

TRUCK WEST

February 2008 Volume 19, Issue 2

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



SEARCHING FOR ANSWERS: A new report debunks the myth that weather is often to blame for livestock truck accidents. Instead, it appears driver fatigue is usually the cause, the report suggests. Its author is also urging more training for drivers.

Tax time

Don't forget to treat yourself to an extra 10% on meal claims

By James Menzies

OTTAWA, Ont. – As tax time approaches, truckers should remember a key change to the meal tax deduction limit that took effect early last year.

Scott Taylor, vice-president of operations with Transport Financial Services, reminds professional drivers the deduction limit was increased from 50% of \$51 per day (\$17 per meal) to 60%, beginning March 19.

For a long-haul truck driver on the road 250 days per year, the 10% increase could result in about a \$380 tax return increase, Taylor points out. No small amount, since it goes straight into your pocket.

While the mid-year rule change would seem to cause confusion, Taylor pointed out Revenue Canada has simplified the tax filing process by creating two different areas for meal tax claims on the TL-2 form. There's now a section for meals purchased pre-

Continued on page 8 ■

Keeping the dirty side down

Study says fatigue causes most livestock truck accidents

By James Menzies

BLACKIE, Alta. – The long-held belief that weather is the most common cause of accidents involving livestock transporters has been disproved. Instead, driver fatigue is being blamed for the majority of acci-

dents involving commercial livestock tractor-trailers, according to a groundbreaking study by well-known livestock handling expert Jennifer Woods of Blackie, Alta.

Woods, owner of J. Woods Livestock Services, examined the causes

of 415 accidents involving commercial livestock trailers in Canada and the US over a five year period.

She found 80% of livestock truck crashes were single-vehicle accidents. (Compare that to the US

Continued on page 6 ■

Mark Dalton O/O

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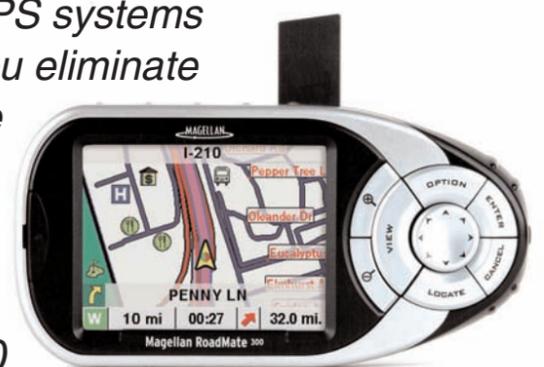
Inside This Issue...

- **Against the odds:** A trucker is facing his toughest challenge yet – coping with Lou Gehrig's disease. Page 11
- **Family affairs:** A behind-the-scenes look at how an Alberta family has grown its company into one of the province's largest privately-owned carriers. Page 12
- **Eye in the sky:** Do you know where your trailers are? A look at how fleets are becoming more efficient through the use of untethered trailer tracking. Page 18
- **Raising the bar:** Julia Kuzeljevich explores why it's time to overhaul driver training standards in some provinces. Page 22

Beam me up

Portable GPS systems can help you eliminate out-of-route miles.

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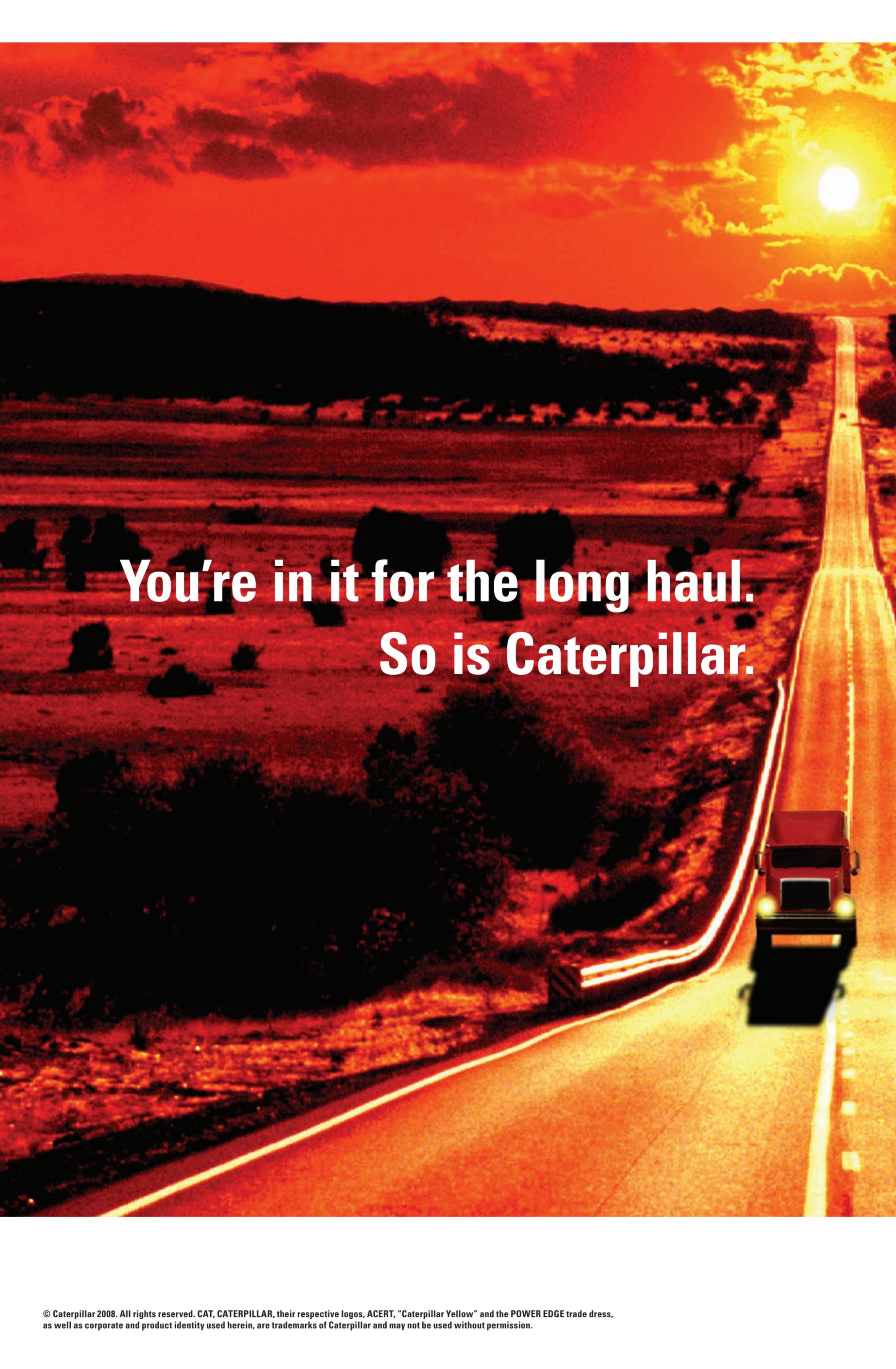


