

# TRUCK WEST

January 2010 Volume 21, Issue 1

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

## For Alberta loggers, **bigger** is better

Story on pg. 10



**MORE PAYLOAD:** As part of a pilot project in Alberta, Minahs Brothers is running nine-axle configurations like this one that can add 10% greater payload. Full story on pg. 10.

## Automatically restricted

*Alberta joins growing list of provinces to place restrictions on drivers who use automated transmissions on road tests*

By James Menzies

**EDMONTON, Alta.** – In November, *Truck West* learned Alberta will become the latest province to place a restriction on the commercial driver's licences held by drivers who take their road test using a truck with an automated

transmission.

The province quietly announced that Class 1, 2 and 3 licence-holders who passed their road test using an automated mechanical or fully-automatic transmission would receive a restricted licence

**Continued on page 12**

## Outlook 2010

*Is there anywhere to go but up?*

By James Menzies and Lou Smyrlis

**TORONTO, Ont.** – There was a saying making the rounds at the recent Ontario Trucking Association (OTA) convention that may serve as an unofficial rallying cry for the Canadian trucking industry as a whole: "We're at a point in time, not the end of time."

For the carriers and owner/operators who survived 2009, trucking conditions can only improve in 2010 right? While nobody's making any promises, the general consensus seems to be that the coming year will hold moderately better things for the industry.

"Carriers should be positioning themselves to take advantage of the turnaround when it comes," David Bradley, president of the OTA and CEO of the Canadian Trucking Alliance recently suggested.

**Continued on page 17**

## BUSINESS is booming

*We take a look at an interesting partnership*

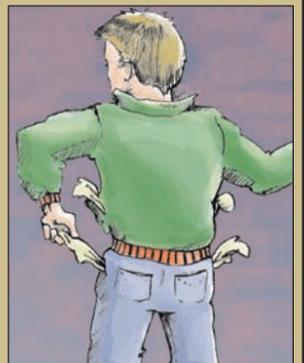


See page 29

### Inside This Issue...

- **New digs:** The Alberta Motor Transport Association (AMTA) has moved into its long-awaited new home. We were there for the grand opening. **Page 8**
- **Constructive dialogue:** Ron Singer, president of the Alberta Construction Trucking Association (ACTA) makes his debut as a columnist focusing on construction issues. **Page 14**
- **Unwelcome intervention:** Livestock haulers say a proposed bill is unnecessary and costly. **Page 18**
- **Sink or swim:** CSA 2010 is coming – do you know what it means to your operation? **Page 22**

Mark Dalton O/O



Page 28

Reach us at our Western Canada news bureau

E-mail [jmenzies@trucknews.com](mailto:jmenzies@trucknews.com)

PAP Registration No. 11065

To view list of advertisers see pg. 29

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, **543 Drivers received individual recognition** for achieving safe driving milestones representing over **211 million consecutive accident free 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 7 million dollars to our Drivers for safe miles driven under the Safe Driving Reward Program.



Congratulations  
Roger Maltman  
on achieving  
**2 million**  
**consecutive**  
accident free miles.

# ...IN SAFETY!

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

[www.bisontransport.com](http://www.bisontransport.com)  [recruit@bisontransport.com](mailto:recruit@bisontransport.com)

**Wishing everyone a safe and happy holiday season!**



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



# CLASS 8 TRUCK SALES TRENDS

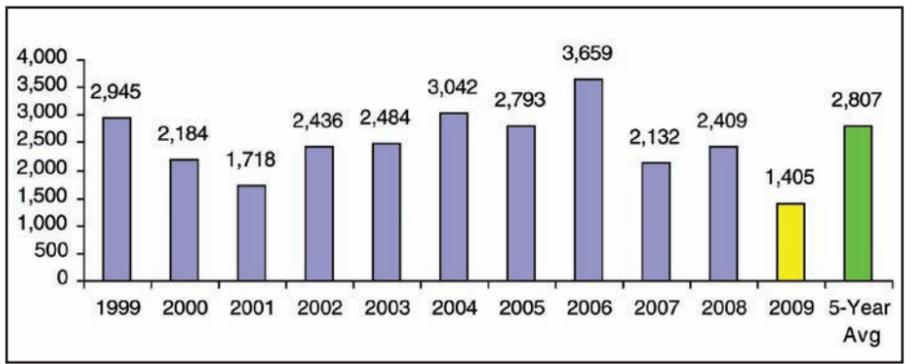
SPONSORED BY CHEVRON

The final quarter of 2009 started off the same as the past three quarters in this most dismal of sales years. While the 1,405 Class 8 trucks sold in Canada in October were an improvement over September's total, they still amounted to the lowest October tally of the past decade by a considerable amount. It was also about 1,400 units off the five-year average. (It should be noted that five-year average includes the industry's peak years of 2004 to 2006.) and about 1,000 below last year's October sales. This is the worst recession to hit the North American market in the post war era and monthly truck sales have reflected that reality each month of 2009.

### Monthly Class 8 Sales - Oct 09

OEM	This Month	Last Year
Freightliner	257	523
International	449	904
Kenworth	248	271
Mack	68	105
Peterbilt	161	129
Sterling	43	176
Volvo	104	199
Western Star	75	102
<b>TOTALS</b>	<b>1405</b>	<b>2409</b>

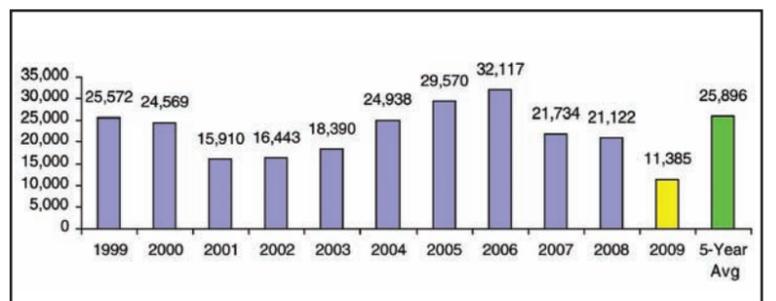
### Historical Comparison - Oct 09 Sales



### Class 8 Sales (YTD Oct 09) by Province and OEM

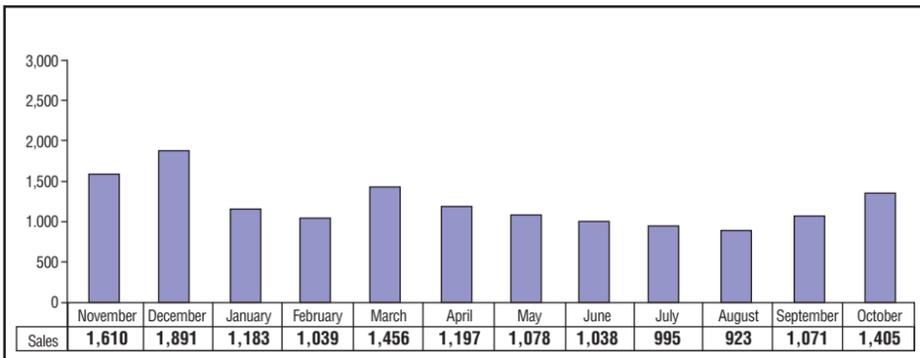
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	115	264	102	137	838	460	198	111	3	6	2,234
Kenworth	188	373	97	88	319	382	52	12	0	0	1,511
Mack	37	70	88	48	433	111	32	20	0	0	839
International	112	466	58	146	1,402	840	138	57	26	65	3,310
Peterbilt	114	208	104	96	170	141	44	25	0	0	902
Sterling	97	101	27	11	206	233	17	5	8	38	743
Volvo	53	104	82	155	420	157	59	51	0	7	1,088
Western Star	103	232	35	24	127	113	53	69	0	2	758
<b>TOTALS</b>	<b>819</b>	<b>1,818</b>	<b>593</b>	<b>705</b>	<b>3,915</b>	<b>2,437</b>	<b>593</b>	<b>350</b>	<b>37</b>	<b>118</b>	<b>11,385</b>

### Historical Comparison - YTD Oct

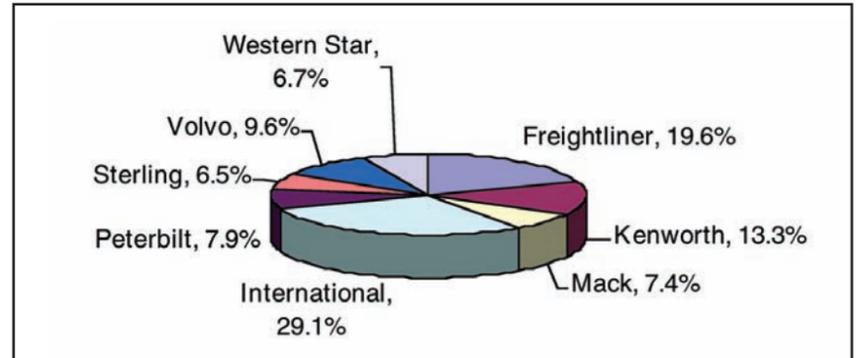


The third quarter, much like the second and first, was a disaster for Class 8 truck sales and the start of the final quarter is continuing the trend. The first quarter of the year was so weak that three months into the year sales were more than 2,000 off last year's YTD pace, hardly a banner year in itself, about 3,000 off the five-year YTD average and about 5,000 off the banner year of 2006. Ten months into the year and Canadian Class 8 truck sales are at their lowest point YTD of the past decade by a long shot. They continue to trend about 14,000 units off the five-year average, at almost half the level of last year's sales and more than 18,000 units off the banner year of 2006.

### 12 - Month Sales Trends



### Market Share Class 8 - Oct YTD



There are many reasons motor carriers are reluctant to purchase new trucks right now. Although the recession is likely over, the rebound is not expected to be as robust as it was in past recessions and trucking will not be a leading indicator this time around. Still, high inventory to sales ratios will continue to dampen freight volumes and the trucking industry remains in over capacity, which places downward pressure on rates. General freight rates declined 5.6% YTD in 2009 from the end of last year, according to the latest research. Used truck values are also making it difficult for carriers to turn in their old trucks for new ones. In addition, the growing age of the Canadian truck fleet is misleading because mileage is down compared to the pre-recession years.

International retains its lead in this downward market, controlling slightly more than 29% of Class 8 sales in the Canadian market YTD. Freightliner, a former front runner for many years, is close to 20% of total sales. Traditionally strong performers Kenworth and Peterbilt have fallen back compared to previous years, although Kenworth's market share is rebounding. Both are strong in the west and Western Canada is no longer booming. Volvo is the only other OEM with close to 10% market share.

Source: Canadian Motor Vehicle Manufacturers Association

**YOU DEPEND ON YOUR PARTS.  
YOUR PARTS DEPEND ON DELO.<sup>®</sup>**



A Chevron company product © 2009 Chevron Products Company, San Ramon, CA. All rights reserved. All trademarks are the property of Chevron Intellectual Property LLC.

# Delo<sup>®</sup>

You put a lot into your truck—including trust. You trust that it won't let you down; that its parts will keep you driving toward your goal. And they will—if you give them the advanced protection of Delo<sup>®</sup> products. From our premium lubricants formulated with ISOSYN<sup>®</sup> Technology to our industry-leading extended life coolants and synthetics, Delo helps maximize uptime and gives you the confidence to succeed. Some of the world's largest fleets and OEMs depend on our Delo family of product with ISOSYN Technology. To learn more about *The Delo Performance Advantage<sup>™</sup>*, visit us at [www.deloperformance.com](http://www.deloperformance.com).



**DELO DELIVERS CONFIDENCE<sup>™</sup>**

# TRUCK WEST

January 2010, Volume 21, 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  
 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



**Laura Moffatt**  
 Research Director

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

## CSA 2010 will bring risks, opportunities

If you drive (or send) trucks into the US, you need to quickly get up to speed on Comprehensive Safety Analysis (CSA) 2010. You can begin by reading the article on pg. 22.

In short, the US FMCSA is changing the way it measures driver and carrier safety. Under CSA 2010, every driver operating in the US will be scored on his or her roadside performance and any and all violations occurring over a 36-month period will be posted online for the world to see.

It's a whole new ball game for drivers, whose driving record will follow them from carrier to carrier. It's also a game-changer for carriers, because their own safety rating will be influenced by their drivers' ratings.

For a driver, this means their on-road performance will dictate their employability. If you have a rap sheet a mile long, good luck finding a trucking company that will employ you – the risks are simply too great.

Many recruiters will welcome the change. They'll be able to get a better read on a driver's safety record than by relying on a driver's abstract. Once a prospective employer grants permission, the recruiter will be able to log in to the FMCSA Web site Compass and view the driver's 36-month running history.

However, the program also brings increased accountability for carriers. Since your drivers will be the ones directly controlling your carrier safety rating, it's incumbent on you to hire only the best drivers. So what does it all mean?

For one, the competition for the best drivers is going to become fiercer. A driver who maintains an impeccable CSA 2010 rating will have greater opportunities and will bring more value to a

### Editorial Comment

James Menzies



prospective employer.

And on the carrier front, the cream really will rise to the top and there will be no more flying below the radar for shoddy carriers. No longer will they be able to rest on the laurels of a DoT audit that occurred years earlier.

Like drivers, their safety record will be continuously updated every 30 days and it too will be on the Internet, easily accessible by shippers and competitors.

The new high-tech enforcement tactics involved in CSA 2010 should be embraced by the safest drivers. If you're a safe, clean driver, congratulations – your stock is about to go up substantially.



## It's deja vu all over again

Can you believe that in a couple of weeks we start a new decade? To me, it seems like yesterday that as a first-time father I was spending my December weekends shopping for the right-sized generator to provide us with power in case the Y2K bug knocked out the power grid to start off the year 2000. (Hey, I live in the country – it wasn't that bad a purchase).

Being in the mood to reminisce, I decided to look back through our magazines to the year 1999 to see just how much things have changed for the industry, or not.

Well, we all remember Y2K of course, and I wasn't the only one pressed into needless action by overhyped concerns. One of our stories that year quoted Dennis Hamilton, CEO of Crisis Response Planning, warning "There are so many things that can go wrong that the probability that something will affect some part of your business is 100%."

As is turned out, the only thing that was 100% was that a lot of computer programmers got rich that year.

Speaking of "not working out quite as planned," I found a story

### Viewpoint

Lou Smyrlis  
 Editorial Director



entitled *Is there relief at last?*, in which we wrote that "The national highway system may not end up paved in gold but all signposts suggest the federal government's next budget will put a large amount of green into Canada's blacktop."

Liberal MP Joe Comuzzi, chairman of the National Highways Program, even told us "we're very serious." I guess in the end, they weren't quite that serious.

Funny thing is we also ran a story about the Auditor General leaving no doubt about the cost of negligence on road maintenance.

He noted that the cost of basic preventive maintenance such as sealing cracks or patching of asphalt roads is between \$500 and \$1,000 per lane kilometre. But if such preventive work is ignored, the need for rehabilitation measures will arise sooner than it

However the clock is ticking for drivers who bounce from carrier to carrier leaving a trail of violations and accidents in their wake. CSA 2010 will weed you out and you'll become unemployable among carriers that operate in the US.

CSA 2010 is only months away and eight states are already up and running with it.

It's time to be honest with yourself about your on-road compliance and address any shortcomings before it's too late.

In the meantime, to view a complete presentation on CSA 2010, presented by expert Jeff Davis on behalf of the Truckload Carriers Association at the most recent Driving for Profit seminar, sign up for The Driver's Seat information video series by calling CarriersEdge at 905-530-2430 or visiting [www.TheDriversSeat.ca](http://www.TheDriversSeat.ca). □

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

should – typically at 12 years. And by then repairing the road costs \$80,000 per lane kilometre.

If only we had listened. But it's not just politicians who learn their lessons too late. Ten years ago we were writing that fleets were in a buying mood. A strong domestic economy and a booming transborder market were giving carriers plenty of confidence to invest in new equipment. Demand for new iron was so hot in fact that order boards were suffering delays of eight months or more.

Just a few months later, Challenger's Dan Einwechter was warning that a bull market can make anyone look intelligent and worried about troubling signs ahead, a spike in diesel pricing chief among them.

Within a couple of years, spiking diesel prices and insurance costs, coupled with the impact on the economy of the dot.com bubble burst saw a quarter of the nation's small carriers disappear.

Sound familiar? □

– Lou Smyrlis can be reached by phone at (416) 510-6881 or by e-mail at [lou@TransportationMedia.ca](mailto:lou@TransportationMedia.ca). You can also follow him on Twitter at [Twitter.com/LouSmyrlis](http://Twitter.com/LouSmyrlis).

## In Brief



**GIVING BACK:** Pictured (from l-r): John Bourbonniere, regional manager, operations west, YRC Reimer and former Chair and current board member BCTA; Robin Ross, chair, Flemming Sondergaard Legacy Fund Committee; Laurie Clarke, vice-president development, BCIT; and Jason Drinkle, BCIT student.

## BCTA helps local school purchase 2010 Kenworth with SCR

**LANGLEY, B.C.** – The B.C. Trucking Association has contributed \$88,000 to the BCIT School of Transportation's Heavy Equipment Group to assist with the purchase of a 2010 medium-duty Kenworth truck.

The funds were raised through the BCTA's Flemming Sondergaard Legacy Fund and will allow students to gain valuable hands-on experience working with a 2010 truck and engine with selective catalytic reduction (SCR). BCIT claims it will be the first trade school in North America to have its own SCR-equipped truck.

"The truck is critical to the BCIT Heavy Equipment Group's ability to meet new 2007 National Occupational Analysis outcomes," says Rob MacGregor, associate dean, motive power.

"This gift is a first step in the renewal of our learning resources, which will ensure our graduates continue to be immediately productive when they enter the workplace. And, it is a wonderful way to create a legacy here for Flemming Sondergaard, who was a great friend to BCIT."

"As a group we all are, or have been, active in the trucking industry; and we all cherished the friendship that we shared with Flemming," added Robin Ross, chair of the Flemming Sondergaard Legacy Fund Committee. "In this light, we are pleased to honour his memory by making this important contribution in his name to BCIT as an institution and to the training it provides to the future human resources of the industry." □

## Police, industry to fight crime

By James Menzies

**OTTAWA, Ont.** – Alarmed by increasing incidences of cargo theft, truck hijackings, contraband smuggling and other truck-involved criminal activity, the trucking industry and law enforcement are getting serious about working together to address the issue.

Trucking company executives, industry associations, insurers and law enforcement personnel gathered in Ottawa Nov. 23 for some serious discussions about the growing problem and to develop a coordinated plan of attack.

"This forum provided an opportunity for law enforcement (mostly RCMP program managers and Canadian Association of Chiefs of Police representatives) and industry to discuss the need for a national plan to deal with this serious problem," Sgt. Rob Ruiters, national Pipeline/Convoy Program coordinator told *Truck West*.

The initial forum was kept small to allow for effective discussions and it was agreed that the trucking industry must continue to work closely with law enforcement going forward, Ruiters said.

He also told *Truck West* it was agreed that police must continue

educating front-line enforcement officers on commercial vehicles and the prospect of organized crime infiltration of the industry and to continue to build relationships with trucking industry officials in raising awareness of the problem.

"The policing community will work through the Canadian Association of Chiefs of Police to raise the priority of this type of criminal activity within law enforcement circles," Ruiters vowed.

