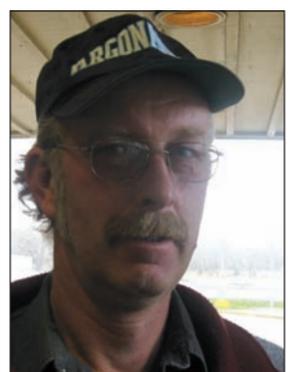
Lloyd Smith

Lloyd Smith, a driver with Brookville Carriers in Truro, N.S., says the new law sounds fantastic – in principle.

“If we could get the drunk drivers off the road and the young people would smarten up and slow down, we’d have a lot safer place to drive on,” said Smith, who noted that he’s been driving for “too many years to count.”

But he adds that the law will only prove useful if it’s enforced, and said that the odds of that happening are “pretty darn slim.”

“I see a lot of laws but I don’t see much enforcement. You’ve got trucks going 110 km/h and they get pulled over, but then you’ve got a car going by you at 100 miles an hour (160 km/h) and everyone turns a blind eye,” he added.



Frank Bongertman

Frank Bongertman, a driver with Weber in Elmira, Ont., says that any “zero tolerance” law stands a fair chance to promote safe driving at a young age.

However, he also felt that all drivers should have to take responsibility for safe highways – not just young people.

“It might be a good deterrent, they might smarten up,” he suggested. “(But) it’s not just them, it’s everybody. Zero tolerance for everybody, not just young people.” □

Glenncoe Transport is looking for experienced Drivers based in Edmonton, Calgary, Vancouver, or the B.C. Interior to move truckload freight.



Glenncoe can...because we're people driven!

Glenncoe Transport is a truckload carrier serving British Columbia, Alberta and the US Pacific Northwest.

Glenncoe Transport, based in Kelowna, currently operates 160 trucks, 550 trailers and employs more than 200 people.

Glenncoe Offers:

- Late model assigned tractors
- \$0.41 per mile Canada (\$0.42 effective January 1, 2009)
- \$0.43 per mile U.S. (\$0.44 effective January 1, 2009)
- Company paid benefits
- A safe and secure career opportunity
- Plenty of miles without sacrificing safety or home time

You Offer:

- 2 years of professional driving experience
- No preventable accidents in the last 12 months
- Mountain experience

Wishing You A Safe And Happy Holiday Season, From Our Family To Yours!



For more information on Glenncoe Transport, please visit www.glenncoetransport.com

Join the strongest and most successful trucking network in Western Canada!

Contact Driver Services 1.800.663.4009
careers@glenncoe.ca



Until cloning is perfected, there's the Alberta Immigrant Nominee Program.

The labour shortage is a reality in Alberta. So is the need to recruit beyond our borders when efforts within our province are not enough. The Alberta Immigrant Nominee Program can help. Your new hires will have their permanent residency papers in hand significantly faster thanks to our fast-tracked program. Everyone benefits. Your new workers can proudly call themselves Albertans and you no longer have to rely on a temporary workforce. Learn more at www.AlbertaCanada.com/Immigration

Alberta

Protection You Can't Afford to Resist.



*A key component of Great Dane's
Total Protection Package*

*Corrosion can eat away at your operation. Untreated chips to paint on the undercarriage of a trailer can snowball into equipment deterioration and increased maintenance costs. But a trailer protected with Great Dane's exclusive **CorroGuard**, with Technology by GatorHyde, creates an impact-resistant barrier against corrosion. This extremely durable undercoating can withstand even today's more powerful de-icing chemicals, road debris, climate fluctuations, and ice and snow, making it the most comprehensive corrosion fighting solution available.*

With corrosion a costly threat to trailers, CorroGuard is protection you can't afford to resist.



Great Dane

A Division of Great Dane Limited Partnership

www.greatdanetrailers.com

PIERQUIP, INC.
Mirabel, QC
(450) 438-6400
St. Nicolas, QC
(418) 836-6022

MAXIM TRAILERS
Calgary, AL
(403) 571-1275
Edmonton, AL
(780) 448-3830
Winnipeg, MB
(204) 925-6500
Saskatoon, SK
(306) 657-5600

NOVA ENTERPRISES LTD.
Truro, NS
(902) 895-6381
LIONS GATE GREAT DANE
Coquitlam, BC
(604) 552-0155

GLASVAN GREAT DANE
Mississauga, ON
(905) 625-8441
Whitby, ON
(905) 430-1262
Etobicoke, ON
(416) 231-7262