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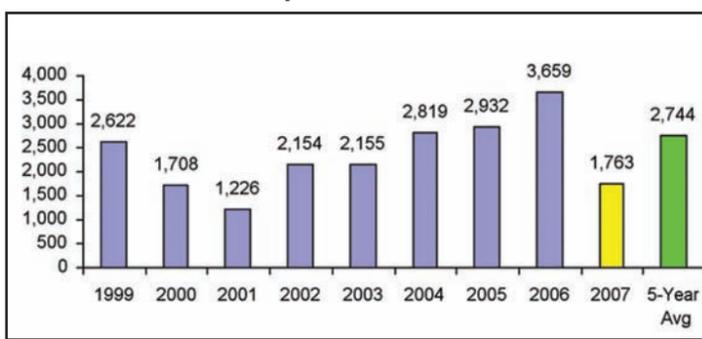
CLASS 8 TRUCK SALES TRENDS

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Monthly Class 8 Sales - Nov 07

OEM	This Month	Last Year
Freightliner	270	782
International	350	913
Kenworth	290	598
Mack	147	199
Peterbilt	221	396
Sterling	165	187
Volvo	165	367
Western Star	132	217
TOTALS	1,763	3,659

Historical Comparison - Nov 07 Sales



Motor Vehicle Production to Nov 07

OEM	Total Prodn	For Export
International	4,361	3,657
Paccar	4,289	3,671
Sterling	16,255	13,824
TOTALS	24,905	21,152

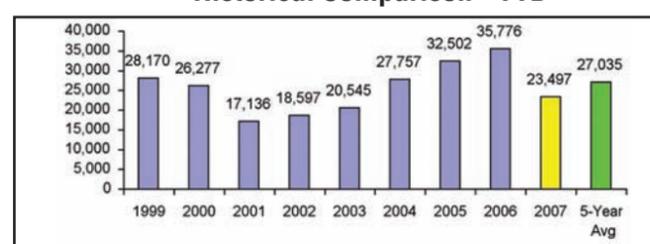
There were 24,905 trucks reported produced in Canada by November this year (note that the Sterling total includes 1161 medium - and light-duty trucks). The vast majority of those are intended for export to the US market. Sterling's St. Thomas, Ont. plant is by far the largest producer of trucks in Canada, easily outpacing production at International's Chatham, Ont., plant and Paccar's St. Therese, Que., plant

The anticipated dramatic drops in Class 8 sales experienced during the third quarter have continued into the final quarter. November sales were 52% off last year's record pace while October sales were 42% off the mark. There was a similar drop in September. August sales were 58% off last year's and July saw sales drop 36%. Other significant monthly drops this year include: a 39% drop in June, a 30% drop in April and a 25% drop in March. The 1,763 Class 8 trucks sold in November made for the third worst November sales since 1999. They were also below the five-year average for the month by about 1,000 units.

Class 8 Sales YTD (Nov 07) by Province and OEM

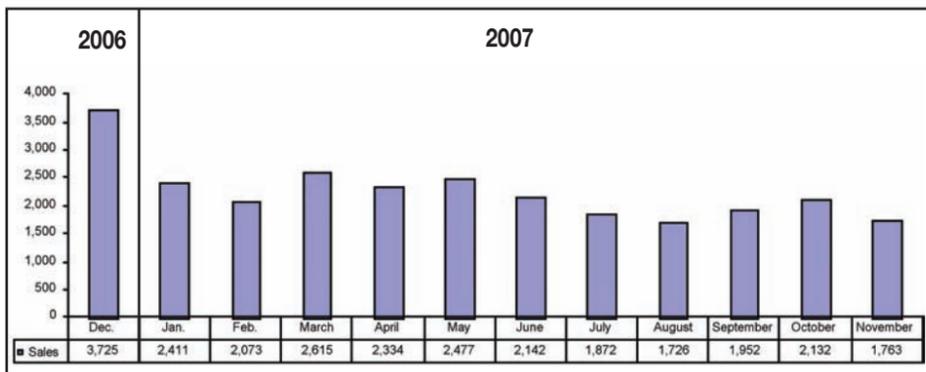
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	339	847	135	186	1,942	628	145	117	0	16	4,355
International	245	905	89	365	2,037	1,174	241	91	17	93	5,257
Kenworth	751	1,264	221	219	748	598	0	25	0	0	3,826
Mack	172	213	113	167	630	171	27	28	0	0	1,521
Peterbilt	388	762	294	163	643	383	137	45	0	0	2,815
Sterling	235	550	64	54	778	488	31	62	12	44	2,318
Volvo	182	164	84	149	771	212	75	61	0	5	1,703
Western Star	330	597	63	69	337	220	50	30	2	4	1,702
TOTALS	2,642	5,302	1,063	1,372	7,886	3,874	706	459	31	162	23,497

Historical Comparison - YTD



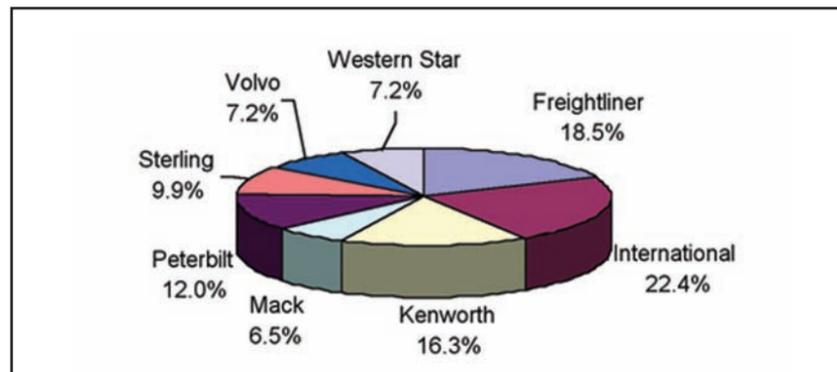
Class 8 truck sales in Canada were at 23,497 units heading into the final month of the year. So year-end sales should come close to 25,000 units – well within the 24,000-26,000 range forecasted by Transportation Media for the year. The 23,497 Class 8 trucks produced to date is about 12,000 units off the record sales posted last year and about 3,500 short of the average for the previous five years. However, the drop in sales from the previous year has still not proven to be quite as precipitous as expected, coming in at about 34% instead of the up to 40% drop some experts forecast. It should be noted, however, that Canadian carriers are looking at a North American economy that has been slowed by the bursting of the housing bubble in the US and now concerns about the health of the US consumer. To date, the 23,497 Class 8 trucks sold make 2007 the fourth worst sales year since 1999.