For its part, the Canadian Trucking Alliance said it will work with its provincial transportation partners to increase reporting of occurrences and with law enforcement to develop a standard reporting means. The CTA also said it would work with the Canadian Association of Chiefs of Police and its Private Sector Liaison Committee to address court sentencing, current laws and to develop a media strategy. The industry must also raise awareness of the importance of reporting incidences.

"The bottom line is that there is much work to do, and no short cuts or quick fix," Ruiters summarized. "We all agreed that continued partnerships and cooperation is needed by all moving forward." □

## Drivers asked to weigh in on truck parking

**OTTAWA, Ont.** – It's no secret among professional drivers that there are too few places for truckers to stop for rest. Now it appears the situation is on the radar of some influential decision-makers.

The Owner-Operator Business Association of Canada (OBAC) is asking all drivers and owner/operators to complete a Transport Canada survey that will be used to help identify the scope of the problem and maybe even influence future funding.

In the words of OBAC executive director Joanne Ritchie, "Here's an opportunity to add your two cents to this most important debate. We need every driver to get involved; it's drivers themselves who can identify areas in Canada where designated truck parking is difficult to find, and help determine how shortages of parking impact your safety, productivity, and personal well-being."

She urged drivers to "Take the survey yourself, then get at least five more drivers to add their voice, even if you have to walk them to a computer and help them turn it on."

To take the survey, visit: [www.surveymonkey.com/truckparkingcanada](http://www.surveymonkey.com/truckparkingcanada) (all one word). □

## Industry asks for leniency with double drop and low bed trailers

**OTTAWA, Ont.** – The Canadian Trucking Alliance (CTA) is asking the National Task Force on Vehicle Weights and Dimensions (NTF) to remove the permit requirements for double drop and low bed trailers.

The CTA made its pitch during a recent presentation to the task force. Currently, double drop and low bed trailers with a wheelbase of more than 12.5 metres must move under permit and under strict conditions, meaning the trailers are built for sole purpose use.

"This proposed change will introduce productivity and efficiencies into the supply chain without compromising road safety or maintenance," suggested CTA regional vice-president (Manitoba), Bob Dolyniuk.

The CTA proposal calls upon Canadian jurisdictions to allow the use (without permit) of tandem and tridem axle double drop and low bed trailers with a minimum wheelbase of 6.25 metres and maximum overall length of 16.15 metres. CTA said that the only time a permit should be required is when an over-dimensional load is being hauled, or if the actual trailer itself is over-dimensional.

"There is a need to increase the allowable wheelbase on these trailers to allow for an increased deck well length in an effort to accommodate farm, harvesting and construction equipment which are becoming larger," said CTA vice-president of operations, Geoff Wood. □

## Christmas group aims to help trucking families

**TORONTO, Ont.** – The second annual CDLOFIT Christmas Group fundraiser is now underway, aiming to raise money for trucking families in need this holiday season.

The effort is the brainchild of 'Wonderful Wayne' – a member of the CDLOFIT online social network – who came up with the concept of launching the fundraiser, according to one of its organizers, Greg Manchester.

"Wonderful Wayne thought it would be a good idea if his fellow truckers would help him set up a fund that might help some trucker families that might be in need of having a good Christmas," Manchester explained.

In the four weeks leading up to last Christmas, truck drivers raised more than \$8,000 which was distributed to 13 trucking families in need. One of the beneficiaries was Johnny 'Five' Van Lubeek, a Canadian professional driver who was coping with ALS and has been featured in past issues of *Truck West*. Van Lubeek succumbed to his illness on Jan. 27, 2009, however his family told CDLOFIT Christmas Group organizers that they helped contribute to a happy Christmas for him.

The second annual campaign is now accepting nominations and donations. For more information visit [www.cdlofit.com](http://www.cdlofit.com) and visit the Christmas Group link. (Registration is required).

Donations can also be made by phone, Com Check, PayPal ([cdlofit@me.com](mailto:cdlofit@me.com)), and snail mail. For details, call 417-200-4411. The organization is also accepting items that can be auctioned off, with the proceeds going towards needy families. □

## Industry execs help shape Truck World

**TORONTO, Ont.** – Organizers of Truck World 2010 have formed a committee consisting of key industry executives to help organize the event.

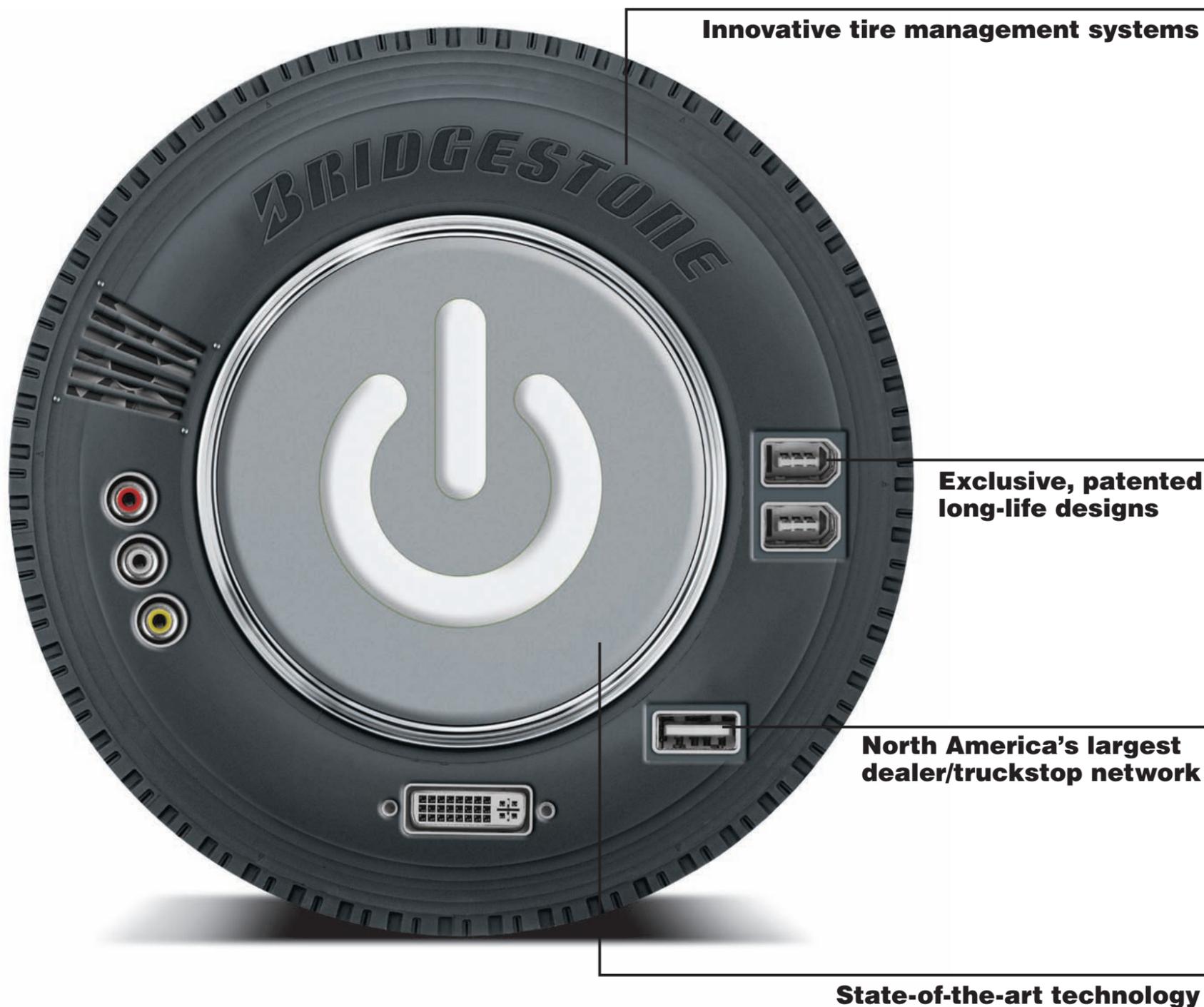
"The group's focus is to present the industry with an exciting show, so visitors will feel they received real value for their time and money," said Jim Glionna, president of Newcom

Business Media, owner and producer of the show. "We can't fail to deliver in 2010 with such a powerful group advising show management on an almost day-to-day basis."

The committee includes senior staff from key fleets and suppliers. Truck World will be held at the International Centre Apr. 15-17. For info, visit [www.truckworld.ca](http://www.truckworld.ca). □



# What's inside a Bridgestone radial?



## Tires are just the beginning

Nobody else offers you longer-wearing, higher quality tires  
– or the tools you need to get the most from them.

Ask your dealer or truckstop what else  
choosing Bridgestone can do for you.



**PASSION**  
for EXCELLENCE

[BridgestoneTrucktires.com](http://BridgestoneTrucktires.com)

# Movin' on up: AMTA celebrates new digs

By Jim Bray

**CALGARY, Alta.** – The Nov. 20 grand opening of the Alberta Motor Transport Association's (AMTA's) new Centre of Excellence was an event years in the making and featured an "all-star cast" of industry, government and association personnel who turned out to celebrate the event.

The approximately 17,000 sq.-ft. facility at 285005 Wrangler Way in the Patton Industrial Park, seconds east of Calgary in the County of Rocky View, gives the AMTA much more and much-needed elbow room as well as more and better facilities. It also places them much closer to a broad cross-section of the people and companies with whom they deal on a daily basis.

Among the dignitaries on-hand to help kick open the doors – and who had the honour of cutting the official ceremonial cake – were AMTA president Richard Warnock, Alberta Transportation's Roger Clarke, Robert Feagan of Alberta Employment and Immigration and Ken Vertz of the WCB. Each said a few words before they collaborated on their "knife-wielding ceremony."

"This building has been in the works since way before I joined the organization in the late 1990s," AMTA executive director Mayne Root, who also emceed the event, said. According to Root, the board of directors had been envisioning such a facility since the 1980s but, for one reason or another, it never came to fruition. Things finally started moving forward about five years ago, he said, when the board asked the staff to put together a plan.

Root and the late John Tessier, the much beloved manager of injury reduction and training at the time – and the man to whom the large training facility is dedicated – drew up a plan that included recommendations for what the association really needed, taking into consideration such factors as the space that would be required to house the amount and type of services they wanted to provide. The next major hurdle was to find the funding, but once that was successful the AMTA and its partner in the project – Spacemakers Construction Services – broke ground in March of 2009, with the move to the new Centre of Excellence completed on Oct. 20.

One consideration for the eventual location was "the availability of an affordable piece of property," Root said. "We're a not-for-profit organization so we don't have all the money in the world and we have to depend on our members to provide that."

Root said they looked all over Calgary but noticed that a lot of their members were moving to the southeast quadrant of the city.

"When we were first looking at property out here," Root said, "I drove around the area for an afternoon and counted 30 trucking companies and another dozen or so companies that have the kind of



**BIGGER AND BETTER:** The AMTA's new home offers improved training and meeting facilities.

trucks we deal with."

The icing on the cake was the opening of another area to the south in which another 15 to 20 companies had set up shop so, "when you think about the concentration of trucking companies out in this area it was a given," he said. "It all came together and we ended up in the right place at the right time and with the right piece of property, so it worked out well."

The \$3.5 million Centre of Excellence includes two state-of-the-art training rooms with computers and video projectors, the larger of which can hold 30 people at a time easily. There's also a computer lab where people can work either individually or in small groups – and the building also features a large truck bay training facility with room for a tractor-trailer to be pulled in and tables and chairs set up around it so practical, hands-on training can be performed.

"It's a huge improvement in the type and size of training facilities we can offer," Root said, pointing out that the old building on Blackfoot Trail only had one room for training. The office was so small that they had to double up purposes sometimes, as remembered fondly during the opening speeches when a tale of holding meetings in the kitchen was recounted. Now there's room for a separate board room and enough storage areas to swing several cats.

Root hopes the new elbow room will lead to more use. "In the old building we probably had the training facilities booked three days a week for at least 10 months of the year," he said, "so now the challenge is to fill these training rooms for at least the same amount of time." Root claimed the



**OFFICIAL CEREMONY:** Cutting the cake were (l-r): Roger Clarke, executive director, Vehicle Safety and Carrier Services, Alberta Transportation; Richard Warnock, president, AMTA; Robert Feagan, director Partners in Injury Reduction, Alberta Employment and Immigration; and Ken Vertz, senior underwriting analyst, WCB.

AMTA is already getting "a huge amount of interest" not only for its own training programs but from members who want to use the facility for their own programs, which the association will allow for a small fee. "We're here for the benefit of the industry and that's what we're trying to do," Root said.

Great new digs aside, these remain challenging times for the AMTA.

"We still have our struggles," Root admitted. "There are still lots of companies out there who don't see the need for an association, but on the plus side we have a good core group of companies – a lot of the large companies in the province are members – and that shows that there's both interest and need. It's just a matter of getting out and showing people who may not realize it yet that we do some good things and we have value for their industry."

Root's core message is that

while the AMTA is there to represent the industry, "they need to be involved with us for us to represent them. We can represent what we think the industry wants but unless the industry actually tells us what they want all we're doing is guessing, so we need the involvement of all the industry."

Root pointed to the broad spectrum of businesses that make up the transport industry – diverse sectors and companies of various sizes, from the oil industry to logging, from cattle hauling, to bulk. "You name it," he said. "And to represent them well, we need to have their involvement and their input and we can't have that unless they join us and become part of the group."

Members can book the AMTA's training room for \$100 a day, which Root said is cheap compared to other places, and non-members can book the facility as well, "but it costs more," he said. "It's here for our members and that's another incentive to join." □



# WE'RE ON TOP, THANKS TO YOU.

More people are purchasing International® trucks than ever. For some very good reasons.

- International® ProStar®: the #1 selling Class 8 model in the U.S. and Canada\*
- International® LoneStar® voted 2009 ATD Commercial Truck of the Year
- ProStar proven Best-in-Class aerodynamics\*\*
- 2009 ATA Driver of the Year drives ProStar
- Bold, innovative styling puts LoneStar in a class of its own
- ProStar and LoneStar confirmed quietest interior cabs for Class 8\*\*

To all the customers in the U.S. and Canada who helped get us here, we'd like to say thanks.

Visit [InternationalTrucks.com](http://InternationalTrucks.com) to see for yourself why people are choosing ProStar and LoneStar.



International® is a registered trademark of Navistar, Inc. \*Based on R. L. Polk & Co. U.S. & Canada registration data, International® ProStar® is the #1 selling class 8 for the 12 month period ending August, 2009. \*\*Wind tunnel and interior noise claims based on testing that utilizes SAE recommended practice.

**MILES AHEAD**

# BIGGER

## is better in Alberta bush



**MORE PAYLOAD:** A Minhas Brothers tandem truck with tridem lead and tridem pup trailers is taking part in the pilot project.

**By Jim Bray**  
**GRANDE PRAIRIE, Alta.** – Logging trucks may be big and, well, lumbering, but if a pilot project underway now in Alberta works out as hoped, they could end up being bigger still.

The experiment being conducted currently allows nine- and 10-axle B-trains and their associated increase in capacity and weight (an increase from the previous maximum of eight axles) to be used on some of the province's highways.

It's an attempt by the province and the forestry industry to give a hand up to a sector that's been feeling the pinch for several years – even before the current economic crunch hit – thanks to such factors as reduced new housing starts in the US.

The added capacity raises the maximum weight that can be hauled by about 10%, to about 78,000 kgs.

That lets companies run fewer trucks, which saves them money and increases their efficiency. A side benefit is fewer logging trucks on the highways.

Before such a project could be given the green light, however, they had to ensure the trucks would not only fit, but would

be safe and stable and wouldn't ruin the highways on which they drove.

This prompted a feasibility study that looked into the possibility of running 10-axle B-trains consisting of, essentially, three tridem groups: a drive and two trailers, each of which would be of the existing legal weight but which together would total 78,300 kg gross combined weight.

"You want to answer a couple of things in these feasibility studies," says Eric Amlin, program leader for transportation research at the FERIC (Forest Engineering Research Institute of Canada) division of FPInnovations, a non-profit organization that does research for the forest sector aimed at improving its international competitiveness. "First, is it practical for this truck to work, is it safer or equal in safety to the existing fleet and, second, does it meet the TAC performance standards? That was our task."

The study looked at vehicle dynamics – the safety and stability of the truck, the road, and the impact of the heavier vehicles on the province's highways and bridges.

"You define the features of the truck and the trailer that are

appropriate for giving you that stability," Amlin says, "and one of those is wide track axles, which are really good at improving rollover thresholds, one of the TAC performance measures."

So far so good: the 31.5-metre long trucks' stability was deemed acceptable. FERIC also found that a tridem group operating at legal weights (the same weight per axle as before) didn't impact the pavement any more than the existing fleets do.

In fact, Amlin says, "A truck like this carrying those kinds of weights impacted the pavement less because those trucks tend overall to be more friendly to the pavement than a typical B-train."

Alberta Transportation did the bridge analysis, mostly in the northern part of the province where the lion's share of the log transporting takes place.

Amlin says the analysis "determined that on some routes the bridges were of acceptable strength, so the truck would be okay."

But not all bridges measured up. "There are some major bridges that can't handle any more weight," says Larry Lefebvre, general manager for Minhas Brothers of Grande

Prairie, one of the first trucking companies to run the bigger rigs. "And we're trying to figure out a way to get the bridges upgraded to allow these heavier weights."

The issue, which apparently affects mostly multi-span bridges, means that until the structures are beefed up the trucks have to either go around them or haul a reduced payload equal to what was allowed before the pilot project.

"But there's some work going on with the government in terms of what can we do to get these bridges to be able to handle these weights so that we can better utilize the configurations out there," Lefebvre says.

That, of course, involves money – as scarce a commodity for governments scrambling to balance their budgets as it is in the private sector these days, and the specialized nature of the problem works against finding a quick solution.

"The very fact that (the 10-axle trucks) don't operate on every road of the province means there's not going to be a great demand for them because of those limitations," Amlin says. "Even if there's enough interest and motivation to upgrade bridges in the other areas where they'd like to run the trucks it remains to be

seen who'll come to the party with the money to do it."

It's definitely a challenge. Lefebvre says that, while the province has been phenomenal, "They're running into a budget issue right now in terms of being able to fix the bridges, so we're looking at different avenues. Maybe there's federal money that can be used to help. If something can be worked out then that would be a huge benefit not only for the forest industry but for other industries that need to haul across those bridges."

So much for the infrastructure. There's also the challenge of private operators being able to afford the trucks that would let them participate at the higher weights – trucks which (even though they may be used in the forestry industry) don't have a habit of falling from the trees.

"A company would have to find the equipment to meet the requirements," says Alvin Moroz, director of transport engineering for Alberta Transportation. "So there'd be some start-up time for a company to acquire the equipment and while it generally would be equipment that exists somewhere, they may not necessarily have it available right at this minute."

Moroz also points out that, because this is a test project right now, "I'm not sure people would be willing to go up there and actually build new equipment until we know what the long-term solution would be."

This led to mulling over the possibility of using nine-axle units as a way for a company to "branch out" into the larger vehicles without having to assemble completely new units from scratch.