12 - Month Sales Trends



Monthly Class 8 sales continue to range well below the 3,000 mark which was a regular benchmark during the 2006 record sales year (the mark was reached 7 times that year.) While the 2,132 Class 8 trucks sold in October marked the first time in three months that sales topped the 2,000 mark, November sales once again dipped below 2,000. The 1,763 Class 8 trucks sold in November also made for the second lowest monthly total of the past 12 months

Market Share Class 8 YTD



With a month left to report for 2007, International looks to have a lock on unseating traditional frontrunner Freightliner for the market share lead in this tumultuous year. International has been opening its market share lead over the perennial front runner over the past few months and stands almost four percentage points higher. The Paccar group also continues to do very well, in part thanks to its strong western base. Kenworth is a strong third with a greater than 16% market share and Peterbilt continues to show strong with a 12.0% market share. Freightliner sister company Sterling is the only other manufacturer with close to a 10% share of the market.

Source: Canadian Motor Vehicle Manufacturers Association

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Driver training: One step forward, two steps back

As outlined in this month's story by Julia Kuzeljevich on pg. 22-23, it appears the trucking industry's dirty little secret is out.

As Julia reported, the embarrassing fact you can obtain an A/Z licence in Ontario without ever getting behind the wheel of a tractor-trailer was highlighted during a recent investigative report by Global TV.

One could accuse the Global reporter of sensationalizing the story somewhat – after all, though she did obtain an A/Z licence, most trucking companies would weed her out pretty quickly when her lack of skills became obvious during a road test.

Still, the report will surely heighten already overblown concerns that most four-wheelers have about sharing the road with big trucks.

The trucking industry has known for some time that it needs to re-vamp its training standards and purge the industry of so-called 'licensing mills' that can set up shop almost anywhere and churn out a steady stream of under-trained drivers.

Unfortunately, when it comes to elevating the industry's training standards for new drivers, it seems that government doesn't share the same vision or ambition as the trucking industry itself. Witness the impending demise of Alberta's Professional Driver Certificate Pilot Program, which was reported on trucknews.com in December.

The program has been in the works for many years now, and at one point Alberta appeared poised to be the first province to raise its training standards to an unprecedented level, with an apprenticeship-type program that

Editorial Comment

James Menzies



would raise the bar substantially for new drivers.

Now, the province's failure to include a Class 1 licence component in the program has resulted in a lack of interest and it appears the program may ultimately get axed, placing Alberta right back at square one.

In Ontario, proponents of more rigorous training standards have worked tirelessly to introduce a voluntary truck driver apprenticeship program for professional drivers.

They should be commended for their efforts – it's a giant step in the right direction.

However, the extra time and

expense required of prospective drivers is hard for them to stomach, when the option still exists to enroll in a school that's main priority is to help them obtain an A/Z licence as fast – and cheap – as possible, even if it means training them only to pass the road test.

It's no secret that a national training standard must be adopted by each and every province. The Canadian Trucking Human Resources Council has been working towards this goal for some time now.

It's essential that provincial governments help the industry achieve this goal, rather than erect barriers in its path, facilitating the continuing operation of licensing mills, which remain the scourge of our industry. □

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Here's a message that requires stressing

Work-related stress has a direct bearing on productivity, according to a new study, recently published in *Perspectives on Labour and Income*. Workers feeling stressed don't tend to work as hard, take more disability days or are otherwise absent from work more often.

Work stress can be measured by several indicators, one of which is job strain. The study found that men with high-strain jobs were 1.7 times more likely than those with low-strain jobs to report lower work activities due to a long-term health problem. Men with high-strain jobs were also 1.5 times more likely to report having taken at least one disability day during the two weeks prior to the survey.

Almost one in five men and women who perceived their regular work days to be stressful took at least one disability day during the two weeks prior to the survey.

The study, interesting on its own, is of particular importance in the trucking industry because the long or irregular work hours many drivers are subjected to may increase stress. (Added to this of course is the stress stemming from time away from home and from shipper demands for adherence to schedules despite constraints arising from poor road conditions, traffic congestion, customs delays, etc.) A

Viewpoint

Lou Smyrlis
 Editorial Director



couple of other studies had already shown the need for concern in trucking.

According to a Survey of Labour and Income Dynamics, just over seven in 10 truckers reported their professional and personal life as being very or somewhat stressful in 2002.

"Overall, long hours of work appear to have a harmful effect on health, since they lead to unhealthy changes in lifestyle, such as lack of physical exercise, lack of sleep, and poor eating habits. It is therefore not surprising that male truckers had one of the highest rates of non-participation in the labour market for health reasons or because of an illness-related disability (3.7% compared with 2.6% for all workers), according to Labour Force Survey figures for 2004," pointed out Vincent Dube and Denis Pilon in their own study of the driving profession, *On the Road Again*.

They noted that each trucker lost an average of nine days for these same reasons during the year, com-

pared with six for male workers in general.

The latest study found that different sources of work stress do not occur in isolation, but interact with one another. Physical exertion and job insecurity can also cause stress. Shift workers were more likely to have high-strain jobs than other workers. They were also more likely to perceive their jobs as physically demanding.

Men in physical jobs were 2.2 times more likely to have a work absence than men in non-physical jobs, while women were 1.9 times more likely.

On a long-term basis, men and women who worked in physically demanding jobs were about 1.6 times more likely than those in other jobs to have reduced their work activities in the following two years.

The study did find that a supportive work environment tended to mitigate job interruptions due to stress, an observation worth remembering as we head into an economic downturn which will leave cash-strapped fleets looking to do more with less. □

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Fatigue to blame for most liner rollovers: Report

■ Continued from page 1

Federal Motor Carrier Safety Administration's Large Truck Crash Causation Study that found only 25% of overall truck crashes were single-vehicle accidents).