"The committee also looked at the existing fleet to see what can be done to improve its productivi-

ty," says Amlin. "Keeping with the theme of helping the industry survive in these economic times while staying within the envelope

"Very conservatively, we're packing 10% more payload," says Lefebvre. "So instead of using 10 trucks to move something we only

forest product," Lefebvre says. "Anything we can do to facilitate moving the product on the highways would be a huge benefit, but right now the permits are only for raw logs on the highway."

"We'll see how it goes," says Alberta Transportation's Moroz, "and if it's successful it may continue long-term. It's an ongoing review process, the intent of which is to explore different options and try things out, see what's successful and what isn't."

Though he isn't specific, Moroz warns that other issues could pop up that may not have been considered, but which could indicate that the idea just isn't working and could lead to its being discontinued.

"That's the type of approach we're taking. It's a general review to see how we can increase efficiency without adversely affecting the roads, the bridges or other traffic."

The project isn't limited to companies who may be first out of the gate, either. Moroz says there's no set limit as to how many companies can get involved. "It's open to anyone who can acquire the equipment and operate under (the restrictions)," he says.

As for Minhas' Lefebvre, he's pleased with the cooperation the province has given.

"I'll be the first one to toot the province's horn that they've been phenomenal through this process," he says, "and that's what's made a lot of the difference. Transportation costs are a huge part of the cost of product," he points out.

"This may or may not be a make or break for some companies, but it might also be one of those pieces of the puzzle that helps them down the road."

A "jigsaw" puzzle, perhaps? □

*"If I can emphasize anything it would be that the cooperation, the willingness to work together has been almost unprecedented in what we've achieved in the last year or so."*

**– Larry Lefebvre, Minhas Brothers**

of safety and acceptable infrastructure impacts, we wanted to know how much weight can be put onto these fleets."

Amlin says some operators looked at it as an opportunity to migrate to the 10-axle units piecemeal, so that instead of buying the typical tandem rear trailer of a B-train, they'd buy a tridem rear trailer, configured to meet the requirements of a 10-axle, graduating to a tridem 10-axle B-train in steps.

"Our role once again, in concert with the bridge engineers at Alberta Transport," Amlin says, "was to look at the question of how much weight can be put onto a nine-axle without breaking the bridges or having the truck fall over easily."

So far, so good. "It's been seamless," says Lefebvre. "One of those things where you wonder how come it didn't happen sooner?" He says there haven't been any operational issues at all.

"You're limited as to where you can go and some of the grades we were just making with eight axles we're not making with nine, but we haven't really had to change much in the bush except maybe reduce some of the grades to get out because we've only focused on the B-trains themselves."

It's helping to create the improvements that were hoped for.

need nine, which means you've reduced the traffic on the road."

Lefebvre estimates the new configuration could mean up to a 20% reduction in the number of trips hauled.

"That translates not only to the reduced number of trips," he says, "but to cutting greenhouse gas emissions – all those buzzwords there."

Lefebvre says the project is a prime example of what can be done when different groups work together for a common cause.

"The success so far is directly related to three parties: the industry, the government and FERIC," he says. "If I can emphasize anything it would be that the cooperation, the willingness to work together has been almost unprecedented in what we've achieved in the last year or so."

Lefebvre says that previously, the industry's efforts were spread out, with some companies lobbying the government independently and some through the Alberta Forest Products Association – but when they all came together in December of 2008 "We made phenomenal leaps and bounds."

If the pilot project works out as hoped, it could spread to other aspects of the forestry industry.

"We're in discussions on being able to haul finished products as well – wood chips and any other

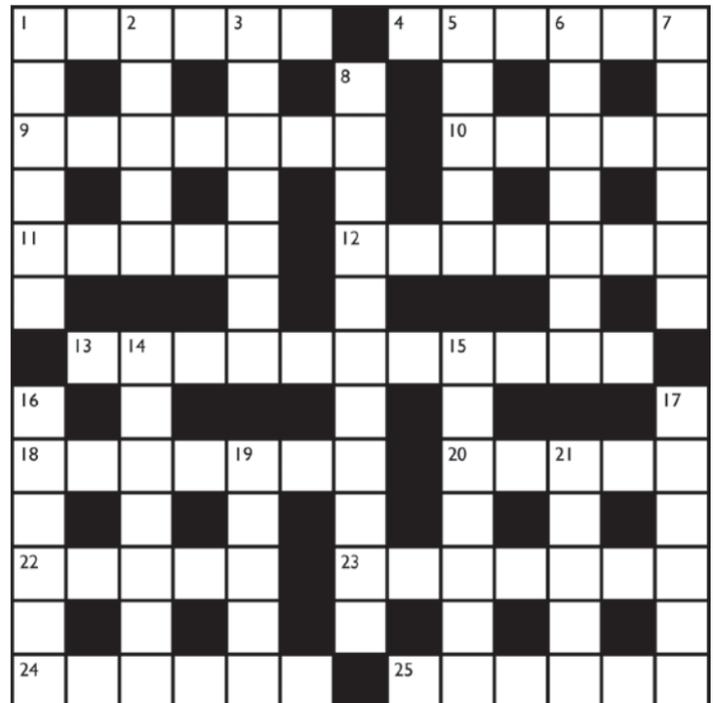
# THIS MONTH'S CROSSWORD PUZZLE

**Across**

- 1. Retreaded tires, in other words
- 4. US town at St. Stephen, NB border crossing
- 9. Procession of funeral vehicles
- 10. Semitrailer spare-tire carriers
- 11. Basis for lidar speed detection
- 12. Upscale Mack Pinnacle variant
- 13. See 3-Down clue
- 18. Astrodome City
- 20. Breakdown-warning device
- 22. Engine oil offered by 8-Down company
- 23. International-emblem shape
- 24. Wild West teamster's pit stop, perhaps
- 25. Truck-mechanic's task

**Down**

- 1. Defect-related notice from truckmaker
- 2. Tire-scutting surfaces
- 3. With 13-Across, drivers' safety-related procedures
- 5. Directional indicator, often
- 6. Repossessed-truck sale, perhaps
- 7. NB home of Atlantic Transport Training Academy
- 8. Calgary-based fuel and lubricants company (5,6)
- 14. Shift-lever selection
- 15. Add air to a tire
- 16. Driver's eyewear, often
- 17. Truck-cab component
- 19. Cop-radio code for T
- 21. Word on Hawaiian licence plates



Answers on page 29

© 2008 M. Jackson

Try it online at: [www.trucknews.com](http://www.trucknews.com)

# Industry divided on whether restrictions are needed

Continued from page 1

allowing them only to operate commercial vehicles with automated gearboxes.

Alberta joins a growing list of provinces that now provide a restricted licence for commercial drivers who use automated transmissions on road tests. The list now includes: B.C.; Alberta; Saskatchewan; Ontario; and Quebec. Only Manitoba and the Atlantic provinces allow full privileges for commercial drivers who haven't demonstrated an ability to operate manual transmissions during their road test.

The increased prevalence of automated transmissions in the Canadian trucking industry is forcing provinces to re-think their road test criteria. Ontario caused a stir when it introduced new equipment requirements including the use of a manual transmission last year, but that was mostly because senior drivers who in that province must be road tested every year after the age of 65 were also included.

Many gear-jamming veterans have made the transition to automated transmissions after millions of miles of safe driving. The province acknowledged that it erred and in November exempted senior drivers from the requirement while keeping the restricted licence in place for new drivers who take their road test using an automatic.

The industry seems divided on whether provinces should be restricting professional drivers from operating certain types of equipment.

Kim Richardson, owner of Ontario truck training school KRTS Transportation Specialists, said the restrictions are a bit of a joke.

"How are they going to enforce it?" he asked. "Are they going to set up spot checks for people driving automatics? It's ridiculous in my opinion. It's just another example of poor management at the



**A NEW STANDARD?:** Bison Transport was one of the first fleets to make automated transmissions a standard spec' on its highway trucks – and its safety record speaks for itself.

government level...as a rule, the general industry is not going to allow someone to operate equipment that they haven't had the proper training on, regardless of whether they were tested on it."

But not everyone agrees; and in fact the trucking association from one of the few provinces that has yet to impose a restriction says it would welcome the change. Bob Dolyniuk, general manager of the Manitoba Trucking Association (MTA), says he has concerns about drivers operating equipment they may not know how to properly use. With automated transmissions becoming more popular, he said the province should impose restrictions much the same way it did when automatic transmission-equipped cars began hitting the roads.

"In those days, if you were tested on an automatic transmission, you were restricted to driving a car with an automatic transmission," said Dolyniuk. "Quite frankly, I have the same questions in mind when we're talking about someone

road testing with an automated transmission today and then tomorrow afternoon being legal to operate a vehicle with a standard transmission which they may not have proven competency on."

While MTA hasn't officially lobbied the province to introduce a restricted class licence, Dolyniuk said some driving schools have expressed concern over the issue and he said "I think we're going to be entering into discussions."

Andy Roberts, owner of training school Mountain Transport Institute in Castlegar, B.C., said drivers should become proficient at shifting before they begin their driving career and welcomed the news that Alberta was introducing a restriction.

"You hear hearsay of schools in Alberta that have trucks with automated transmissions teaching people to drive in six hours," he said. "They don't teach them how to shift, they just teach them the road test route and the guy could pass the test and get a full-fledged licence and take a load of B-trains over the Coquihalla (using a manual transmission)."

Roberts is a big fan of automated transmissions, but worries they don't give new drivers a true sense of the weight they're hauling or the handling characteristics of their vehicle.

"I think the technology is fabulous but one of the challenges today is that, you look at the horsepower that's available, the braking horsepower available in the engine brake, the automated transmission – a lot of these people don't have a grasp on the weight they're dealing with because the truck is becoming so easy to drive," Roberts said. "And what happens when a truck breaks down and the rental company doesn't have an automatic? Now what do we do? You can't legally operate that truck."

While Roberts feels some proficiency on shifting gears should be required by all professional drivers, he said he understands why trucking companies are automating their fleets.

MTI runs a truck with an auto-

mated transmission and Roberts said he feels less fatigued after a trip with that truck.

"We had a guy a few years ago who counted and claimed he made 1,000 shifts from here to Hope, B.C. pulling Super-Bs," Roberts recalled. "It's not just the physical movement of the stick (that's tiring), it's the mental calculations you have to do to shift. You have to pay really close attention to that all the time."

Many fleet managers have become so enamoured by automated transmissions that it can now be difficult to find a linehaul job that doesn't come complete with an automated transmission-equipped company truck. That irks Paul Kauler, a long-time driver whose disdain for the technology has often left him on the sidelines as he turns down job opportunities that don't include a manual transmission.

"At this point, you cannot have a standard truck in a linehaul job unless you are an owner/operator," he said.

Kauler firmly believes the increasing popularity of automated transmissions is creating a new breed of dangerous driver – and he speaks from experience. He was involved in a rollover while resting in the bunk running team across the prairies.

He said the driver behind the wheel became inattentive because the truck had an automated transmission.

That same driver never learned how to drive a standard, Kauler said, making him unfit for the job in his opinion.

Kauler said three of four drivers he has personally known who have driven only automatic trucks in their careers have been involved in serious mishaps and he wants Transport Canada to conduct a study on the true safety of automated transmissions in linehaul applications.

"The most important thing for a professional driver is, you need to have absolute control of your truck," he said. "You need to know how much torque you have on your wheels, especially in a tricky situation like on black ice."

Kauler feels provinces haven't gone far enough in restricting drivers who haven't demonstrated proficiency in shifting during road tests and would like to see a requirement for drivers to collect a certain amount of experience with manual transmissions before being allowed to drive an automatic. Think of it as a reverse restriction, which requires new drivers to operate standard transmissions until they've demonstrated their shifting proficiency and earned the right to move to an automatic.

Despite the varying opinions on the matter, it seems unlikely that the trend towards automated transmissions is going to be reversed any time soon.

KRTS's Richardson estimates 80% of his fleet customers will be fully automated within five years and some even sooner and he said provinces should be embracing the change. □

## FASTER, EASIER BORDER CROSSING!

Don't lose C-TPAT, PIP, FAST or CSA compliant loads.

Get C-TPAT certified within 30 days!



Don't let border security threaten your business profitability. Take advantage of Avaal's 24x7 Fax service for e-Manifest and customs clearance.

GET 3 MONTHS  
ACE E-MANIFEST SERVICE  
ABSOLUTELY FREE  
WHEN YOU APPLY FOR C-TPAT  
WITH AVAAL



Avoid safety & compliance audit headaches and take full control of operations by implementing Avaal Express, Freight Management/Dispatch software.

Your New Career Starts Here



Get The Competitive Edge by Avaal's certification in:

- Transport Dispatch Management
- Fast Track Freight Forwarding
- Logistics Management

AVAAL's professionals can also handle all your transportation authorities, permits, renewal and fuel tax filings.

24-hr  
Live Support



Contact Dara Nagra 1-877-995-1313

Email: [dnagra@avaal.com](mailto:dnagra@avaal.com)

2 Automatic Rd. Unit #110, Brampton, ON L6S 6K8  
[www.avaal.com](http://www.avaal.com)

# VOLVO GOLD RUSH DAYS STRIKE IT RICH!



UP TO  
**\$7500\***  
DOWN PAYMENT SUPPORT



UP TO  
**\$4500\***  
DOWN PAYMENT SUPPORT



UP TO  
**\$4500\***  
DOWN PAYMENT SUPPORT

## BONUS DELAYED FIRST PAYMENT OF UP TO 90 DAYS!

\*Customers who purchase pre-2010 model year Volvos from unassigned inventory between October 30<sup>th</sup> and December 31<sup>st</sup>, 2009, may be eligible to receive down payment assistance up to \$7500 and may qualify for 90 day first payment delay, on approved credit. Conditions apply. See your dealer for details.

Volvo Trucks. Driving Success.®



## There's strength in numbers for Alberta construction truckers

Last month, *Truck West* reported that the province of Alberta was deferring gross vehicle weight reductions on non-RTAC trailers and pups. The announcement was seen as a major accomplishment for the Alberta Construction Trucking Association (ACTA). My name is Ron Singer and I am the current president of the ACTA. *Truck West* has agreed to allow me to write a column that will address the many issues facing the construction trucking industry in Alberta and across Western Canada.

First, let me give you some information on my personal background.

I was born and raised in Calgary, Alta. and groomed by a trucking icon; Mr. Ron Singer – number one dad and owner of R. Singer Trucking. I came from a large trucking family.

I am a second generation trucker

### Constructive Dialogue

Ron Singer



grooming the third and fourth generations. My career in the trucking industry started with washing, fueling, servicing and parking any one of my father's 100-plus gravel trucks.

I began my truck driving experience by stockpiling gravel in the local gravel pits until I was old enough to obtain my driver's licence. I then graduated from truck driver to driver-trainer, mechanic, welder, dispatcher and manager until my dad retired in the early 70s.

I started my own trucking company in the early 70s, hauling many

different truck and trailer combinations across North America. I figure I have at least four million (almost incident-free) miles under my belt over the last 40 years.

I currently operate one of five different pieces of earth-moving equipment and one of at least six different configurations of heavy truck and trailer equipment, traveling 100,000-plus miles per year with a clean Class 1 licence (knock on wood).

In addition to running my trucking company, Ron Singer Truck Lines, I have served the industry and community as a director for the: Alberta Gravel Truckers Association; the ACTA; the Canadian Dump Truck Federation; the Canadian Owner/Operators' Co-op; the Alberta Trucking Industry Safety Association; the Alberta Motor Transport

Association; and the Shepard Community Association.

I have been representing the trucking industry in many capacities for the past 25 years and my goal in this column is to interact with members from all sectors of the trucking industry. I hope to provoke your thoughts, comments, opinions and advice.

But for starters, I want to discuss some recent accomplishments of the ACTA. One of the things we've been successful at is lobbying the federal, provincial and municipal governments' weights and measures committees and engineers to increase gross vehicle weights for specific configurations used by the construction trucking industry.

We've had many successes. For example, we received a gross vehicle weight increase on front axles from 5,500 kgs to 7,300 kgs (9,100



Bringing the job in on time is critical to the success of your business. To help you achieve that success, Chevron offers Reliability based Lubrication (RbL™) – a unique combination of knowledge, products and services for the construction industry. The RbL™ approach combines over 125 years of construction industry experience with technologically advanced products and services like our Delo® lubricants formulated with ISOSYN® Technology and the LubeWatch® oil analysis program. Chevron can work with you to build a lubrication program that will help your equipment run more reliably, your job site run more efficiently and your business run more profitably. If you could use more reliability from your equipment or your lubrication partner, visit us online at [www.chevronlubricants.com](http://www.chevronlubricants.com).

**RbL™**  
Knowledge. Products. Services.



kgs in B.C.). We also lobbied for and received GVW increases on seven-axle quad configurations from 53,500 kgs to 55,300 kgs.

If you operate a configuration that was affected by the increases, you will enjoy a gross revenue increase of about \$20,000 per year for each configuration.

ACTA has also lobbied the federal and provincial governments for several specific configurations: truck and tri-axle wagon (six-axle); truck and quad wagon (seven-axle); tri-drive truck and quad wagon, super quad (eight-axle); tractor and double trailer, Super-B (eight-axle); tractor and double trailer, reverse Super-B (eight axle); truck and tri-pup (six axle); tri-drive truck and tri-pup (seven-axle); tractor and tridem E/D (six-axle); and tri-drive tractor and tridem

‘If you operate a configuration that was affected by the (weight) increases, you will enjoy a gross revenue increase of about \$20,000 per year.’

Ron Singer

E/D (seven-axle).

ACTA has also convinced regulators to reduce the axle spacing between the axle groups to allow for better maneuverability at construction sites.

Every one of those configurations provides a direct payback for our industry on a daily basis with every load they’re used to haul.

The recent announcement about non-RTAC trailer weights was just

the latest of many victories for our association. Our members also benefit from a fuel rebate program we have secured with Chevron. Another thing we do at ACTA is conduct an annual rate survey for all configurations across Alberta.

The contractors look forward to receiving it on an annual basis so they know what to charge or pay their hired trucks.

ACTA has also developed a

Code of Ethics and standards for our members to follow which will help distinguish them from the rest of the industry. But most importantly, ACTA provides a regular forum for our members to meet, network, discuss and develop strategies to tackle the many challenges our industry faces.

Over the coming months, I’ll be using this space to discuss many of the issues facing our industry. I look forward to your comments, concerns and suggestions. Till next month, catch you later! □

– Ron Singer is owner of Ron Singer Truck Lines and president of the Alberta Construction Trucking Association. He can be reached at 403-244-4487 or by e-mail at ronsing@telus.net. ACTA’s Web site is [www.myacta.ca](http://www.myacta.ca).

## Industry

# Major issues loom for the Canadian trucking industry in 2010

Clearly, the economy will continue to be the major pre-occupation of Canadian trucking companies in 2010. While there are indications that things may have hit bottom, at least in terms of volume, things remain quite fragile. The US economy and the value of the Canadian dollar versus the US greenback continue to be major wildcards. It would probably be best to operate as if things were not likely to improve, but hope that they do.

Economic issues are not the only source of concern for 2010. A host of major policy/regulatory issues loom large. In the space afforded me here, I will concentrate on a few of the ones that I think could have the most significant impact on the industry.

Perhaps we should not have been shocked (given the previous success the anti-truck groups have had in the US courts) but it still came as a bombshell when the FMCSA announced that it would be reviewing, revising and rewriting the US hours-of-service rule in 2010.

The outcome is unpredictable at this point. However, you can bet the chances of the US rule being made more flexible are slim to none. It is likely that the additional hour of driving and the 34-hour reset (modeled after a proposal developed by CTA), will be under the microscope. At the same time, FMCSA is developing its EOBR rule and one would think the pressure to come in with some sort of mandate is increased.

At this point in time, there appears to be little appetite for reopening the HoS regulation in Canada. Indeed, there is pressure being brought to bear by some provinces (four have yet to adopt anything close to the federal regulation) to increase flexibility for certain sectors.

Whether developments in the US will cause a change in thinking here remains to be seen. In the end, it really doesn’t matter since Canadian carriers and drivers who operate into and out of the US will have to comply with the

## Industry Issues

David Bradley



US rules regardless.

CTA supports a universal EOBR mandate and is currently working with federal/provincial officials to develop a Canadian standard, which will then give Canada a basis from which to sit down with the Americans and try to come up with a North American standard.

That work is now more important than ever.

Other major safety initiatives are also expected to take shape in 2010. It seems more and more likely that the FMCSA will introduce some form of mandatory testing for sleep apnea amongst commercial drivers.

While we may not see the rule in 2010, work is continuing in this direction. At the same time, CTA is working with Canadian governments to develop a Canadian program that it is hoped would receive reciprocal treatment from the US. If (or more likely *when*) the US goes, Canadian carriers and drivers will again have to comply. Think drug testing all over again.

There is also little doubt that the US is moving towards a regulation mandating the installation of electronic stability control systems on heavy trucks at the factory level. Two of the major OEMs already make such devices a standard part of their vehicle package while it is an option for the others. The evidence, both empirical and, from carriers’ own experiences suggests the technology works and is cheap insurance. CTA is urging Transport Canada to begin preparing now to mirror the US rules when they are introduced.

The battle against climate change by reducing greenhouse gas emissions is moving to the next level. While we may not see a

cap-and-trade system introduced in 2010, there will be plenty of other initiatives.

In January 2010, California will start requiring trucks operating into, out of and within the state, to be equipped with SmartWay-certified fuel efficiency technologies and devices – Canadian carriers included. Will other signatories to the Western Climate Initiative – including four Canadian provinces – follow suit?

How will Canadian carriers comply when most provinces restrict the weight on wide-base single tires and no province currently allows a full boat-tail – two of the main technologies that SmartWay certifies and which are a key component of CTA’s enviroTruck initiative?

The debate underway in the US over highway re-authorization funding is also one to watch. Policy-makers there have come to the realization that if in fact the

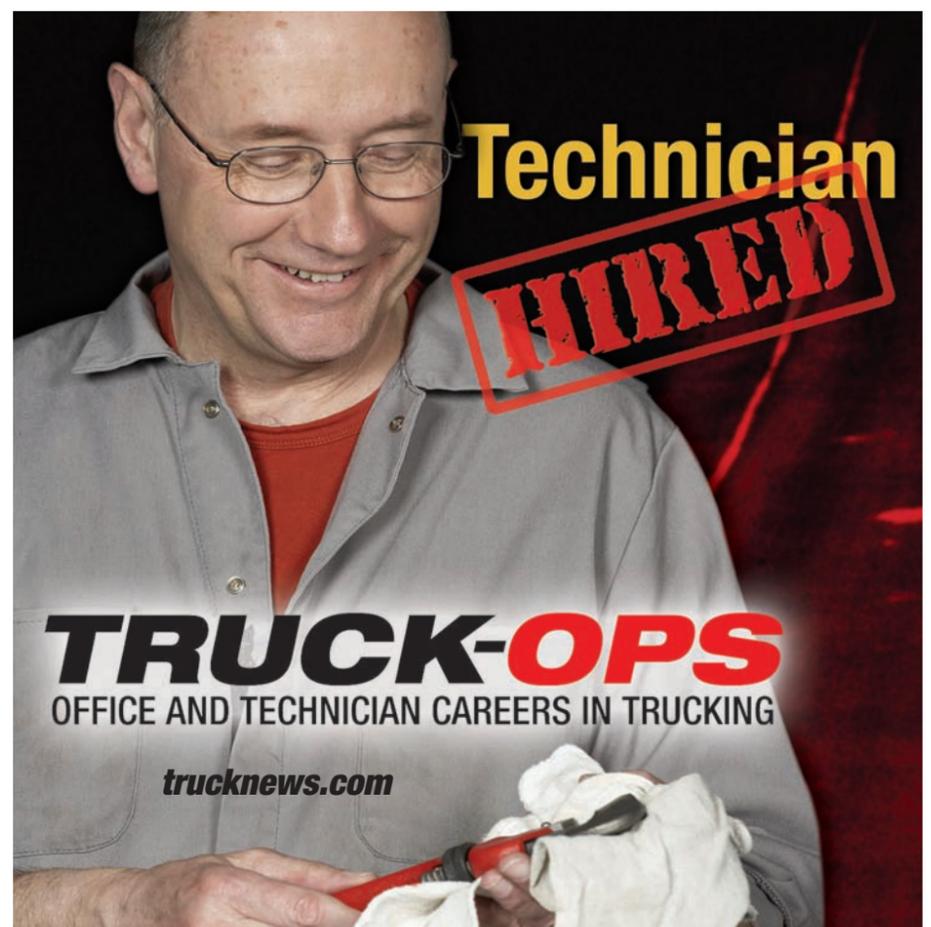
measures to reduce fuel consumption succeed, revenues from fuel taxes – the source of funding for the US highway system – will also shrink.

Other ways of raising money will have to be found. ATA favours an increase in the federal fuel tax. Others prefer tolls or vehicle weight/distance taxes.

In Canada, public sentiment seems to be turning against the huge budget deficits that every province and the federal government have rung up over the past year. Will we be able to grow our way back to fiscal balance or will governments ultimately have to look at increasing taxes?

These are some of the key issues that will dominate the policy agenda in 2010. □

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



## Opinion

# If you aren't at the table, you're on the menu

When it comes to making regulations for trucking – or any other aspect of life in a modern democracy, frankly – the title of this column really says it all. It's not always about who has the right ideas, or finding the best ways to achieve an objective; it often comes down to who participates in the deliberations and how effectively they can make their case. If you have a point of view and some territory to protect, you need to be at the table. You can rest assured others will be there protecting their interests – perhaps at your expense.

I attended three meetings during the last week of November where input from drivers actually mattered. First was CVSA's North American Cargo Securement Harmonization Public Forum, held in Montreal.

The Commercial Vehicle Safety Alliance holds two such gatherings each year, and participation is unrestricted and open to all stakeholders and interested persons including law enforcement, regulators, carriers and drivers.

Anyone who attends is free to comment on work currently under evaluation, or to bring new issues to the table.

The next day, I sat in on a CCM-TA Weights and Dimensions Committee Task Force meeting. While access to these sessions is somewhat restricted, comments and suggestions are welcome. While making or changing regula-

## Voice of the O/O

Joanne Ritchie



tions of this nature isn't done overnight, the committee does consider most suggestions, and welcomes input from concerned parties, like OBAC.

A couple of days later, I was in Fredericton for a meeting of the New Brunswick Working Group on Trucking Service Improvements.

The N.B. government has made red tape reduction a cornerstone of its long-term prosperity plan, and is genuinely trying to streamline and minimize the hassle factor in highly-regulated industries like trucking.

It's not very often you hear regulators asking truckers "how will this affect your business?" or "if you were regulating cell phone use, what would the rule look like?"

There was vigorous participation from owner/operators and really small fleet owners during the one-day session, and there was genuine interest in the opinions and ideas that were brought forward. It was a very refreshing session, and I wish there were more like it around the country.

Getting back to my point, input from the steering wheel crowd is vital at such sessions. Regulations af-

fect everyone, but drivers are on the front line when it comes to compliance, and ultimately to enforcement. If we aren't there when the rules are crafted, they may not reflect our needs and concerns. The vehicle inspection regs illustrate this principle well.

It's one thing to require a driver to check out a truck before taking it on the highway, but it's quite another to hold that person responsible for anything and everything that might be deficient – especially in the case of a company driver with absolutely no say in the fleet's maintenance and repair policies.

That's where the rules let drivers down. While giving credit where it's due with respect to the new vehicle inspection regs with major and minor defect classifications, the regs still pit drivers against maintenance managers – and often dispatchers – when it comes to fixing freshly discovered defects.

Time constraints often delay the needed repairs, or they are put off until the truck is back in the fleet's own shop.

The rules, unfortunately, are silent on what a driver is supposed to do when up against a recalcitrant boss. Building some kind of driver protection mechanism into the regulations would have been a priority if we'd been at the table when those rules were written.

There's no question that anyone operating a truck on a public roadway has an obligation to do that job

as safely as possible, but others in the supply chain need to be held accountable too, and when problems arise, it shouldn't be the driver who always bears the full burden of compliance.

There's no shortage of regulation in trucking where the table tilts just a little too far one way for my comfort, but, without driver input, can we expect anything different?

Don't get me wrong; simply "showing up" at the table isn't what makes a difference.

When we sit down with policymakers and regulators, we need to be well-informed, have our facts and figures right, and our research done.

And more than anything, we need the insight and vision that comes from years of experience and millions of miles of real-world trucking.

Some significant rule changes are on the regulatory horizon (EOBRs, medical requirements, and others) as we move into 2010. OBAC will be at the table this time around, and your support is vital. For every issue on the table, we can add value to the debate with a driver's eye view. In many cases, we're not on a different side of the issue than others in the room, but we're always on a different side of the steering wheel – and that, my friends, makes all the difference. □

– Joanne Ritchie is executive director of OBAC. What's on your 2010 menu? E-mail her at [jritchie@obac.ca](mailto:jritchie@obac.ca) or call toll-free 888-794-9990.

## Tax Talk

# Open the mail – and other resolutions for taxpayers

Canada Revenue Agency (CRA) has a special place on its Web site where it makes examples of cheats and lawbreakers – a perp-walk of sorts. (You'll find the link – and maybe your neighbour – here: [www.cra-arc.gc.ca/nwsrm/cnvctns](http://www.cra-arc.gc.ca/nwsrm/cnvctns)). Among the most recent entries:

- Scott Hudson of Niagara-on-the-Lake, Ont., was fined \$8,562 for evading \$17,111 of federal income tax and \$5,474 for evading \$10,948 of GST. Hudson, who built decks and did other carpentry jobs, failed to file tax returns from 1999 to 2004.

- Edward LeBlanc, an independent security guard and animal control officer from New Glasgow, N.S., was fined \$23,568 for not reporting almost \$75,000 in income from 2000 to 2002, as well as over \$12,724 in Harmonized Sales Tax he collected from customers. LeBlanc was using multiple bank accounts to hide income.

- Yeoun-Kyu Jang, a Winnipeg retailer was fined \$63,200 after CRA investigators found that he used two sets of financial records in an attempt to avoid payment of income tax for the 2003 through 2005 tax years. Jang kept one ledger with the "real" numbers and another showing lower cash sales, on which he based his returns. Jang failed to report more than \$196,000 of business income and \$19,600 of GST.

CRA says it publicizes convictions

## Tax Talk

Scott Taylor



"to maintain confidence in the integrity of the self-assessment system and to increase compliance with the law through the deterrent effect of such publicity."

In short, they do it to scare people. Income tax reporting in Canada is based on the honour system. The government can't audit everyone, so it counts on individuals and corporations to accurately and honestly assess their taxable income and pay what they owe, on time.

Those who are guilty of evading tax or filing fraudulent returns must pay the full amount of the taxes owed, plus interest and any penalties CRA assesses.

In cases of gross negligence, the Income Tax Act and Excise Tax Act allow a penalty of up to 50% of the unpaid tax or the improperly claimed benefit. Additionally, convictions can result in court-imposed fines of up to twice the taxes evaded plus jail time (up to 12 months for each count).

Federal tax evasion and tax fraud cases are rare but the prosecution rate is high.

Most people are convicted because of some type of deceptive

scheme – the double-booker from Winnipeg, for example. Others wanted to deceive only themselves.

They let deadlines pass, ignored notices, thought they could slip through the cracks, and finally ended up in court.

Such cases are extreme versions of a handful of new clients we get every year, folks who haven't filed a return in a year or more and want to get back into compliance. Catching up takes a lot of work and it's not always easy to pay what you owe, but you can do it. If you're in the mood for New Year's resolutions, here are four steps you can take to help you get squared away with the tax authorities:

**Open the mail:** If you receive a letter from a tax agency, read it and respond within the time allowed. If you have a question, set aside the time to call. Ask for an extension if necessary. Let the credit card offers and catalogs pile up, but don't ignore correspondence about your tax obligations.

**Don't plan on hiding:** Tax agencies review and share more information than ever before. Auditors will cross-reference your Social Insurance Number to any of your federal tax accounts – GST/HST, payroll, income, and excise – and make sure there are no overdue balances. Investigators auditing a carrier can review broker payments to make sure they correspond to

businesses that are valid and up to date in their filings.

**Come clean before CRA calls:** Under CRA's Voluntary Disclosures Program, you can come forward and correct inaccurate or incomplete information or disclose information you haven't reported before. You're still obligated to pay any tax owing, plus interest, but you can do it without penalty or prosecution. More information is available here: [www.cra.gc.ca/voluntary-disclosures](http://www.cra.gc.ca/voluntary-disclosures).

**Talk to an expert:** Not your buddy who says he's never filed a return, or the pamphlet pusher who questions the government's authority to collect taxes. The fees can be expensive but a good accountant will pay for himself many times over.

With tax season looming, the time, effort, hassle, and expense of filing your tax return may easily turn you into a rebel. But it's never worth it. The stress and problems will only get bigger. This is Canada after all. Snow, death, and taxes are the only certainties of life. □

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

Outlook 2010

# Trucking rates took a hit in 09, can they rebound?

Continued from page 1

Citing evidence gathered from the most recent *OTA Quarterly Business e-Pulse Survey*, Bradley said optimism is beginning to return to the trucking industry.

“The optimists clearly outnumber the pessimists now,” he said, before tempering that remark by adding “while there has been some improvement in volume, the outlook is still shaky, confidence fragile.”

Our own nationwide survey of motor carrier executives completed at the end of November found that 40% of motor carriers believed freight volumes would grow in 2010, compared to just 19% who felt likewise at the same time last year. Only 10% felt freight volumes would decrease, compared to 42% who felt likewise at the same point the previous year. Survey respondents rated their degree of optimism for their company’s growth at 5.6 on a scale of one to 10, an increase from the 5.1 rating they provided the previous year.

The trajectory of the Canadian trucking industry’s recovery may be largely influenced by the ability of the US economy to get back on track and the willingness of the Bank of Canada to keep the Canadian dollar in check so our exports continue to appeal to our largest trading partner. However, there seems to be lingering doubt



**RATES HIT HARD:** Trucking rates were hammered in 2009, but the Canadian General Freight Index projects at least a partial recovery in 2010.

about the US economy’s ability to bounce back.

John Larkin, managing director transportation with Stiefel, Nicolaus and Co., speaking about the US economy at the recent OTA convention, had this to say about the US economic outlook: “Maybe when the snow melts we’ll see some green shoots.”

And at the same event, Meny Grauman, executive director and senior economist with CIBC World Markets, described the US economy’s 2010 outlook this way: “A pop and a fizzle.”

While he believes the recession in the US, as with Canada, is over and third quarter growth this year

is strong thanks to the impact of Washington’s unprecedented economic stimulus, Grauman believes the US will find itself in a “slow crawl” out of the recession overall.

A lot has to do with the hit the US consumer has taken, Grauman said, adding that US incomes are continuing to contract as is consumer credit.

“Their incomes are dropping, their access to credit is shrinking. They got burned living off credit and they’re not in a mood to shop,” Grauman said. “The US consumer is very resilient. It is always dangerous to declare the US consumer down and out but

sometimes you can get hit too hard.”

One of the biggest questions in 2010 will be whether carriers can restore trucking rates that took a wallop last year.

Average rates in most lanes took a hit in 2009, according to the Canadian General Freight Index developed by Dr. Alan Saipe, president of Supply Chain Surveys on behalf of transportation management provider Nulogx. Between December 2008 and July 2009, domestic truckload rates dropped 4.1%, cross-border LTL rates plummeted 21.4%, cross-border truckload rates fell 4.4% and overall trucking rates were down 5.6%. (Only domestic LTL rates increased, and that was a meager 1.8%).

“In 2010, supply and demand should be in better balance, setting the stage for rate adjustments,” predicted Bradley.

His prediction is echoed by Nulogx, which estimated rates would bottom out in fall of 2009 and grow through the end of 2010.

“We expect that average ground freight costs will be about 4.8% higher in 2010 than they were in 2009,” Saipe’s recent forecast read. “Our projections show that this year-over-year increase may be as low as 1.6% and may be as high as 8.1%, depending on how quickly the world, US and Canadian economies grow.” □



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

# Alberta beef industry calls "Bull" on MP's misguided bill

By Jim Bray

**CALGARY, Alta.** – “What’s the beef?” That’s the question being asked by some in Alberta’s cattle industry in response to a variety of livestock transport regulations, bills and motions that are being pushed in Ottawa, including a Liberal private member’s bill.

The bill, spearheaded by Quebec MP Alexandra Mendes, is designed to change federal regulations relating to food and water requirements for animals in transit, and some industry members say it could wreak havoc on an industry that’s already trying to be proactive.

“I think (the Private Member’s bill) would basically destroy the cattle industry,” says Rick Sincennes, who transports cattle for Butte Grain Merchants of Picture Butte, Alta. “It’s someone putting through a bill that they know nothing about.”

Current regulations allow cattle, sheep, goats and some other animals to be transported for up to 48 hours at a stretch – 52 hours if they can reach their destination by then. Mendes’ bill, seconded by B.C. NDP MP Alex Atamanenko, would bring Canadian standards in line with those in the European Union, including mandating a 12-hour limit for transporting ruminants like cattle. Sincennes hauls cattle to Washington State, Utah and Colorado – trips that mean the livestock is on the trailer for more than the 12 hours Mendes’ bill would mandate.

“There are two packing plants within about two hours of most of the feedlots in southern Alberta,” he says, “but there are just too many cattle for them all to be handled here, so what would happen if the bill passes is they’d have to be unloaded and watered and fed and left for four hours.”

This would require new facilities along the way to handle the mandated time-outs for the animals in transit, since you can’t just pull off to the side of the road and let the animals out for recess.

Sincennes also points out that the actual transporting of the animals is the least damaging part of the trip.

“The most stressful thing for cattle is the loading and unloading process itself,” he says, “so why would you put cattle through that stress again if you don’t have to?” Sincennes also claims there’s no research that says cattle are harmed by being hauled “for 14 or 16 hours.”

Alberta’s beef producers agree. According to Reynold Bergen, research manager for Alberta Beef Producers, the industry as a whole is already ahead of the game when it comes to making the transportation of live animals more efficient and humane.

“We’ve been active on the whole issue of transport regulation for over three years,” Bergen says, “because the Canadian Food Inspection Agency (the federal department charged with regulating livestock transport) has been wanting to revamp regulations that are 30 years old.”

He notes that much has changed over the years and that, while it’s true that cattle are moving farther

and more often than they have before, there have also been many improvements with livestock transport over that period.