And alarmingly, Woods found the livestock truck driver was at fault in 85% of the accidents where the cause of the accident could be determined. So why are livestock truckers finding themselves involved in a disproportionate number of single-vehicle, at-fault accidents? Woods sums it up with one word: Fatigue.

Her study found that 59% of livestock truck accidents occur between midnight and 9 a.m. However, she gleaned her data through media reports, and she suggested anecdotal evidence indicates the number is much higher – as high as 90%.

"I think what happened, was so many of the accidents (in the study) came through the media, but the media doesn't pick up on a lot of the ones that happened in the middle of the night if they've cleaned it up by morning," explains Woods.

She also notes that many late night rollovers occur on back roads or on farmland, so they're not always reported by the media. One of Woods' duties as an animal handling specialist is to show up and help at livestock truck rollovers in Alberta, and her own experience suggests late night accidents account for 80-90% of incidents.



PREVENTABLE?: Most livestock trucking accidents are due to driver error, often related to fatigue, according to a new report.

Rollovers were found to be the most common type of accident involving livestock tractor-trailers. Eighty-two per cent of documented accidents involved a rollover, with 84% of those rolling onto the right side.

"I believe our trailers roll over more" than general freight vans, Woods tells *Truck West*. She offered a few explanations for that. Firstly, livestock haulers are dealing with volatile, constantly shifting loads. And they also tend to be top-heavy. Most livestock trucking accidents involve loads of cattle (56%) followed by pigs (27%) and poultry (11%).

It's difficult to determine how those percentages compare to the overall percentage of livestock

loads being hauled on North American roads, because there's currently no reliable data on livestock transport volumes available.

However, Woods reasons that cattle loads are more prone to rollovers because of the nature of the beast.

"Cattle are more top-heavy – the center of gravity on a pig is a lot lower than the center of gravity of a cow," she says. "And pigs tend to be decked in the belly (of the trailer) so that puts more weight in the bottom."

The high percentage of rollovers to the right could have something to do with the design of livestock trailers. A study by Ruhl Forensics and Wilson Trailers found that a loaded cattle trailer "rarely exceeds

five degrees before reaching the point of imminent rollover."

Woods also points out the "doghouse" (a compartment at the back end of the top deck of a livestock trailer) is located on the right-hand side and it is often loaded with animals, creating an uneven distribution of weight. The tendency for livestock haulers to flip trucks onto the right-hand side could also hint towards fatigue, as that's the side the ditch is on and the direction tired drivers are most likely to drift towards, she points out.

The most surprising statistic revealed by the study (not for those in the know, Woods insists, but for other industry observers), is that weather was only a factor in 1% of all livestock trucking accidents. In fact, most accidents occurred in the spring, summer and fall.

"When roads are bad, you pay more attention to your driving," Woods points out. "You're more alert when the roads are bad and you tend to drive a little more carefully."

Armed with the results of the study, Woods says the industry must now take action to reduce its number of incidents.

That will require a collaborative plan of attack involving everyone along the supply chain – from producers to drivers and carriers right through to slaughter plants.

"We need more training and we need more skilled drivers," Woods says. "We have a huge driver short-

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age to the point where you're almost just looking for somebody that's breathing. Our drivers drive a lot of hours too. The industry needs to look at that and plant schedules can play into that too."

Woods points out that many slaughter plants begin the morning kill with out-of-town porkers rather than taking care of local pigs first. That means pigs from further away must be loaded the night before and trucked to the plant overnight.

A simple scheduling change could allow truckers to load up in the morning and arrive at the slaughterhouse in the afternoon, reducing the risk of driver fatigue. Woods admits that's not always practical, however. In the hot summer months, livestock is often transported at night because it's cooler out, providing the animals with a more comfortable ride.

A lack of rest areas has also been identified as a problem. Long-haul livestock truckers complain they have nowhere to stop for rest when they are tired. Woods says some trucking companies have implemented a fatigue management program and have already been reducing their accident rates. Hogan Dedicated Services out of Missouri, for instance, hired a fatigue manager who works with drivers overnight, calling them sporadically to check up on them and training drivers on how to recognize signs of fatigue. Almost immediately, the company reduced its accident rate.

And then there's the whole issue of training drivers specifically on how to transport livestock before sending them down the road. The industry has developed a training program called the Transporter Quality Assurance (TQA) program and there's also a Certified Livestock Transporter (CLT) program available. Woods urges livestock trucking companies to get involved in the programs. For more information visit www.livestocktransport.ca or Woods' own site, www.livestock-handling.net. □

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Calling all livestock haulers

KANSAS CITY, Mo. – Livestock transporters will be gathering here on Feb. 13 to discuss key issues affecting the safe transportation of animals. The American Meat Institute and the Animal Transportation Association are jointly hosting the Livestock Transportation Conference, which will feature key US and Canadian speakers. Driver fatigue, emergency programs, loading density and ventilation are some of the topics up for discussion.

Livestock truck drivers, dispatchers and fleet managers are encouraged to attend. Organizers say the latest research on loading density and ventilation in trailers will be revealed, new trailer designs will be discussed, and international perspectives from Europe and Canada will be presented.

The one-day conference is being held at the Westin Crown Center in Kansas City, Mo. For more information, visit www.meatami.com and click the Events/Education link on the left side of the page. □

Trucking pioneer named to Order of Canada

GORE BAY, Ont. – Manitoulin Group founder Doug Smith can add yet another honour to his ever-growing list of accolades with his recently announced appointment to the Order of Canada. The Order of Canada is the highest honour which can be given to a Canadian citizen.

The trucking pioneer is among 61 new members who will be presented with the honour in 2008.

Smith was chosen, "For his contributions as a business leader, philanthropist and champion of economic and community development in Northern Ontario."

Smith is now entitled to add the prestigious "C.M." designation following his name.

Smith was also recently awarded the OTA-Trailmobile Service to the Industry Award at the Ontario Trucking Association's annual con-



HIGHEST ORDER: Doug Smith, founder of Manitoulin Group, was named to the Order of Canada. Here, he is pictured with wife Phyllis at the OTA convention.

vention in November.

OTA officials say the award is the highest honour bestowed on an Ontario trucking executive. It is pre-

sented each year to an individual who has made an outstanding contribution to the development and success of the trucking industry. □

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Don't forget, the tax man can also taketh away

Taylor warns CRA is conducting more meal audits, despite the increased meal tax allowances

■ Continued from page 1

March 19 and a separate entry area for meals post-March 19.