For example, “It used to be that a lot of cattle got moved on rail cars and it would take them seven days to get from western Canada to Ontario and Quebec where all the feeding happened,” Bergen says. “And now cattle are transported on trucks and a lot of feeding is going on in the west, so cattle aren’t transported across the country as much as they used to be.”

Updating old regulations isn’t necessarily a bad thing, but Bergen says the industry wants to ensure that any new regulations are based on sound science rather than raw emotion; that “if a change to the regulations was proposed it would have a proven benefit to the animal and be cost-effective for the industry.”

The group also wanted the science proven under Canadian conditions, as opposed to merely mimicking the European methodology because, as Bergen says, “a lot of the transportation in Europe is between much smaller countries and across much different geography, which means the conditions of an eight hour trip there would be different from one in Canada.”

One of the points the ABP stresses is that good commerce is good welfare. “Cattle are valuable to the owners and to the buyers,” Bergen says, “and they are very aware that they don’t want to do anything that is going to harm animals in transit.”

One possible snag for the ABP was that no high-quality Canadian science was available that had been done under commercial conditions. This led the organization to spearhead and co-fund a research project aimed at learning about the routine industry practices for hauling cattle in western Canada.

Researcher Karen Schwartzkopf-Genswein, of Agriculture and Agri-Food Canada’s Research Station of Lethbridge, led the survey of producers and commercial truckers who hauled cattle in Alberta. The study looked at such parameters as trailer types, loading density, distance travelled, time in transit and incidence of animal injuries and deaths for the nearly 9,000 trucks, and half a million cattle included.

Among the preliminary findings were that long-haul trips originating in Alberta averaged just over 1,000 km and lasted 16 hours (including loading and unloading), with only 2% of fat cattle and 8% of feeder cattle spending more than 32 hours on trucks, and none exceeding the maximum regulatory time in transit.

Perhaps most important, the study showed that 99.94% of long-haul cattle reached their destination without injury and that the risk of animal injury got lower as drivers’ experience increased.

The results don’t come as a surprise to Sincennes. “I only had one

dead animal in four years, and that was in a two-hour haul,” he says. “And it wasn’t a transportation problem, it was more like defective goods.” He says that in the same four-year period he’s experienced no animals with broken legs or other such injuries.

“I’m not saying it doesn’t happen,” he admits, “but when it does the people who are responsible for it are in trouble. It just isn’t tolerated.”

Sincennes thinks that making the Canadian regulations match those in Europe is a bad idea, because the European rules have affected the industry there adversely.

“We have guys working for us from Europe and they say it’s just ridiculous there,” he says.

One example: Sincennes says that “In Europe, you even have to keep the temperature in the trailer above zero degrees Celsius, so they have to heat the trailer,” which means cattle could be loaded in minus 30 degree temperatures outside, travel inside a heated trailer and, depending on the destination, be unloaded back into minus 30 degree temperatures again – animals that, if not being transported, would have been just standing outside in those temperatures anyway. “How much extra would it cost to heat a trailer for no reason?” Sincennes asks. “It’s a huge expense; you’d have to retrofit every catteliner in the country, basically restructure the whole system.”

Sincennes says drivers from Europe tell him that animal rights activists over there caught the industry unaware. “They got up one

morning and it’s regulated, and once that happens you have a hard time getting rid of it again,” he says. “We can’t let that happen here. It’s a huge expense to pro-

ducers, and the price has to go up. It makes the final product cost that much more.”

Regulatory changes are bound to happen, however, so the Alberta Beef Producers are trying to ensure they’re outcome-based.

“We don’t want prescriptive regulations that are hard and fast numbers in terms of how long cattle can be in transit, exact loading density or exactly how often you need to stop for feed, water or rest stops, or how long those stops have to be,” says Bergen. “What we want is outcome-based regulations – guidelines that would allow experienced and competent truckers to use their judgment and get cattle from Point A to Point B as safely and efficiently as possible. We want some flexibility in the process.”

Bergen says they also want to ensure there aren’t loopholes for bad drivers to drive through.

“A bad outcome (injuries in transit) would result in questions for the driver regardless of whether they had stuck to the recommended times, loading densities or whatever, because even though they did everything by the numbers something happened to result in a bad outcome

for the animals.”

As the process of re-regulating proceeds, Bergen thinks the industry’s attempts are being successful.

“The Canadian Food Inspection Agency appears to recognize the value of outcome-based regulations which will allow good truckers to continue operating responsibly and encourage poor drivers to shape up or find something else to haul,” he says.

Ensuring the competence and professionalism of drivers is an ongoing challenge made worse for Alberta’s cattle industry by a shortage of experienced livestock haulers. Even when the province’s economy was going full speed ahead, good drivers were in short supply.

“Part of it had to do with BSE (so-called Mad Cow Disease),” Bergen says, “there a lot of drivers just found something else to haul – and in fact could make more money hauling other things.”

Then, when the cattle industry started to pick up again and live cattle started moving to the US once more, there were even fewer experienced truckers available to haul livestock. This led to the development of a program called Certified Livestock Transporter (CLT), aimed at helping new drivers in particular get up to speed with recommended methods for hauling different classes of livestock. The program, which is offered in most Canadian provinces, covers such issues as the different needs of different classes of animal, loading density and feed, as well as the pertinent regulations.

“The fact that the industry put that course together has been quite well received by the CFIA,” Bergen says. Still, the private member’s bill before Parliament, coupled with high profile protests from animal rights activists, helps contribute to a perception among the public that there’s a legitimate problem. That’s why, Bergen says, it’s important that people know the CFIA and the industries involved – both livestock and trucking – have already been working on the issue.

“We’re kind of the ground zero for the livestock industry,” Bergen says. “We have to do a huge amount of work just to prove that we’re doing a good job. But on the other hand it’s good that we have the opportunity to do so and it’s good that the regulators appear to be taking this input quite seriously.”

Bergen says that another factor contributing to the public’s perception that animals are being abused is the increasing urbanization of society. He notes that most North Americans are at least three generations removed from the farm, which means most people have never learned about livestock production and transport.

“They know nothing other than what they read in the paper or kid’s books,” he says. The bottom line, Bergen says, is that the industry has to make sure it not only has the facts but that it’s effective at communicating them. “If we don’t get our message out,” he says, “people are only going to get the perspective of the animal activists, and they’re a lot better funded than we are.” □

‘The most stressful thing for cattle is the loading and unloading process.’

Rick Sincennes

# TURNER & SON & GRANDSON TRANSPORTATION



**BORN TO TRUCK**

Hard-working tires for hard-working truckers.

Generations of sons have trucked the good stuff  
on Firestone tires. There's a Firestone tire that's right  
for your job. Visit [firestonetrucktires.com](http://firestonetrucktires.com).

**Firestone**

## Tires

By Ingrid Phaneuf

**TORONTO, Ont.** – Winter tire maintenance is like tire maintenance all year round. But the consequences of not maintaining your tires correctly during the year's worst driving months can be much more deadly.

That's why smart fleets, owner/operators and drivers should take the following into consideration as the weather worsens:

**Match the tire to the conditions**

There are all kinds of commercial tires out there, for all kinds of purposes. Of course, your choice of tire should depend on what and where you're running. A dedicated winter tire may not be appropriate for running south and back, but it may be just the ticket for running through the Rockies. And obviously a four season tire is not going to cut the mustard in heavy snow, but it could be ideal for those southern runs.

"If you're crossing Canada in winter time, you are probably going to use a winter tire," says Jeff Bullock, national service manager for Hankook Tire Canada. "But if you're driving north to south you don't want to be running a winter tire on hot pavement. What you need then is a four season."

A good grip is what winter tires provide in spades, using rubber compounds and biting edges on more aggressive tread patterns designed to cling to wintry roads.

"A more aggressive pattern with an open shoulder is more suited to severe snow conditions, while a milder design is better for a southern route," says Brian Rennie, director of sales and engineering with Bridgestone Canada.

Of course your tire choice should also depend on the rig you drive. If you run a straight truck or tractor with a single drive axle, an aggressive drive tire tread pattern is important. Lots of lugs will dig into snow and provide better traction. If you run a tandem-axle rig, you already have double the drive and traction, so depending on the road conditions, you might get enough grip with traditional over-the-road drive tires that are designed for good traction and long miles to removal.

One option for snowy or slushy conditions is to have your tires siped. Many tire dealers in the northern US and Canada have tire-siping machines, which cut grooves into your tires. It is generally believed that siped tires can produce a measurable improvement in traction on slippery surfaces. However, some lug tires, when siped, may be prone to tread tearing on dry pavement. And siping tires may void warranties under certain conditions. Ask your tire dealer for more information prior to siping your tires. Or buy them siped – some manufacturers are already making them that way.

Siping or no, experts say the best tires for winter driving are new ones.

"Put your best foot forward with new treads," says Tim Miller, marketing and communications manager for Goodyear Commercial Tire North America.

Of course, fuel consumption and how many miles you can get out of a tire are always a concern for truckers, one that drives manufacturers to continually explore new ways to get

# Are your tires tired?

## Maintenance key to safe homecoming

good traction without increasing fuel use and decreasing mileage.

"Fuel economy is one component," says John Overing, segment manager for the Michelin Canada's commercial truck division. "Reducing rolling resistance has the effect of reducing fuel consumption."

Winter tires made of softer rubber compounds and with bigger tread patterns tend to wear more quickly. Which brings us to another fundamental winter driving practice – maintenance.

**Maintenance**

Checking your tires is essential to safe driving all year round, but did you know that come winter, special factors make it even more important? Tread depth, for example, requires close monitoring, especially on dedicated winter tires.

"Winter tires wear more quickly and more irregularly," points out Greg Cressman, director of technical services for Yokohama Tire Canada. "That's because the compounds they're made with are softer, to provide more grip, and the tread patterns have more blocks and sipes in it, which means tires can pick up stones and wear irregularly."

Drivers need to be diligent about checking how tires are wearing and have tires rotated to extend their life.

"You've got to rotate even more with a winter tire," says Cressman. "So you've got to take the time to assess the irregular wear rate, especially on the front axles."

Wear rate is also affected by the way tires flex when they roll, bend-

ing the tire's rubber and steel cords. The flexing generates heat, and tire wear is the result of friction created between the road's surface and the tread as the tire rolls along. Heat is a tire's worst enemy. Check the wear rate on your tires by rubbing your hand along the tread and sidewalls to feel for problems like flat spots, cuts, shoulder wear, bulges, sidewall damage, etc.

**Inflation**

Proper inflation is the single most critical factor for getting the safest and longest life out of tires. It is not the tire, but the air inside the tire that carries the weight of the vehicle, absorbs shock and keeps the tire in its proper shape so it can perform as designed. A tire that is improperly inflated does not roll as smoothly or as easily as it was designed to roll. More importantly, most tire-related truck accidents are caused by improper tire inflation. Tire-related accidents are avoidable, as long as truckers maintain the proper inflation for a given tire size and load.

When tires are over-inflated, excessive wear occurs at the center of the tread because it will bear the majority of the vehicle's weight.

Over-inflated tires tend to not absorb road hazards like debris in the road and potholes, increasing the risk of sustaining a puncture or impact damage.

That's why tire pressure should only be checked when a tire is cold – before a vehicle is driven (or when it has been driven less than a mile). Once a vehicle has been driven, tires warm up and there is an increase in air pressure resulting in an inaccur-

rate reading. After driving a truck, a "hot" tire can take several hours to cool down.

Checking the pressure with the truck outside, not inside in some warm garage where the temperature of the air filling the tires may not match road conditions, is ideal. Of course, checking the pressure in bitter cold presents another challenge, as moist air can come out of the valve and freeze on the spot, which makes the valve stick.

If that happens, by all means, check the pressure inside, but remember that when you fill the tires you'll have to compensate for a greater pressure drop in extreme cold.

At 20 or 30 degrees below zero air pressure loss is even greater than normal.

In Alaska or parts of Canada when it's 45 below, you might lose up to two psi for every seven-degree drop in ambient temperature.

If you have your truck in the shop for six hours and it's nice and warm and you fill to 70 psi, the inflation pressure may not be adequate for the kind of weight you're hauling.

You might need 90 psi or more. Conversely, because air pressures fall one pound for every 10-degree F drop in the ambient temperature, if you check your pressures in the heat of the day they may be two or three psi lower the next morning after a night of cooler temperatures.

All the more reason to check tire pressure regularly, with a properly-calibrated tire gauge rather than kicking or hitting your tires with a baseball bat. You don't thump on the hood to see if you need oil do you?

"It's especially important to make sure you're checking the pressure in winter because the accessibility of valves may make maintenance awkward," says Rennie.

In other words, the guy or gal who drove the truck before you may have been unwilling to hunker down and check it him or herself. Don't be the one to pay the price of his or her neglect.

**Chains**

As for chains, with chain laws in effect in some areas, it's not a question of whether you use them, but whether you can use them without doing serious damage to your tires.

That's why fit is all important, say the experts.

"If your chains don't fit properly or they're improperly installed they can damage your tires," says Goodyear's Miller. "That's why it's important to read the instruction sheet provided by the chain manufacturer when you're installing them. Manufacturers recommend you put the chain on, drive a few hundred feet and then retighten them," adds Miller. "They may loosen."

Last but not least, when it comes picking and maintaining your tires in winter (and all year round), your tire dealer is your best source for help with tread selection, maintenance tips and best practices for tire inspection, pressure checks, and chaining techniques.

Believe it or not, when it comes to getting you home safely in all weather conditions, your tire dealer is on your side. □



**FLUCTUATIONS:** Just like the weather, tire pressures will fluctuate in the winter in line with ambient temperatures. Be sure to check them often.

Health

# Pass the pickles, please

Pickles are a popular food – especially as a companion to many finger foods during the holiday season. Because we North Americans love pickles, we eat an average of 106 every year. That’s about nine pounds! As a complement for sandwiches, they are much healthier than a handful of chips and may still satisfy our craving for a crunchy, salty snack.

What exactly is a pickle? It’s just any food that is preserved in vinegar or brine. When processed properly, pickled foods are very handy because they can be stored for a long time.

Pickling preserves food by using acid to lower its pH to less than 4.6. This acid solution prevents the growth of harmful microorganisms (like Clostridium botulism), which can make food spoil and make people sick. As well, anti-microbial herbs and spices like garlic, mustard, dill, cinnamon or cloves can be added for flavour as well as for their ability to preserve.

This preserving acid (usually vinegar) can be added. Or, it can be produced through natural fermentation (brine) because of salt being added. For pickles, usually we think of cucumbers, but actually almost any fruit or vegetable can be pickled: beets, eggplant, carrots, turnips, green beans, cabbage, cauliflower and onions.

Most pickles are made from healthy, low-calorie foods, rich in fiber, antioxidants, and vitamins (like C). Plus, when herbs (dill and garlic) as well as natural, unprocessed vinegars (cider or wine vinegar) are added, they bring added health benefits.

Today we’re going to just consider one old favourite: the dill pickle. To begin, let’s start with the nutrition of the main ingredient, the cucumber. Cucumbers aren’t packed with nutrients like many other vegetables, but they do have their benefits. They are a very good source of Vitamin C, and a good source of potassium, manganese, folate, magnesium and dietary fiber. Cucumbers also have sterols (mostly in the peel), which have been shown to lower cholesterol.

The cucumber’s natural salts, enzymes, and vitamins are great for strong cell growth and repair. Cucumbers can help control constipation, stomach disorders, arthritis, and acne. In addition, the high mineral content in cucumber peel offers a natural source of a fresh, powerful antioxidant.

The alkalinity of the cucumber helps the body maintain a proper pH balance which helps reduce health conditions caused by increased acidity. Because of its water base, the cucumber acts as a diuretic. This effect, along with its low calorie count makes the cucumber an excellent snack for dieters.

So, the question is, does the pickling process affect the nutritional value of the cucumbers? Yes, somewhat, so be selective.

To get the most nutrition out of pickles, choose the ones that have not been heated or pasteurized. These are the ones pickled in

## Preventive Maintenance

Karen Bowen



salt brine.

These are especially healthy because the lacto-fermentation process cultivates probiotic bacteria. These beneficial microbes live in the intestines and improve digestion and the immune function. Since our usual diet of processed foods and sugars combined with stress, environmental toxins and antibiotics depletes our intestinal microflora, eating probiotic foods like brine pickles (and sauerkraut and yogurt) helps build them up.

Unfortunately, instead of being made with brine, most shelf brands are made with hot vinegar to main-

tain sterile conditions and increase the shelf life of the product.

This is convenient for the company, but not ideal for our health. So, when choosing pickles, pick the ones from the cooler with the word ‘brine’ on the label, ones which have not been processed with heat. These have retained many of the cucumber’s nutrients.

Often, the salt content of pickles is a legitimate concern. Pickles, especially brine-cured ones have a lot of salt – 359 mg in each ounce! As you know, over the past 10 years, health agencies have strongly suggested that reducing dietary sodium is good for your health. In fact, they recommend that healthy adults eat less than 2,300 mg of sodium (one teaspoon) each day. Just think, a few dill pickles would use up your salt allowance for the day.

Is that a big concern? Not for healthy adults. Now, most health professionals are becoming more individualized in their recommen-

dations regarding salt intake. Studies have shown that healthy peoples’ bodies can regulate their own salt levels quite well. Definitely, some salt is necessary for the body to regulate fluid levels and nerve impulses.

However, if you have health issues or you’re just still concerned, read the labels and select reduced-sodium brands. For sure, snacking on a couple of dill pickles is much healthier than snacking on other typical snacks, like chips or cheezies.

Certainly, over the holiday season, lots of tasty goodies will be passed around. Instead of filling up on high-calorie sweets or high-fat snack foods, why not get yourself into a pickle. Your body will thank you. Have a dilly of a New Year! □

– Karen Bowen is a professional health and nutrition consultant and she can be reached by e-mail at karen\_bowen@yahoo.com.

**SHELL ROTELLA T**  
**ENERGIZED PROTECTION™**

**HOWEVER COLD,  
SHELL ROTELLA ADAPTS.**

For more information, visit  
[www.shell.ca/rotella](http://www.shell.ca/rotella) or call  
1-800-661-1771

DESIGNED TO MEET CHALLENGES™

Shell Lubricants

©™ Trademarks of Shell Canada Limited. Used under license by Shell Canada Products.

# Getting ready for CSA 2010



*“The tide’s going to go out and we’re going to see who’s been swimming naked.”*

**By James Menzies**

**TORONTO, Ont.** – Mere months before a new carrier safety rating system is rolled out in the US, many Canadian carriers remain blissfully unaware of the impending changes and how they will be affected by them. But Jeff Davis, vice-president of safety and human resources for Dayton, Ohio-based Jet Express, recently ventured to Canada to warn attendees at the most recent Driving for Profit seminar that “we’re about to embark on the biggest change in safety and compliance in the US that we’ve had since the early ’30s.”

That, incidentally, was when logbooks were first introduced. The impending changes are known as Comprehensive Safety Analysis (CSA) 2010 – a new carrier safety rating system that will score carriers and drivers based on their roadside performance. It’s already being tested in eight states and in the process, Canadian carriers that operate there may already have been given a CSA 2010 rating.

CSA 2010 brings about three major changes, Davis explained at the Nov. 3 seminar. 1) Driver abstracts will be replaced by a continuously updated driver performance file that lists all violations over a 36-month period. Davis likened it the back of a baseball card, which clearly displays all the player’s vital stats. 2) A driver’s performance will be the determining factor of his or her employability. “You’ll be able to go in, once the driver signs a waiver, and see that driver’s whole history of safety performance,” Davis explained, adding in some cases “it may get to the point where you’re not able to utilize them.”

And 3) carriers will have to help their drivers adapt to the increased scrutiny. “This is a huge change they’ve never faced,” said Davis. Under CSA 2010, drivers as well as carriers will be electronically rated every 30 days by the FMCSA.

“That driver holding onto the wheel literally has his hands around your safety rating in the US, so you have to learn how to work with him and teach him to bring him into compliance – it’s a huge job,” said Davis.

Once a month, CSA 2010 will score both carriers and drivers and assess them one of three ratings: Continue to operate; Marginal; or Unfit. They’ll be assessed based on their performance in seven categories known as the BASICS: Unsafe Driving; Fatigued Driving; Driver Fitness; Drugs and Alcohol; Vehicle Maintenance; Cargo Securement; and Crash Experience.

The first two – Unsafe Driving and Fatigued Driving – are weighted more heavily than the others, Davis warned.

“These two BASICS are so significant that if you are deficient in one of these, you are automatically ‘unfit’ as a motor carrier,” he warned, adding a simple logbook violation could be enough to get a carrier in trouble under CSA 2010.

In the lead-up to CSA 2010, the Federal Motor Carrier Safety Administration (FMCSA) has “severity-weighted” 3,589 different trucking violations which will help determine driver and carrier safety ratings. For instance, falsifying logbooks is worth seven points, having insufficient brake lining nets four, etc. with all points scored against both the driver and the carrier.

“Under SafeStat (the current system), any inspection that was not an out-of-service inspection was a good inspection,” said Davis. “In CSA 2010, every defect they look at will count against the motor carrier and the driver.”

If a carrier runs afoul of the FMCSA under CSA 2010, a number of measures will be taken and carriers will be held more accountable to address their problem areas.

“CSA 2010 intervention could be as little as a letter and then it goes

from there,” said Davis, noting that in extreme cases, the frightening-sounding term of “maximum civil forfeiture” can be applied following just one violation. “Intervention increases in severity as time goes by.”

When a driver or carrier becomes deficient in any of the seven BASICS, the FMCSA opens an intervention file and will likely send a letter advising the carrier to immediately correct the problem.

“If that doesn’t happen, they come in and do an on-site review of that deficient BASIC,” explained Davis. Fines are likely to accompany interventions and in some cases a “consent order” will be have to be filed by the carrier, promising to exceed minimum compliance requirements.

Carriers will be held more accountable than in the past when promising to take corrective measures, because under CSA 2010, their drivers’ on-road performance will be under constant scrutiny, telling the true story of that carrier’s ongoing safety performance. No longer will a carrier be able to rest on its laurels between satisfactory inspections.

“It’s going to be all about roadside performance, it’s not going to be about how good you polish and it’s not going to be about how good that safety rating was you got five years ago – it’s going to be what have my drivers done to me this month?” Davis explained.

So what exactly should a carrier be doing to ensure it’s ready for CSA 2010? For starters, Davis said they should log onto the SafeStat Web site, enter their DoT pin number and check out their current SafeStat rating. This will give you an idea of how well your company is currently doing.

Next, carriers should take steps to trigger fewer roadside inspections. Davis said nearly all roadside inspections are triggered by an event, notably speeding, observ-

able defects or being red-flagged for having a high inspection selection number (ISN).

The ISN is the ranking enforcement agencies use to determine which trucks to flag down for inspection. Davis summed it up this way: 0-49 = green light; 50-74 = yellow light; and anything above, “the red lights are flashing and the inspectors are foaming at the mouth because they have a criminal coming in.”

Carriers should be ensuring they lower their ISN number by giving enforcement officers little reason to inspect their vehicles in the first place, Davis suggested. He warned said many carriers get caught in a vicious cycle: “The more inspections you get, the more violations you get, the more violations you get, the higher your ISN goes, the higher your ISN goes, the more inspections you get,” he said. “The only thing that changes it is clean inspections and the passage of time.”

Passing inspections will slowly allow a carrier to lower its ISN score, resulting in fewer inspections. (Here’s another good incentive to reduce the number of inspections your trucks are subjected to: Davis said the productivity loss incurred for each inspection costs about \$102.05 – and that’s for a pass).

“Every inspection is avoidable, that’s got to be your goal – especially under this program,” Davis advised.

CSA 2010 will be launched in earnest in July 2010 and rolled out right across the US by the end of next year.

All information generated by CSA 2010 will be accessible through the FMCSA’s Compass portal (<https://portal.fmcsa.dot.gov/>), which is still a work in progress. Davis pointed out that ratings will be available online to shippers and competitors.

“If your numbers are bad, your competitors will take their good numbers in (to your customers) and say ‘why are you using that unsafe carrier from Canada?’” Davis warned.

Davis said if all goes according to plan, CSA 2010 will provide a more effective way to identify and address risky behaviour by commercial drivers and carriers.

“CSA 2010 is such an incredible program, if the US government pulls it off,” said Davis. “Sometimes, things don’t always work out the way they’re designed, but it appears the (FMCSA) is on the right track through the use of technology to pull something off we’ve never experienced before in trucking.”

However, he had this final warning for Canadian carriers with high ISN numbers that are subjected to lots of inspections while operating in the US: “There are carriers in the US and Canada, big name carriers, that have high numbers and when this rock hits the pond, they’re going to be in trouble. The tide’s going to go out and we’re going to see who’s been swimming naked.” □

*– To see Jeff Davis’ presentation in its entirety, sign up for the Driver’s Seat video series powered by CarriersEdge. Subscriptions begin at just \$7.99 per month. Visit [www.TheDriversSeat.ca](http://www.TheDriversSeat.ca) or call CarriersEdge at 905-530-2430 to sign up.*

Opinion

# As far as I'm concerned, it's always a good point in time

Well 2009 is coming to a close and while I was planning to leave it at that and focus on the many initiatives we have coming up in 2010, I decided to stay in 2009 for one more column.

I'm not sure where I first heard the quote "This isn't the end of time, it's a point in time." I think it gained currency because it puts things in perspective.

It makes you look at your situation both in business and personally in a different light.

I wondered if I could look back on 2009 and say I managed that point in time in a way I could be proud of – or at least not ashamed of. Personally I had some health issues. On top of that my knee is so wonky I can barely walk around the



block. In fact I was forced to spend so much time at home my dog was getting sick of me, let alone my wife. On the other hand, I don't think I moped too badly and I did pick up some worthwhile habits.

For instance, I did a lot of non-business reading, which is something I seemed not to have time for. Okay, I had a lot of people come over to keep me "company" and yes, I've always had time for that. All and all a passing grade.

On the business front we all know what happened. Truck sales were well below the norm for the past

five years and that held true for most indicators.

Capable as we at *Truck West* believe we are, we did know we couldn't fix the economy so we did what we usually do and in most ways much more.

Our Web presence grew dramatically. This isn't synonymous with making profits as my bosses point out, but it goes a long way to keeping us front and centre as the leading source for all things trucking. We've even expanded our blogs and we're active on social media sites including Twitter.

We expanded our weekly WebTV show, *Transportation Matters* and quite frankly it improves weekly.

You can even catch us on YouTube. In fact we won the Best Video Award in October as part of the Canadian Online Publishing Awards. That, as they

said, is "pretty cool."

We developed a new subscription-based online information video series at [www.TheDriversSeat.ca](http://www.TheDriversSeat.ca) and published our first comprehensive collection of industry stats and trends, *Inside the Numbers*.

Another first was our live coverage of the OTA Convention in November. You can view the transcript under Knowledge Centres on [Trucknews.com](http://Trucknews.com).

To be honest I have yet another perspective. Yes this industry was down and none of us were immune. On the other hand, I spent 2009 working with the best team in the best industry on earth. If you're the publisher of *Truck West* it's always a good point in time. □

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

People

A Bison Transport driver has been recognized for accruing two million consecutive accident-free safe driving miles with the company. **Roger Maltman** of Winnipeg received the safe driving award at the company's annual awards banquet. He has been driving for Bison since 1994 and pilots the company's long combination vehicles (LCVs) along Bison's prairie LCV network.

"As a professional driver, Roger is a role model setting a benchmark in safety that very few achieve," said Garth Pitzel, director of safety and driver development for Bison.

Arrow Truck Sales is placing more emphasis on helping build more Volvo/Mack Premium Used Truck Dealers' wholesale and retail businesses in preparation for the economic upturn, the company has announced. The company has promoted **Marty Crawford** to the position of senior account manager for dealer sales development to help accomplish its goal.



Crawford

Crawford, formerly Mack remarketer, will be responsible for supporting and growing dealers' used truck business. He'll implement strategies in all areas to assist dealers with used truck sales, according to the company.

"Momentum is building as our clients gain confidence in the strength of the economic recovery," said Pete Monize, vice-president of purchasing and wholesale for Arrow Truck Sales.

ATBS Canada has expanded its presence in eastern Canada by teaming up with **Carl Fiander** of Profile Solutions to represent ATBS clients in the east.

Profile Solutions will now offer a suite of products for owner/operators, including services such as business consulting, monthly profit-and-loss statements, GST return filing and tax returns, ATBS has announced. Customers in eastern Canada can contact Profile Solutions by calling 800-267-8006. □

# TRUCK WEST

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

# 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

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

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)...	<input type="checkbox"/> YES <input type="checkbox"/> NO
11,794-14,968 kg. (26,001-33,000 lbs.)...	<input type="checkbox"/> YES <input type="checkbox"/> NO
8,846-11,793 kg. (19,501-26,000 lbs.)...	<input type="checkbox"/> YES <input type="checkbox"/> NO
4,536-8,845 kg. (10,000-19,500 lbs.).....	<input type="checkbox"/> YES <input type="checkbox"/> NO
Under 4,536 kg. (10,000 lbs.).....	<input type="checkbox"/> YES <input type="checkbox"/> NO

3) This location operates, controls or administers:

Diesel powered vehicles.....	<input type="checkbox"/> YES <input type="checkbox"/> NO
Refrigerated vehicles.....	<input type="checkbox"/> YES <input type="checkbox"/> NO
Pickups or Utility Vans.....	<input type="checkbox"/> YES <input type="checkbox"/> NO
Propane powered vehicles.....	<input type="checkbox"/> YES <input type="checkbox"/> NO

4) Do you operate maintenance facilities at this location? .....

<input type="checkbox"/> YES <input type="checkbox"/> NO
IF YES, do you employ mechanics?.....
<input type="checkbox"/> YES <input type="checkbox"/> NO

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

a) <input type="checkbox"/> For Hire/Contract Trucking (hauling for others)
b) <input type="checkbox"/> Lease/Rental
c) <input type="checkbox"/> Food Production / Distribution / Beverages
d) <input type="checkbox"/> Farming
e) <input type="checkbox"/> Government (Fed., Prov., Local)
f) <input type="checkbox"/> Public Utility (electric, gas, telephone)
g) <input type="checkbox"/> Construction / Mining / Sand & Gravel
h) <input type="checkbox"/> Petroleum / Dry Bulk / Chemicals / Tank
i) <input type="checkbox"/> Manufacturing / Processing
jj) <input type="checkbox"/> Retail
jjj) <input type="checkbox"/> Wholesale
k) <input type="checkbox"/> Logging / Lumber
l) <input type="checkbox"/> Bus Transportation
m) <input type="checkbox"/> 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!

2010

## Calendar of Events

**JANUARY**

- Jan. 18-21, **Heavy-Duty Aftermarket Week**, The Mirage, Las Vegas, NV, [www.hdaw.org](http://www.hdaw.org)
- Jan. 22, **Toronto Transportation Club Ski Day**, Craigleith Ski Club, Collingwood, ON, [www.torontotransportationclub.com](http://www.torontotransportationclub.com)
- Jan. 29, **OTA Ski Day**, [www.ontruck.org](http://www.ontruck.org)

**FEBRUARY**

- Feb. 1-5, **World of Concrete**, Las Vegas Convention Center, Las Vegas, NV, [www.worldofconcrete.com](http://www.worldofconcrete.com)
- Feb. 9-12, **ATA Technology and Maintenance Council**, Tampa Convention Center, Tampa, FL, [www.truckline.com](http://www.truckline.com)
- Feb. 17-19, **University of Manitoba Trucking Symposium**, University of Winnipeg, Winnipeg, MB, Paul Larson, [larson@cc.umanitoba.ca](mailto:larson@cc.umanitoba.ca)
- Feb. 21-23, **APTA Truck Technology Conference**, Delta Brunswick Hotel, Saint John, N.B., [www.apta.ca](http://www.apta.ca)
- Feb. 28-March 3, **Truckload Carriers Association Convention**, Wynn Las Vegas, Las Vegas, NV, [www.truckload.org](http://www.truckload.org)

**MARCH**

- March 5, **Toronto Trucking Association Osler Bluff Family Ski Day**, [www.torontotrucking.org](http://www.torontotrucking.org)
- March 9, **Manitoba Trucking Association Annual General Meeting**, Greenwood Inn & Suites, Winnipeg, MB, [www.trucking.mb.ca](http://www.trucking.mb.ca)
- March 10-12, **The Work Truck Show**, St. Louis, MO, [www.ntea.com](http://www.ntea.com)
- March 25-27, **Mid-America Trucking Show**, Kentucky Exposition Center, Louisville, KY, [www.truckingshow.com](http://www.truckingshow.com)

**APRIL**

- Apr. 5-8, **Truck Rental & Leasing Association Annual Meeting**, [www.doralresort.com](http://www.doralresort.com) Doral Golf Resort & Spa, Miami, FL, [www.trala.org](http://www.trala.org)
- Apr. 8, **Toronto Transportation Club Transportation Night**, Mississauga Convention Centre, Mississauga, ON, [www.torontotransportationclub.com](http://www.torontotransportationclub.com)
- Apr. 9-11, **MTA Annual Curling Bonspiel**, [www.trucking.mb.ca](http://www.trucking.mb.ca)
- Apr. 15, **Toronto Trucking Association Annual General Meeting**, Toronto, ON, [www.torontotrucking.org](http://www.torontotrucking.org)
- Apr. 15-17, **Truck World**, International Centre, Toronto, ON, [www.truckworld.ca](http://www.truckworld.ca)
- Apr. 30-May 2, **AMTA Annual General Meeting**, Rimrock Hotel, Banff, AB, [www.amta.ca](http://www.amta.ca)
- Apr. 30-May 1, **Quebec Trucking Association Annual Convention**, Hilton Hotel Lac-Leamy, Gatineau, QC, [www.carrefour-acq.org](http://www.carrefour-acq.org)

**MAY**

- May 4-5, **Transpo 2010**, Toronto, ON, [www.cita-acti.ca](http://www.cita-acti.ca)
- May 10-12, **Canadian Fleet Maintenance Seminars**, Markham, ON, [www.cfmsonline.com](http://www.cfmsonline.com)
- May 16-20, **Canadian Council of Motor Transport Administrators Annual Meeting**, Delta Fredericton, Fredericton, NB, [www.ccmta.ca](http://www.ccmta.ca)
- May 19, **OTA Spring Golf Tournament**, [www.ontruck.org](http://www.ontruck.org)
- May 26, **Toronto Trucking Association Spring Social**, Woodbine Racetrack, [www.torontotrucking.org](http://www.torontotrucking.org)
- May 29-30, **Road Today Truck Show**, Powerade Centre, Brampton, ON, [www.roadtodaytruckshow.com](http://www.roadtodaytruckshow.com)
- May 29-June 1, **Heavy-Duty Distributor Council Annual Business Conference**, Halifax Marriott Harbourfront, Halifax, NS, [www.hddc.on.ca](http://www.hddc.on.ca)
- May 31, **PMTC Quebec Spring Golf Tournament**, [www.pmtc.ca](http://www.pmtc.ca)

**JUNE**

- June 1-3, **Roadcheck 2010**, North America-wide, [www.cvsa.org](http://www.cvsa.org)
- June 3, **AMTA Annual Driver Appreciation BBQ**, Leduc Scales, Leduc, AB, [www.amta.ca](http://www.amta.ca)
- June 7, **PMTC Ontario Spring Golf Tournament**, [www.pmtc.ca](http://www.pmtc.ca)
- June 10, **Toronto Trucking Association Annual Golf Tournament**, Lionhead, [www.torontotrucking.org](http://www.torontotrucking.org)
- June 15, **Truck News/Chevron Golfing for Wishes Charity Golf Tournament**, Wooden Sticks Golf Club, Uxbridge, ON, Kathy Penner (416-510-6892) or Brenda Grant (416-494-3333)
- June 17-19, **Great West Truck Show**, Las Vegas Convention Center, Las Vegas, NV, [www.truckshow.com](http://www.truckshow.com)
- June 18, **Private Motor Truck Council of Canada Convention**, Niagara-on-the-Lake, ON, [www.pmtc.ca](http://www.pmtc.ca)
- June 18-20, **Stirling Truck Show**, Stirling, ON, [www.stirlingtruckshow.com](http://www.stirlingtruckshow.com)

**JULY**

- July 22-25, **Fergus Truck Show**, Fergus, ON, [www.fergustruckshow.com](http://www.fergustruckshow.com)
- July 29-Aug. 1, **Rodeo du Camion**, Notre-Dame-du-Nord, QC, [www.elrodeo.com](http://www.elrodeo.com)

**AUGUST**

- Aug. 23, **PMTC Ontario Summer Golf Tournament**, [www.pmtc.ca](http://www.pmtc.ca)
- Aug. 26-29, **Great American Trucking Show**, Dallas, TX, [www.gatsonline.com](http://www.gatsonline.com)

**SEPTEMBER**

- Sept. 11, **AMTA Annual Driver Appreciation BBQ**, Balzac Scales, Balzac, AB, [www.amta.ca](http://www.amta.ca)
- Sept. 12-18, **Brake Safety Week**, North America-wide, [www.cvsa.org](http://www.cvsa.org)
- Sept. 14-16, **Freight Transportation Conference**, FTR Associates, Indianapolis, IN, [www.ftrassociates.com](http://www.ftrassociates.com)
- Sept. 15, **OTA Fall Golf Tournament**, [www.ontruck.org](http://www.ontruck.org)
- Sept. 18, **World's Largest Truck Convoy for Special Olympics**, Paris, ON, [www.sosconvoy.com](http://www.sosconvoy.com)
- Sept. 20-23, **CVSA Annual Conference**, Anaheim Marriott, Anaheim, CA, [www.cvsa.org](http://www.cvsa.org)
- Sept. 25, **National Professional Truck Driving Championships**, Location TBD, Manitoba, [www.trucking.mb.ca](http://www.trucking.mb.ca)

**OCTOBER**

- Oct. 1-2, **Truxpo**, Tradex Centre, Abbotsford, B.C., [www.truxpo.com](http://www.truxpo.com)
- Oct. 16-19, **ATA Management Conference & Exhibition**, Phoenix Convention Center, Phoenix, AZ, [www.truckline.com](http://www.truckline.com)

**NOVEMBER**

- Nov. 5-7, **CamExpo**, Centre de Foires de Québec, Quebec City, QC, [www.cam-expo.com](http://www.cam-expo.com)
- Nov. 18, **OTA Convention**, Toronto, ON, [www.ontruck.org](http://www.ontruck.org)

**DECEMBER**

- Dec. 2, **Toronto Transportation Club Annual Dinner**, Royal York Hotel, Toronto, ON, [www.torontotransportationclub.com](http://www.torontotransportationclub.com)

New Products

Tires & Wheels



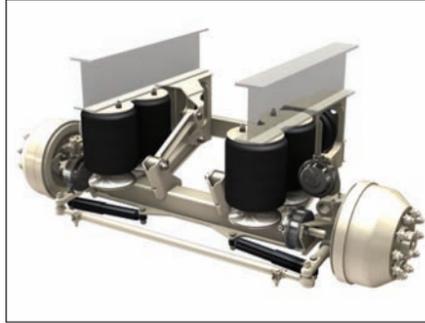
SKF Automotive Division has developed a **wheel-end monitor** designed to detect early stage wheel bearing damage in heavy-duty trucks and trailers. The device is mounted on the outboard side of the wheel where it monitors vibration changes and alerts the driver of an impending bearing failure via a flashing red warning signal. The SKF Wheel End Monitor attaches to the wheel's studs and the driver or maintenance manager can read the results by holding a magnet that comes with the system to the monitor which activates a blinking signal that informs the user of the bearing's status, the company says. For more info, visit [www.skf.com](http://www.skf.com).