However, it does get more complicated when trying to determine which meals qualify for the 60% deduction limit if a driver is not operating long-haul exclusively.

"Just because a meal was purchased after March 19 doesn't mean it's automatically 60%," Taylor explains. You see, the meal tax deduction limit was only increased for long-haul drivers.

By Revenue Canada's definition, a long-haul truck driver must be away from home for 24 hours at a time, or longer.

If a driver is doing local runs and returns home at the end of his or her shift, meals purchased after March 19 still only qualify for a 50% deduction limit.

"That's where it's going to get pretty confusing."

Revenue Canada does its best to explain the changes on this year's TL-2 form.

Taylor urges all drivers and owner/operators to read the form carefully.

They should also read the section that addresses other changes for the 2007 tax year.

Those changes can also be viewed online by visiting Canada Revenue Agency's Web site at



TOUGH TO DIGEST?: Professional drivers should end up with a bigger return this year, but calculating which meals qualify for the higher limit could be confusing, especially if you are not always driving long-haul.

www.cra-arc.gc.ca.

Under the heading 'Individuals,' select '2007 Tax Package' and then your province for the latest updates.

Professional drivers may also want to consult a tax professional who's familiar with the business. Taylor warns that Revenue Canada is taking a closer look at meal

claims and the number of audits has skyrocketed in recent years.

"They've increased the rates, but they're also watching it more closely," Taylor says.

"There have been more audits on meals in the last two years than I've ever been aware of before. It's gotten a lot of attention from Revenue Canada."

Anecdotally, Taylor says readers of his monthly column in *Truck West* and his existing client base have been reporting an increasing number of meal audits. So it's more important than ever to have all your ducks lined up before filing, especially in light of the recent changes, he warns.

Using the simplified method of filing using your logbook remains the easiest way for do-it-yourselfers to file their own taxes.

But they must be organized, particularly if they run both local and long distance.

Taylor suggests reading up on the changes carefully.

"They should spend the time to educate themselves," he suggests. "If they think it's the same-old, same-old, it certainly is not. There are more questions on the TL-2 forms, specifically that employers are supposed to fill out. There are also a bunch of new tax deductions and tax credits available this year, and people want to make sure they don't miss any of them."

The extra money will undoubtedly be welcomed by qualifying drivers and owner/operators, but it gets better.

The meal tax deduction limit was increased to 65% beginning Jan. 1, 2008. So next year, drivers should enjoy an even greater return.

It's all part of the feds' pledge to return the meal tax deduction limit to 80% by 2011. □

@ARTICLECATEGORY:1604;3361;

The basics of business structures: Sole proprietorships and partnerships

It's not hard to establish a corporation in Canada, and more owner/operators are doing it because it separates their personal lives from their business. A corporation is a distinct legal entity. If it goes bankrupt, the owner/operator may be out of a job but he probably won't lose his house to cover the debts of the business.

But maintaining a corporation requires more paperwork, commitment, and expense than some people are willing or able to give. That's why the vast majority of small businesses in Canada start out as sole proprietorships or partnerships. They're quick, cheap, and easy to set up. I can go out tomorrow and be Scott Taylor's Lawn Care without any special effort or government registration whatsoever.

If you're serious about starting a company, you've probably looked into the tax, legal, and financial aspects of various types of business entities. Since most new small businesses opt for sole proprietorship or partnership, here are some general principles to keep in mind:

Sole proprietorships

A sole proprietorship is owned by one person operating as an individual ("Scott Taylor") or as a registered, unincorporated business ("Scott Taylor's Lawn Care"). As the owner, you're fully responsible for the profits, losses, expenses, and legal obligations of the business. You also assume any risk associated

Tax Talk

Scott Taylor



with it. To settle business debts or lawsuits, claims may be made against your personal assets.

For tax purposes, no business structure is simpler. You and your business are one entity. To file your income taxes, you submit an income statement (form T2124) showing your gross business income less expenses and add this net income figure to any other personal income or losses you have. Your federal and provincial taxes as well as your CPP are based on this amount.

The good news: If you have a business loss, you may be able to use it to offset income that you receive from other sources. Even GST/HST is easy for sole proprietors because registering is optional until you reach \$30,000 in sales. Typically, you should register immediately when you start the business.

Partnerships

In a partnership, two or more people carry on a common business and agree to own and operate that business together. We see this a lot in trucking because so many owner/operators work with family or friends.

Like a sole proprietorship, a partnership is easy to create. You don't have to file anything with the government until you hit that \$30,000 sales threshold and register for a GST/HST number. The business itself pays no income tax; instead, each individual partner is responsible for the tax on his or her share of the partnership's income or loss.

Legally, the ties that hold individual partners together are easily undone. If one partner walks away, the partnership is effectively dead. You'll have to start over and will have to re-register for a new GST number and perhaps get new bank accounts and re-sign any contracts.

What makes partnerships complicated are the personalities that can emerge when there's money at stake, especially the sharing of income.

Maybe you and your partners agree to pay one another based on your individual contributions to the business during the year. How do you decide what that amount should be? Who's to say whether each partner is pulling his weight? When times get tough, whose mortgage payment gets paid first? Even with written agreements, I can't tell you how many partnerships I've seen blow up over money, ripping families and friendships apart.

The most common partnership I see involves owner/operators and their spouse. They hope to pay less tax by splitting or sharing

the business income on their individual tax returns.

It's not a bad idea as long as you're consistent. If your spouse is listed as a 10% partner one year, he or she should be at that ownership percentage every year. You can't arbitrarily change the profit-splitting formula to suit your needs. In fact, Canada Revenue Agency can revise a partner's share of the income (or loss) of the partnership to an amount that it deems reasonable.

The bigger question is do you really want to expose your spouse to the liabilities of the business? Partners are personally liable for the company's debts and obligations, and for the actions of the other partners. A legal or financial burden created by one partner will be borne by all. With your spouse as your partner, your entire family's personal assets may be on the line.

If you're starting a business, sole proprietorships and partnerships can get you up and running fast. But ask your advisor about the pitfalls, like personal liability or conflicts with a partner. They may make incorporation worth the trouble. □

@ARTICLECATEGORY:3361;

— 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.tfs-group.com or call 800-461-5970.

IN BRIEF

Manitoba to fine companies that damage highway infrastructure

WINNIPEG, Man. – A proposed change to the Highway Traffic Act in Manitoba would penalize trucking companies that cause damage to highway infrastructure by colliding with bridges and structures.

Companies that cause road damage will be subject to fines of up to \$5,000 under the proposed bill.

“The proposed change is the first phase in our efforts to provide increased protection for our highway infrastructure and will result in significantly tougher penalties for vehicles damaging infrastructure,” said Transport Minister, Ron Lemieux.

“Drivers are not paying close enough attention to the size of their loads or whether the load is appropriate for the route being travelled.”

Currently, there is no specific offence under the Highway Traffic Act that addresses companies that damage infrastructure.

“We must send a strong message to prevent more accidents from happening but fines are only part of the solution and are not meant to recover the costs of damages to infrastructure,” said Lemieux. “Phase two of our plan involves enhancing our existing

ability to recover those costs as well as helping to prevent such collisions with more driver education and awareness, enhanced monitoring and proactive enforcement.”

Lemieux noted that route maps are available to the trucking industry from Manitoba Infrastructure and Transportation.

The maps include information such as clearance heights of bridges, underpasses and allowable truck weights.

Also, Manitoba Public Insurance recently announced it is spending \$5 million to improve truck driver training opportunities. □

B.C. port authorities now united

VANCOUVER, B.C. – The three port authorities in the B.C. Lower Mainland amalgamated to form the Vancouver Fraser Port Authority on Jan. 1. The consolidation includes the Fraser River, North Fraser and Vancouver port authorities. The feds have issued a “Certificate of Amalgamation,” paving the way for the merger.

The amalgamation falls under the federal government’s Asia-Pacific Gateway and Corridor Initiative.

“We are pleased to receive the confirmation of amalgamation that will allow us to complete the process to become one Canada Port Authority,” said Sarah Morgan-Silvester, Chair, Lower Mainland Port Amalgamation Transition Committee. “We look forward to maximizing our contribution to Lower Mainland communities, and regional and national economies.”

Proponents of the merger say the new port authority will be better positioned to coordinate port planning and develop new investment opportunities that will facilitate the circulation of goods to and from foreign markets.

“With a broader scope and more influence, the Vancouver Fraser Port Authority will be able to further enrich our community partnerships and better commit to improving our levels of customer service,” said Gordon Houston, Chair, Lower Mainland Port Amalgamation Steering Committee. The Vancouver Fraser Port Authority will operate from the three existing port offices located in New Westminster, Richmond and at Canada Place in Vancouver. □

Season two of ice road documentary put on ice

YELLOWKNIFE, N.W.T. – A popular TV documentary series on trucking on the Contwoyto ice road in the Northwest Territories will not be repeated, because the series made the job appear riskier than it is, according to a report by the CBC. *Ice Road Truckers* was shown last year on the History Channel. It showcased the lives of truck drivers who haul loads to the diamond mines along the ice road. The series

was viewed by more than 3.4 million viewers. Producers of the series wanted to shoot a follow-up, but the company that builds the winter road featured in the documentary says it wants no part of the sequel. According to a report by the CBC, producers sought permission to film a second season but were turned away by the mining companies responsible for building the road.

“It’s a TV series built around this

romantic notion of people making a dash for money and doing it at a very high risk,” Tom Hoefer, a spokesman with Diavik Diamond Mines, told the CBC. “It’s very far, far from the reality of how we operate the road, and so we just didn’t see any value in continuing that message.”

The History Channel is now reportedly looking at shooting the sequel on other ice roads. □

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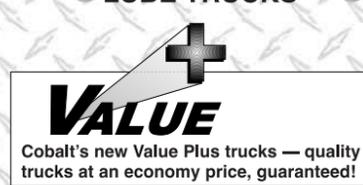
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Personal GPS, anyone?

TORONTO, Ont. – Today's GPS users owe a debt of gratitude to former president Ronald Reagan. After Korean Airlines flight 007 was shot down by the Soviets in 1983, he directed that the Global Navigation Satellite System be made available for civilian use as soon as it was completed.

Although a highly valued military tool, the technology has resisted the Pentagon's attempts to make it selectively available. During the Gulf War, members of the US forces were purchasing civilian GPS units because of a shortage of military-issue ones. It didn't make sense to restrict public access if their own soldiers were using the civilian models.

The system was originally developed by the US Department of Defense and is still managed by a wing of the US Air Force. It consists



of a network of at least 24 satellites sending microwave signals to the four corners of the earth (there are presently 31 satellites in the constellation spinning overhead).

Quite simply, there is no other navigational system like it in the world, although the Europeans are feverishly working on their own Galileo version, as are the Russians and Chinese. Since Reagan's edict, GPS has revolutionized navigation and has been an invaluable aid to map makers, surveyors, scientists and transportation providers world-

wide. Personal GPS units can also potentially save truckers hundreds of miles per year of bad directions.

This past Christmas the product passed the tipping point when an electronic device becomes widely popular and affordable, similar to the way cell phones made a breakthrough a few years ago.

During Boxing Week, I noticed ravaged showcases in electronics stores, and customers frantically buying the demos to get a hold of anything GPS.

The technology has come a long way in a few years. A typical receiver uses about four satellites to fix on its position and vector, but some high-end units are capable of receiving up to 20 visible satellites. If your machine comes with a SiRFstarIII chip, that's a good thing.

Nowadays, even cheap GPS sets are WAAS-enabled and incredibly accurate (WAAS is the technology that allows air traffic controllers to provide precision approaches, dis-

playing the altitude of an incoming airplane as well as its location and velocity). GPS is a lot of fun. Just about every model comes with good, up-to-date mapping software. Last week I tried out a friend's Nextar W3G and was impressed. It's the size of a deck of cards and is entirely portable. The display was nice and crisp and easy to read. It came with routing instructions, points of interest, nearest hospital, etc.

For me, this is all I would need. After pulling off the highway to get a coffee at the Tim's in Napanee (I hate those crowded rest stops on the 401 and avoid them if possible), the machine insisted verbally that I pull U-turns every 50 meters.

Maybe you don't need the biggest and best. In that case you can probably pick up a basic one for about \$200 plus. Garmin Nuvis are considered a good buy in this price range. Have a look at the C340 and C350 models. Receivers priced from \$400-600 come with lots of bells and whistles. The Tom Tom One XL has a nice big 4.3-inch screen but isn't Bluetooth-enabled.