Michelin Retread Technologies (MRT) is now offering **retreads for Michelin's X One XZU S** tire commonly used in refuse and urban applications. MRT has introduced the Michelin X One XZU S Pre-Mold Retread aimed at refuse and urban fleets operating in high-scrub conditions. MRT's newest retread is available in a 390/430 tread size. The retreader says it uses Co-EX technology – a two-layer compound designed to minimize casing temperature for longer casing life – and features a wing tread design for added shoulder protection. The retread is designed for all-weather traction and extra protection against stone drilling.

Components

With winter arriving, Paccar Parts is promoting its **Roadleveler brakes** which it says are resistant to the corrosive properties found in road de-icing agents such as magnesium chloride and calcium chloride. The Roadleveler brand of new and remanufactured brakes are marketed as all-make replacement parts including shoes and hardware kits for medium- and heavy-duty trucks. All products meet or exceed federal requirements. They feature an anti-corrosion hydraplex enamel coating that protects surfaces from exposure to contaminants such as chemical de-icers while also preventing rustjacking, according to the company. For more details, visit a Kenworth or Peterbilt dealer.

Ridewell has come out with a **20K steerable trailer axle** designed to Canadian SPIF standards. The Ridewell RSS-232T-20K is a self-steering, liftable auxiliary axle suspension system with a capacity rating of 20,000 lbs. It's available in ride



heights ranging from eight to 21 inches and includes a lightweight, fully-integrated axle. The new offering also uses Kaiser King Pins for reduced maintenance and up to four times longer life, Ridewell claims. Other features include: 12.5" of total axle travel; seven inches of up travel at 15-inch ride height; long-life urethane bushings; high tensile steel construction; two degrees of wheel cut; it's 135 lbs lighter than traditional self-steer combinations; and perhaps most importantly it's approved for use on SPIF trailers, the company says. For more info, call 800-641-4122 or visit [www.ridewellcorp.com](http://www.ridewellcorp.com).

Accessories

The **2010 Wowtrucks Calendar** is now available for order. Created by professional photographer and truck enthusiast David Benjatschek, the calendar features some of the nicest show trucks in Canada. Each of them won their way into the calendar through competitions at various Canadian show'n'shines. The calendar can be purchased for \$15 at [www.wowtrucks.com](http://www.wowtrucks.com).

The Ontario Trucking Association has partnered with Pandemic 101 to provide fleets with the tools needed to develop a **pandemic plan**. The endorsement comes after a pilot involving three OTA fleets that used and evaluated Pandemic 101's Web-based toolkit. MSM Transportation, Challenger Motor Freight and Tibbs Transport all found the toolkit to be useful in de-

veloping a pandemic plan. OTA members qualify for a 10% rebate from Pandemic 101 by signing up via the OTA Web site at [www.ontruck.org](http://www.ontruck.org). For more info, e-mail [joanne.benac@ontruck.org](mailto:joanne.benac@ontruck.org).

Vigillo, an online risk management solutions provider, has created a **CSA 2010 Preview Scorecard** which will allow fleets to preview their rating under the FMCSA's new safety ratings system months before the program takes effect. The CSA 2010 Preview Scorecard is available to new Vigillo customers and as an upgrade for existing customers. CSA 2010 is a new system of measuring fleet safety, slated to replace SafeStat. It is currently undergoing testing in six states and Canadian carriers operating in those regions are already being rated. Individual drivers are scored on seven categories and their rating will reflect that of the fleet for which they drive. For more, visit [www.vigillo.com](http://www.vigillo.com). □



ZENVIRONMENT.  
CHANGING THE LANDSCAPE.



Introducing Yokohama's breakthrough new Zenvironment technology. With a stronger, more resilient rubber compound that resists cuts and chips, it's revolutionizing the trucking industry. Zenvironment offers a longer original tread life, better retreadability and lower rolling resistance for better fuel economy. And the casing comes with a 7 year limited warranty. Plus it's guaranteed to have a cost per kilometre lower than any major competing brand by at least 15%. So join the movement. Ask your dealer about it today.



## New Products

## Tiwi provides in-cab mentoring

By James Menzies

**TORONTO, Ont.** – Inthinc Technology Solutions, a company best known for its development of crash data recorder technologies, has introduced a new driver safety and fleet management system that uses verbal alerts to correct poor driving behaviour in real-time.

The tiwi system consists of a hardware device that mounts to the windshield and contains an internal GPS and accelerometer. It plugs into the vehicle's data bus allowing it to read speed, RPM, fuel consumption, seatbelt usage and other parameters. The system then issues an audible alert when a driver performs an unsafe maneuver such as hard braking, aggressive acceleration or speeding.

Jeffrey Harvey, chief administration officer and executive vice-president of inthinc, recently demonstrated the system to *Truck West*. He explained the company has established a proprietary database of North American speed limits, which he refers to as "the largest database of speed information anywhere in the world," giving it the unique ability to notify fleet managers of speeding violations.

(While it's not being marketed as such, it's interesting to note that the tiwi system and its North America-wide speed limit database could be coupled with an aftermarket governor to prevent vehicles from exceeding the speed limit anywhere they operate).

The system's GPS capabilities allow fleets to monitor the location of their vehicles as well as how they're being driven. Harvey said the tiwi system provides a payback in three ways: by improving driver safety; making drivers more efficient (ie. reducing idle-time); and by improving productivity (ie. by enabling fleets to utilize their equipment more productively through improved routing).

Fleet managers can view their vehicles in real-time via a Web portal and can also be notified when a vio-

lation occurs by phone call, e-mail or text message. The portal can also create a driver scorecard for each driver using proprietary algorithms that take into account factors such as number of violations, violation frequency, severity of violations, kilometres driven, etc. Fleets can then proactively offer training to drivers who are the most at risk of being involved in an accident. "It gives a very accurate representation of driver performance," said Harvey, adding "this is all about changing behaviour, not about getting people in trouble."

The tiwi device also doubles as a hands-free communication device. Currently, it can be programmed with one phone number (company dispatch, for instance) and the driver can simply press a button to dial the pre-programmed number. The device also has the ability to store the last 30 seconds of data it receives, so if power is disrupted in the event of an accident, the fleet manager will be able to retrieve the vital last-second information that can be crucial in reconstructing an accident.

Data is transmitted to the database by cellular modem. Driver hours-of-service are not yet integrated into the device, but it's something inthinc is considering, Harvey noted.

The Web portal is user-friendly and offers as much – or as little – information as the fleet manager requires. To help interpret the data, inthinc offers a quarterly business review in which the company's experts help customers identify trends and compare their performance to industry benchmarks.

The tiwi system is aimed at all vehicle fleets of any size. In fact, Harvey said small fleets stand to benefit as much as larger fleets because "one crash could put that company out of business."

Customers can pay for the hardware (US\$749 per unit) up-front along with a subscription fee of US\$29.95 per month or they can

amortize the cost of the units into the monthly payments, paying US\$199 per unit up-front and US\$59.99 per month over a three-year term. In field testing, companies averaged a payback in seven to nine months, Harvey said. "The rates of return on this are significant," he

claimed. The tiwi system is just now entering full-scale production and it kicked off its launch by offering a guaranteed fuel savings program in partnership with Valvoline. For more on that program, see article on this page. For more on tiwi, visit [www.inthinc.com](http://www.inthinc.com). □

## Valvoline, tiwi launch guaranteed fuel savings program for fleets

By Adam Ledlow

**DALLAS, Texas** – Engine oil manufacturer Valvoline has teamed up with tiwi, a provider of telematics and driver-mentoring systems, to launch a program officials say has been proven to deliver up to 4% fuel savings.

The program is backed by the companies' Fuel Proof Guarantee, which covers a 120-day customer demonstration period and is being offered to fleet operators with a minimum demo of 30 trucks. Valvoline and tiwi work with fleet maintenance managers to establish baseline data, using the tiwi on-board driver improvement system. Valvoline's Premium Blue Extreme engine oil and Syn Gard FE gear oil are then installed.

Additionally, the tiwi verbal-coaching system is activated to provide drivers with real-time verbal mentoring about speeding violations, aggressive driving, other inefficient habits, seat belt use and more.

After the completion of the Fuel Proof customer demonstration period, if the fleet has not shown an increase in fuel economy, Valvoline and tiwi will remove their products from the vehicles used in the demonstration and reimburse the fleet for any incremental costs.

Valvoline says its program is set apart from competitive claims that offer vague or unsubstantiated data.

As part of the testing process, the company enlisted two independent test facilities and multiple real-life customers to validate miles per gallon (mpg) gains, using the EPA SmartWay-approved J1321 protocol.

Tests were conducted with vehicles operating with Valvoline's Premium Blue Extreme SAE 5W-40 full synthetic engine oil and Syn Gard FE gear oil. Results varied depending on loads, routes and drivers, according to officials, with less-than-truckload applications and P&D operations achieving the highest fuel economy improvement. However, officials said adding tiwi vehicle monitoring and driver mentoring is expected to yield greater gains in virtually every type of fleet operation.

John Noal, vice-president of international and commercial platforms for Valvoline, explains the need for a mileage improvement guarantee: "Fleet customers are understandably highly skeptical about mpg claims. They need proof that they're going to get better mpg with their own drivers, in their own operations. The limited Fuel Proof Guarantee is a risk-free way for fleets to prove that our mpg gains are for real."

Todd Follmer, chief executive for tiwi, noted, "According to EPA statistics, driving habits affect mpg by as much as 35%. Fleet testing has proven that using tiwi in-vehicle mentoring will decrease aggressive driving events by 89% and speeding violations by 86%. The EPA reports that simply obeying posted speed limits will increase fuel efficiency by as much as 23%." □

**Sales Representative**  
**HIRED**

**TRUCK-OPS**  
OFFICE AND TECHNICIAN CAREERS IN TRUCKING

[trucknews.com](http://trucknews.com)

# MISSING

**MARK ST. LOUIS**  
**5464-P**  
D.O.B.: June 25, 1993  
Height: 3 feet 0 inches  
Weight: 65 pounds  
Hair Colour: Brown  
Eye Colour: Blue  
Characteristics: Scar around his left eye.  
Missing Since: March 21, 1997 – From: Windsor, Ontario, Canada

**WANTED ON A CANADA WIDE WARRANT FOR ABDUCTION:**  
**FRANCISCA LOPEZ-GONZALEZ**  
D.O.B.: Jan. 18, 1954  
Height: 5 feet 4 inches  
Weight: 140 pounds  
Hair Colour: Brown, Dyed Blonde  
Eye Colour: Brown  
[www.ontario.childfind.ca](http://www.ontario.childfind.ca)

Anyone with information please contact: All Calls Confidential – No Name Required

# CHILD FIND 1-800-387-7962

Fleet News

## Bison promotes mechanic safety

**WINNIPEG, Man.** – Bison Transport is expanding its safety programs into the shop. The company has developed a Mechanic Safety Award Program designed to promote, improve and reward Bison mechanics who meet the company's stringent safety standards.

Under the program, mechanics will be recognized quarterly and annually for contributing to a safe workplace, the company says. They'll be measured on safe consecutive working hours while exposed to a high-risk work environment. The overall goal is to reduce injuries and damage to equipment.

"At Bison, safety is our top priority," said Don Streuber, president and CEO. "The very best training and equipment would be meaningless if we did not empower our people to make those decisions that impact safety." □

## MSM turns 20, shares its secrets to success

**BOLTON, Ont.** – As MSM Transportation celebrated its 20th anniversary, the carrier also took a moment to reflect back on some of the keys to its success. The provider of commercial trucking and expedited freight services turned 20 last month.

"We started MSM Transportation in 1989 as an alternative to the large American trucking companies that dominated the US/Canada transborder market at the time," said Bob Murray, president and chief operating officer. "There was room for a Canadian carrier that combined excellent customer service with a commitment to moving freight across the border efficiently, securely, and with the fastest transit times possible."

Murray said the company has been successful due to the following key principles:

*Empower the customer:* "When

we established MSM in 1989, regulations in Ontario did not allow us to operate our own trucks. We developed a group of trusted partner carriers – companies that share our standards for quality and customer service," Murray recalled. "When deregulation occurred and we established a fleet of our own, we combined this capacity with that of our network of partner carriers."

*Guarantee satisfaction:* MSM offered a 100% money-back guarantee to combat the perception the trucking industry offered questionable service. It's an offer that still stands today, Murray said.

*Deliver expertise:* Murray said MSM has invested in the training and systems required to properly manage its transborder services, qualifying for a full range of border programs such as: CSA (Customs Self-Assessment); C-TPAT (Customs Trade Partners Against Terrorism); FAST (Free and Secure Trade);

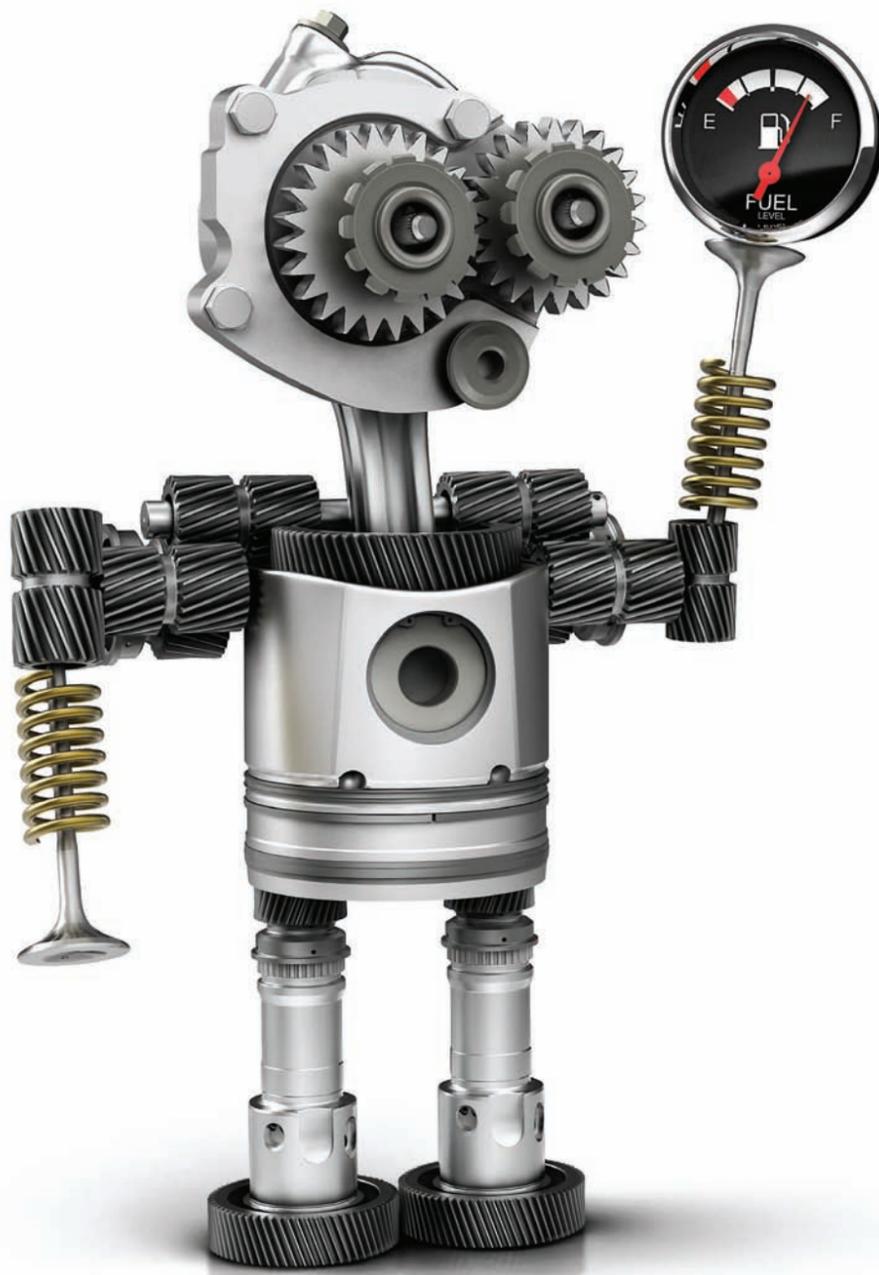
PAPS (Pre-Arrival Processing System); PARS (Pre-Arrival Review System); and PIP (Partners in Protection).

*Be easy to do business with:* Murray suggested making promises clear. In MSM's case, transit times are published clearly in calendar days, including weekends and day of delivery. MSM also pays bills promptly (within 28 days from receipt of invoice), which has helped the company establish strong relationships with its suppliers.

*Be good corporate citizens:* MSM's Murray said it's important to give back to the community through raising money for local charities and supporting youth hockey.

*Maintain financial stability:* "We attract customers who value consistency, which in turn produces long-term business relationships and consistent growth in earnings and cash flow regardless of the economic conditions," Murray said. □

YOU'LL BE SURPRISED BY SOME OF THE PARTS THAT BENEFIT FROM DELO.®



# Delo®

Is it really a surprise when it's Delo? Delo® products can help maximize your mileage, extend service intervals, and can help increase the life of your equipment. Some of the largest, most advanced fleets have saved millions of dollars using Delo. Even if you have a fleet of one, using Delo products formulated with ISOSYN® Technology can save you money. Taking advantage of the full line of Delo products could maximize your fuel economy even more. To learn more

**ISOSYN® Technology delivers synthetic-like performance and outstanding value.**



about *The Delo Performance Advantage™*, visit us at [www.deloperformance.com](http://www.deloperformance.com).



**DELO DELIVERS CONFIDENCE™**



## Mark Dalton: Owner/Operator

## Lost keys, found hope

By Edo van Belkom

Mark was between loads, enjoying a healthy breakfast over a morning edition of *The Toronto Sun*.

The big news of the day was about some scandal uncovered at the truck yard he'd been working at as a shunt driver. People there were being investigated for a whole laundry list of crimes from fraud to murder.

The police said they were operating on a tip they'd received from a member of the public, someone who may or may not be employed in the trucking industry, but so far no one had come forward.