The Magellan Maestro series falls into this category and supplies a voice command and control option for about \$500. Most of the others in this range are Bluetooth-friendly and this is a must if you're using a headset and want the convenience of routing your cell phone through the receiver. But if you want the ultimate, you can get those too.

The Garmin 7200 comes in at just under \$900 and has everything you'll ever need and more, including a video player and hook-up for a rear-view camera. Traffic incident reports are an option for some models but checking around it appears this is only available for the Toronto area when in Canada, and requires a subscription fee payment in most cases.

More truck drivers have laptops than GPS, and software can be purchased to make most Windows and Mac operating laptops GPS-active for around \$100. Microsoft's Streets and Trips converts to a personal GPS with the addition of a small antenna. The problem is getting a good mount for the laptop which can run into additional expense. And still it's not as good as having a small screen directly on or below the dash which you can consult with a flick of the eye. The primary target for these GPS devices is the automobile owner with some disposable income. No major manufacturer offers a heavy truck-specific GPS unit, except ALK Technologies which makes the CoPilot Truck GPS navigation system using its PC Miler truck routing.

It provides truck routings in Canada and the US for 53-foot, 80,000 lb trailers including dangerous goods routes, but so far is only available for laptops.

You can pick it up for \$300 with the receiver antenna and \$200 without. Commercial drivers, from taxi to heavy-haulers, love their GPS. With so many types available, from matchbox to television-size there's lots to choose from. One possibility is getting a cross use GPS that works on-road as well as in the bush. Other GPS systems can function directly off your cell phone. Maybe this is the time to consider going GPS. You will never be lost again. □

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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:

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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? IF YES, do you employ mechanics?.....

<input type="checkbox"/> YES	<input type="checkbox"/> NO
<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
j) <input type="checkbox"/> Retail
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k) <input type="checkbox"/> Logging / Lumber
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PROFILE

Johnny Five fights back

Trucker refuses to be parked by Lou Gehrig Disease

By Harry Rudolfs

ORANGEVILLE, Ont. – John Van Lubeek is fighting a monster of a disease – and he’s winning. Amyotrophic Lateral Sclerosis (ALS), also known as Lou Gehrig Disease, is a progressively degenerative disorder that affects control of voluntary movements. It disables the neurons relaying signals from the brain to the muscles, and strikes six out of 100,000 people. “How come my luck doesn’t work like that in a lottery?” quips the 51-year-old driver on the phone from his home in Orangeville, Ont.

The condition is often difficult to diagnose. Van Lubeek was undergoing therapy for a back ailment when his physiotherapist alerted his doctor to the fact that something was wrong.

“They figure I’ve had it for about two years,” he says. “I, myself, noticed the speech problem first – slurring my words although no-one else noticed it. I also found it difficult to separate sheets of paper, and a little thing like threading a nut onto a bolt became a hard thing to do.”

Known around the yard as ‘Johnny Five’ (his shunt call number for over a decade), Van Lubeek has been driving for Purolator Courier for over 20 years, beginning his career as a step-van driver at the Morse Street terminal in downtown Toronto.

He then drove five-tonnes for a couple of years and switched tractor-trailers soon after, specializing in yard shunting as the courier giant was growing its operations and opening new facilities in the west end of the city.

Despite the diagnosis, Van Lubeek is still doing the job he loves. These days he’s working the mid-night shift out of the company’s Metro West hub on Kipling Ave., shuttling trailers between depots



SURVIVOR: John Van Lubeek has managed to keep trucking, despite being afflicted with ALS, a degenerative muscular disorder. *Photo by Harry Rudolfs*

around the GTA. Management has been compassionate and understanding, supplying him with a dedicated International ProStar with an automated 10-speed Eaton Fuller that he praises highly.

“I’m fine to drive and all my senses are there,” says Van Lubeek. “The only thing I have wrong is my one arm is weaker than the other and I’m left-handed anyway. So driving the automatic makes it no problem to shift gears.”

To be absolutely clear, Johnny Five has the green light to drive commercially as certified by his doctor and specialists. I got behind him in the line-up leaving the Ontario hub the other night, and he steered straight as an arrow down Hwy. 427. Van Lubeek has excellent driving skills, as anyone in the yard will attest.

“I’m in the top 10% that seems to take longer to be totally disabled.” He’s also taking Riluzole,

a drug that seems to effectively slow the progression of the disease.

Those affected usually remain clear and cognizant, often with no loss of sensory ability, while the voluntary muscles get less and less work and eventually atrophy. But regular exercise can strengthen those muscles not affected and reduce spasticity.

The best therapy might be to keep moving, using low impact workouts like stationary cycling – or shuttling trailers. The disease is completely non-contagious. To date there is no cure available, nor is there any way to prevent getting ALS.

For the most part, science is in the dark about the cause, and only 10% of the cases seem to have some hereditary component.

Well-known sufferers of ALS, besides baseball great Lou Gehrig, include the late Charlie Mingus, virtuoso bass jazz artist, and scientist Stephen Hawking, arguably the

smartest man in the world.

Van Lubeek attends Canada’s top ALS clinic at Sunnybrook Hospital in Toronto every three months. “They’re amazing people,” he says. “They make you feel like there’s hope.”

He lives with his wife and three daughters, aged 14, 16, and 20 in an Orangeville townhouse.

“Have you ever tried to stay home with four women in the house?” he jokes. “Seriously, I love driving. And the truth is that disability doesn’t pay all that much.”

In fact, he hasn’t missed one day of duty since his diagnosis.

He even works some overtime when Purolator is stuck for drivers. “Let me tell you something, when I work overtime the company is getting its money’s worth,” he says.

Johnny Five admits to getting depressed on occasion. “Everybody gets depressed at times,” he says.

“I can’t say I don’t get depressed, but apparently many people who get this thing just crawl in their house and think it’s over. In this world there are too many people who just give up. I’d like to be an example to give people some incentive to go on.”

No one knows what our purpose is on this planet, but I caught a glimmer of it talking to Van Lubeek.

Simply put, our function is to be the best people we can possibly be, living up to our potential. And there is some measure of redemption available to us truckers, especially if we can bring a fraction of the character and dedication to the trade as does Johnny Five. In an interesting footnote, he was cited for bravery in 1994 when he rescued an elderly man from a burning car in a Scarborough parking lot, just seconds before it exploded.