And no one would either, thought Mark. This was definitely one time where staying anonymous was a good idea. It was one thing to appear in television and in print after delivering a baby on the side of some highway in Quebec, but it was another thing completely to take credit for disrupting some organized crime venture where people had already been killed for even suggesting they might go to the police. No, Mark was happy to get as far away from that truck yard as he could and if that meant waiting a few days for a load into California or Texas, then so be it. He could do with a few days of rest, maybe take in a ball game or go to some concert.

Mark finished reading the paper with a peek at the Sunshine girl and was surprised to learn she aspired to be a veterinarian, loved shopping for clothes, and was currently single.

"Maybe I'll look her up and give her a call," Mark muttered under his breath as he put some money down on the table to cover his bill.

As he fished in his pants pocket for change for the tip, Mark caught sight of a man staring at him from across the restaurant. The guy was dressed in black and had a dark shadowy face, but his eyes were bright as lasers and he was staring right at Mark.

Mark's skin suddenly felt damp under his clothes and he wondered if someone had followed him from the truck yard, tailing him across the country until he stopped on some deserted stretch of highway to relieve himself just as a pick-up truck or some big black car pulls up and four men jump out, and while he's still doing his business they administer some rough justice for what he'd done to their operation.

But then the shadowy man's girlfriend appeared to Mark's left and the man said, "Don't forget the ketchup, hon," and she turned back and the man's gaze turned to the newspaper on the table in front of him.

Mark, his body damp with sweat and tingles of fear still trickling down his spine, shook his head and said aloud, "I've got to get somewhere far, far away."

With a sigh, he turned to leave the restaurant.

Out in the parking lot on his way to Mother Load, Mark slipped a hand into his pocket for his keys. They weren't there. He checked the other pocket of his jeans. They weren't there either.

He stopped where he was and began a systematic search of all his pockets, starting again with his jeans and then moving on to the inside and outside pockets of his jacket, then finally to his shirt pocket.

Nothing but loose change and his cell phone. He checked his jeans again, not expecting to find the keys there after checking them twice already, but compelled to check those pockets because that was where he always kept them.

They still weren't there.

"Where the hell could they have gone?" he wondered aloud.

In all his years as a driver, he'd never misplaced his keys. He'd locked them in his truck plenty of times, but on those occasions he knew exactly where the keys were. This time, he didn't have a clue.

Must have left them somewhere, he thought. But where?

He would have to retrace his steps. Obviously he'd had the keys when he arrived at the truck stop so he'd lost them somewhere between this moment and the time he parked his truck.

He turned around and headed back into the restaurant. There was already someone sitting at his table so he asked them if there had been any keys at the table when they got there.

"No," said the man. "Just this newspaper. You want it back?"

"No thanks."

At the cash register he caught up with the waitress who'd served him. "You didn't find any keys on the table when you cleared it did you?"

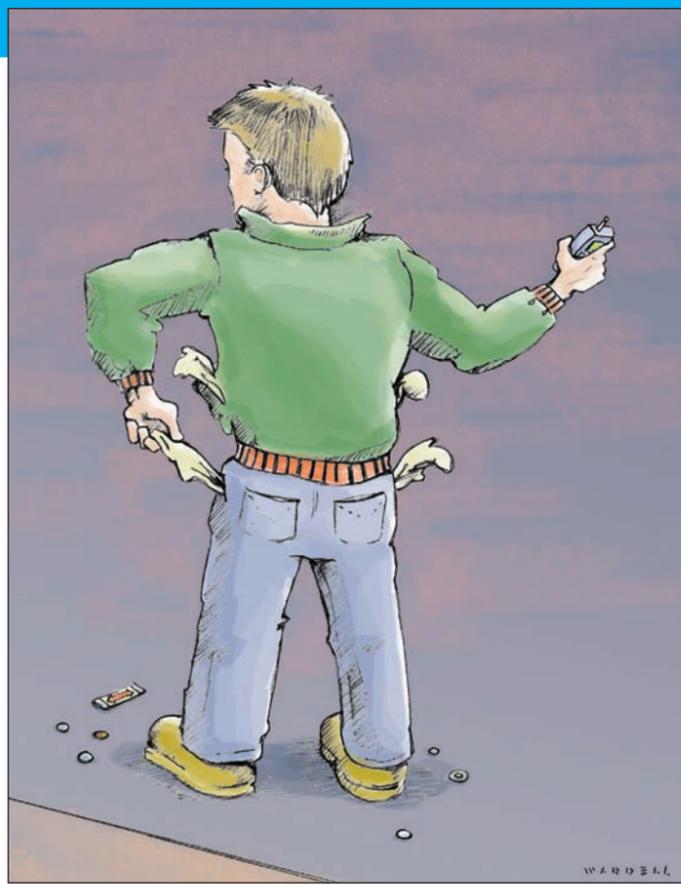
She stared at him. "Nope, just the money for the bill."

Mark realized that while he'd intended to leave a tip, he hadn't actually done it. He reached into his pocket for some change and handed it to her.

She smiled and her face suddenly brightened. "Thanks," she said. "And I'll keep an eye out for them."

"Thanks."

"In the meantime you might want to check our lost and found box," she pointed to a wooden case by the door,



"you drivers are losing keys all the time."

Mark walked over to the box and opened it.

"What the..."

The box was full of all kinds of keys, from single ignition keys to full key rings with a dozen or more keys on them in all shapes and sizes.

"How in the world does anyone leave this place?" Mark said as he searched through the keys in the box. Obviously they'd all been in there a long time and none of them were his. Who knew? Maybe his keys would turn up inside the box in a couple of days, maybe even a month. Great, but they'd be no use to him then. He needed them now. But if the keys weren't in the restaurant, then perhaps he'd lost them in the washroom, where he'd gone to clean up before breakfast.

As usual, there were a dozen or so drivers in the room, several in front of the mirrors and the rest doing their business at the urinals or inside the stalls. He counted the stalls and remembered he'd used the fifth one from the door.

Since he couldn't see any feet beneath the door he gave it a gentle push.

A man wearing big leather boots and a large black cowboy hat looked at Mark, nodded and said, "Howdy!"

Mark closed the door immediately and said, "Sorry, I'm looking for my keys."

"Sorry pardner," the man said from behind the door. "Nothing in here but me and the commode."

"Right," Mark said.

He left the washroom, exited the restaurant again, and headed back to Mother Load. When he was halfway to his truck, his cell phone rang.

"Hi Bud," Mark said.

"You're in luck," said the dispatcher. "I've got a trailer full of machine parts

for Sacramento ready this afternoon."

"Great," Mark said, the word sounding like it had escaped from a well worn inner tube.

"What's wrong? I thought you'd be happy. It's just what you wanted."

"It's a great load and I do want it, it's just that...well, I can't find my keys."

"Don't you have a spare taped up under the hood or something?"

"No..." Mark

felt stupid inside. He'd always meant to hide a spare somewhere on his truck, but since he'd never misplaced his keys in so many years he never bothered.

"Well, let me know when you find them. A load like this pays well and I've got five or six guys who'll take it in a heartbeat."

"I hear you," Mark said. "I'll call you in an hour one way or another."

"Good luck," Bud said.

Mark hung up the phone and searched his pockets again.

Of course, the keys weren't there. If he didn't find them soon, he'd have to get someone to jimmy the door of Mother Load, then he'd have to get a replacement key made, or worse still, have the entire ignition system replaced.

Mark walked over to a bench outside the restaurant that overlooked the parking lot and sat down with his head in his hands.

"This is the worst thing that could happen," he said.

Just then, a rig pulled into the lot and eased to a stop right in front of the spot where Mark was sitting.

Mark looked up.

Just a few feet from his face was a Child Find poster fixed to the side of the trailer. Mark looked at the poster and sighed.

"Okay," he said, "the second worst thing that could happen." □

**- Mark Dalton returns next month in Part 2 of Lost keys, found hope.**

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

The continuing adventures of *Mark Dalton: Owner/Operator*

brought to you by

**MICHELIN NORTH AMERICA (CANADA) INC.**

Case Study



**Winnipeg fleet plays vital role in managing transportation of bus bodies for New Flyer Industries**

The team consists of three line-haul drivers, a shunt driver and an operations coordinator who works full-time within the New Flyer plant.

“We manage the logistics between the two plants,” Arnold said.

Shells are shipped aboard 53-ft. dropdeck trailers behind Arnold Bros. tractors with drone boxes that house parts and equipment. The shells are light – weighing just 10,000-12,000 lbs each – but Arnold Bros. had to custom-design the blocks the shells sit on, to ensure the cargo would not be damaged in-transit.

The fleet has about 30-50 trailers dedicated to the project at any given time; think of them as warehouses on wheels, ready to roll on a moment’s notice.

In the 19 years that Arnold Bros. has been handling New Flyer’s transportation needs, the manufacturer has doubled production at the Winnipeg plant.

Arnold was quick to point out the New Flyer deal is not representative of the trucking company’s operations as a whole.

The contract represents just one half of 1% of Arnold Bros.’ revenue, he stressed.

Yet, it’s another example of how trucking companies are stepping beyond their traditional roles and becoming – to borrow an often-used industry buzz-term – total transportation providers, managing the entire supply chain for their customers. □

**By James Menzies**  
**WINNIPEG, Man.** – Lost among all the doom and gloom surrounding the Canadian vehicle manufacturing sector is a success story in which a Winnipeg trucking company has played a vital role.

New Flyer Industries is a major manufacturer of heavy-duty transit buses, with assembly plants in Winnipeg, Man. as well as facilities in St. Cloud and Crookston, Minn. In its most recent financial filings, the publicly-traded company announced record third quarter revenue of \$303.6 million – a 19% increase from the same period in 2008.

Business is booming for the bus manufacturer, which received orders for 541 transit buses in the third quarter of 2009 alone. The production of each bus begins at New Flyer’s Winnipeg plant, with the body (or shell) then shipped cross-border to the Crookston, Minn. plant 170 miles away for further assembly.

Handling the complex trans-

portation requirements is Winnipeg-based Arnold Bros. Transport, which has effectively become an extension of New Flyer Industries.

Fred Arnold said the carrier’s relationship with New Flyer dates back to the early 90s, when the manufacturer placed an interesting request.

“They came to us with a need for a high number of trailers and a low number of trucks,” Arnold recalled. “It was more of a storage and distribution need than a transportation need.”

New Flyer needed not only a trucking company that could get its products from Point A to Point B, but a partner that could also manage that time-sensitive supply chain from one plant to the other.

“They needed to keep the assembly line of bus shells sequenced and timed in Winnipeg...it became very interesting because of the trailer-to-truck ratio,” Arnold explained.

Today, Arnold Bros. has a dedi-

cated team of employees working exclusively on the New Flyer contract, managing about 17-20 deliveries per week between the two plants.

1	R	E	C	A	P	S		4	C	A	L	A	I	7	S	
	E		U		R		8	P		R		U			U	
9	C	O	R	T	E	G	E		10	R	A	C	K		S	
	A		B		T					O		T			S	
11	L	A	S	E	R			12	R	A	W	H	I	D	E	
	L				I					O					X	
		13	I	14	N	S	P	E	C	T	15	I	O	N	S	
16	S		E							A		N			17	F
18	H	O	U	S	19	T	O	N		20	F	L	21	A	R	E
	A		T		A					A		L		L		N
22	D	U	R	O	N				23	D	I	A	M	O	N	D
	E		A		G					A		T		H		E
24	S	A	L	O	O	N			25	R	E	P	A	I	R	

This month's  
**CROSSWORD SOLUTION**  
 is brought to you by

**TRUCK NEWS**

**TRUCK WEST**

**Motortruck**  
*Fleet Executive*

Try it online at: [www.trucknews.com](http://www.trucknews.com)

**TRUCK WEST**

**LIST OF ADVERTISERS**

Avaal Technologies .....	12
Bandag .....	31
Bison Transport .....	2,3
Bridgestone .....	7
<b>Career Opportunities</b> .....	<b>2,3</b>
Chevron Global Lubricants .....	4,14,27
<b>Child Find</b> .....	<b>26</b>
<b>Crossword</b> .....	<b>11,29</b>
Firestone .....	19
International Truck and Engine .....	9
Mack Canada .....	32
Shell Canada Products .....	21
<b>The Drivers Seat</b> .....	<b>30</b>
<b>Truck-Ops</b> .....	<b>15,26</b>
<b>Truck West Greeting</b> .....	<b>17</b>
<b>Truck West Subscription</b> .....	<b>23</b>
Yokohama .....	25
Volvo Trucks .....	13

**BOWMANVILLE, Ont.** – As the year winds to a close, no doubt we will soon be bombarded with a variety of “year’s best” lists. But list compilers may have their work cut out for them this time ’round, as there was little good to write about 2009 – at least economically – which saw one of the worst recessions in decades.

The trucking industry was hit hard, with many trucking companies folding and some drivers opting to get out of the biz altogether. Most economists agree that the general feeling coming into 2010 is one of guarded optimism, but will trucking be able to return to its former glory? We went to the Fifth Wheel Truck Stop in Bowmanville, Ont. to find out how drivers think the trucking industry will perform in 2010.

**Paul Auger**, a driver with SGT in St. Germain, Que., says he thinks it will take a while for trucking to bounce back.

“The government and the Minister of Transport, I’m sure they say things are really looking up, but I think, personally, it’s going to take a while to bounce back from the recession,” he said. “Freight has started to move and everything, but the repercussions of the recession are still going on.”

**Don Haines**, owner and driver for Mobile Home Express in Exeter, Ont., thinks it will take another year for things to turn around, adding that his own company is down about 40% since the



**Truck Stop Question**

**Adam Ledlow**  
Managing Editor

*How will the trucking industry fare in 2010?*



**Don Haines**

recession hit. “Everything is going down, yet not coming up. People aren’t spending money. (Our cargo) is a high line thing for cottages and stuff. Mine is going to a KOA camp – they rent them out. We find it’s pretty slow. Insurance and fuel don’t go down though. We keep telling them we should be paying by the day and they say no for insurance.”

**Jamie Haines** is only slightly more positive than his father Don, saying that things will be at least a little better in 2010.

“I think everyone is just starting to loosen up a little bit and things are just starting to pick up a little



**Jamie Haines**

bit, but it’s going to take quite a while to get everyone back being not nervous to spend money, if they have any left.”

For himself, 2009 was not exactly a banner year: “Not very good at all,” he said. “It was quite slow, and any money you did have saved, you used up, or any investments you had seemed to go right down.”

**Keith Banks**, an owner/operator from Markdale, Ont. says out-of-control taxes are going to kill any chance the industry has to pull themselves up quickly.

“One word: HST. That’s going to kill us. The provincial government doesn’t seem to care – all they

want to do is tax, tax, tax. How much more can we take? Not just truckers, but everybody. You can’t just keep taking out of our pockets; there’s nothing more there.”

As for the government providing companies like AIG and GM bailout money, Banks says, “It’s the biggest kick in the head that you could ever get.”



**Darren Meiklejohn**

**Darren Meiklejohn**, a driver with XTL Transportation out of Etobicoke, Ont., says the industry will eventually return to its former status, adding that his own company has been able to keep quite busy despite the downturn.

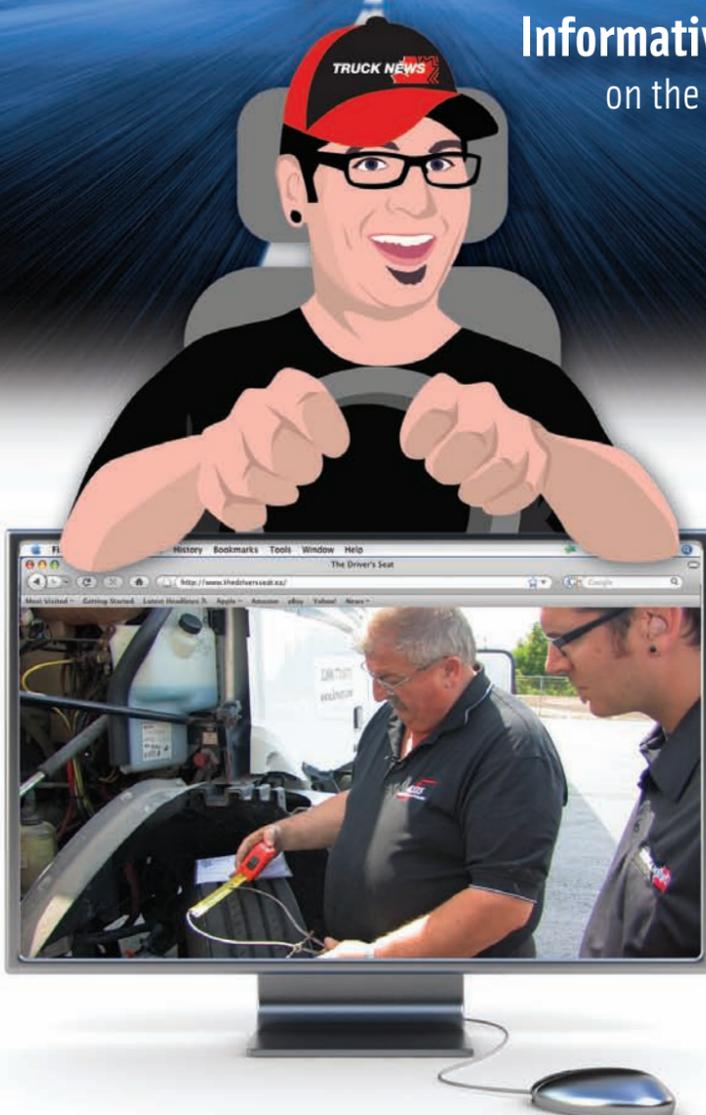
“Our company has got numerous different products that we carry on more than one lane, so they’ve kept us actually fairly busy for the most part. It has slowed down a little bit, but myself, I’ve had pretty steady miles. I haven’t really felt the tension as much as a lot of guys have.” □

– Adam Ledlow is now on Twitter! Join today and follow his tweets at [twitter.com/adamledlow](http://twitter.com/adamledlow).

A new online video information series from Truck News and KRTS Transportation Specialists

[www.TheDriversSeat.ca](http://www.TheDriversSeat.ca)

Informative, entertaining, and focused on the safety and compliance topics you care about



Subscription service starts at low price of \$7.99/month



**Boring doesn't work here!**

Find out more at [www.TheDriversSeat.ca](http://www.TheDriversSeat.ca)



FIX THAT SLOW LEAK  
IN YOUR BOTTOM LINE.



**NO DETOURS.™**

How do you thrive despite hostile driving environments and brutal economic conditions? Get a smarter tire program. With premium, best-in-class retreads. Backed by legendary service. Bandag. The company that has been leading the precured retreading industry for over 50 years. **ROLL SMART.**

»» FIND OUT HOW BANDAG COULD SAVE YOU 10% OR MORE ON TIRE COSTS. SEE [BANDAG.COM/SAVE](http://BANDAG.COM/SAVE).

©2008 BANDAG — ALL RIGHTS RESERVED



BUILT LIKE A MACK TRUCK®



**COMPANION**

ANYTIME, ANYWHERE, WE'RE HERE FOR YOU.

[MACKTRUCKS.COM](http://MACKTRUCKS.COM)

©2009 Mack Trucks, Inc. All rights reserved.