Johnny Five, himself, supplies the best reason for keeping on trucking. Although he insists his daughters are too young to be partnered, and he wants them to see the world before settling down, “I really want to be around to see my grandkids,” he says. □

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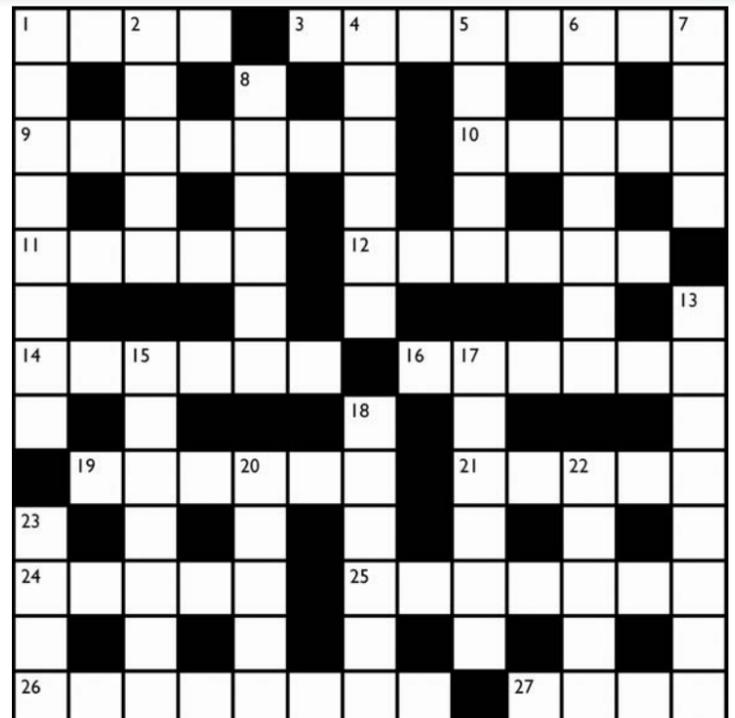
THIS MONTH'S CROSSWORD PUZZLE

Across

1. Driving compartments
3. Kojak-with-a-Kodak's weapon (5,3)
9. Dramatic tire failure
10. Farmers' garages
11. Cop fuel, allegedly
12. Pneumatic-suspension item (3,3)
14. Item between driveshaft & differential (1,5)
16. Last word in car's right-side-mirror message
19. Tractors' exhaust pipes
21. Uni, bi & tri suffix
24. Word on Hawaii's license plates
25. See "Heart of Dixie" plates here
26. The LT in LTL (4,4)
27. Suspension component, sometimes

Down

1. Filled to the max (5,3)
2. UPS-truck colour
4. US passenger-railroad system
5. It's between red and green
6. Malodorous municipal-truck material
7. Trailer's front
8. Bean Town
13. Well-known trailer brand
15. Items that bump up truck's base price
17. Parent company of Kenworth & Peterbilt
18. ON city with GM plant
20. Use Georgia overdrive
22. Harley shipping container
23. Carry cargo



Answers on page 27

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PROFILE

Rosenau Transport celebrates 50 years in business

EDMONTON, Alta. – When buzzwords like merger, downsize, profitability, and even buzzword, rule the business culture; the Rosenau family has focused on keeping things simple by putting family and customers first.

This particular year marked a special milestone for Rosenau Transport, as the family-owned and operated carrier celebrated its 50th anniversary. Celebrating the company's golden anniversary is a testament to the hard work and dedication of the Rosenau family. Fifty years in the making, Rosenau Transport began in the kitchen of Gus and Colleen Rosenau, in a southeast Calgary neighbourhood.

Colleen has passed away, but all of her and Gus's seven children played an integral role in building a respected Alberta-based carrier, which all began on the back of a fondly re-



A FAMILY AFFAIR: (L-R) Tim, Lyle, Carl, Rod, Val and Gus all played a part in growing Rosenau into a successful family-run trucking company.

membered 1953 Ford half-tonne truck in 1957.

"I was working for a dental supply

company and found out I was going to get laid off. I knew the fellow who delivered there and he knew I was

going to get laid off, so he made me a deal to buy one of his two trucks," explained Gus. "It was a piece of junk of a half-tonne, a 1953 Ford."

With that initial purchase, Gus steered his way into the trucking industry. For the first few months, Gus worked alongside the gentleman who sold him his first truck, but it was not long before Gus struck out on his own. The two men decided to split the delivery business in half and head in different directions.

Gus worked for three different dental suppliers, hauling goods around the City of Calgary.

"It was about three years of that and then one of my suppliers said they had offices in Edmonton and they wanted me to do their delivering up there, so I bought another half-tonne and started in Edmonton," Gus told *Truck West*.

As business progressed, Gus found his operation delivering more and more goods to the bus depots in Edmonton and Calgary for delivery between the two cities, which was a service Gus figured he could also provide.

So Gus purchased more half-tonne trucks and began offering delivery service between Alberta's two largest cities. As business grew, so did the trucks Gus put on the highway.

"When it got too big for the half-tonnes, we got bigger with tonne-and-a-half trucks," recalled Gus. "After it got too big for those, we got



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three-tonne trucks; and finally when it got too big for them, we started running trailers.”

By the late 1960s and early 1970s, Gus began expanding into other areas of the province. Rosenau Transport set up a terminal temporarily in Grande Prairie and permanently in Lethbridge and Medicine Hat.

“I expanded just in Alberta because I found enough work here in Alberta,” noted Gus. “I had my ups and downs, but it was mostly ups. There were a couple of years that were bad, ’66 and ’67. I just bought too many trucks and didn’t have enough business.”

Gus and Rosenau Transport found enough work in Alberta to build an enterprise and legacy to pass on to his seven children.

“I put 40 years of work into this company and everything went to the expansion of the company,” said Gus.

“He officially retired the year the GST came out because he didn’t want to do any extra calculations,” noted Val, Gus’s only daughter.

Val is now retired from the company but worked within the organization from an early age, learning the business from her mother and prior to retiring, served as office manager – or internal resources.

“She trained me when I was growing up and when she became older, I was training her,” added Val. “It was all computerized, but you had to double check everything and file it away, but today it’s pretty much all taken care of by the computer.”

All of the children grew up in the trucking family business and despite the resistance of some to enter the family business they all came around eventually.

“I took them all into the business and some of them didn’t like it and did other things for a couple of years, but then came back ’cause it’s not really so bad working for the old man,” Gus said with a chuckle.

It’s nearly impossible for family members to get along all the time. When the complexity of running a trucking operation is mixed into the family environment, there is a greater potential for friction among family members.

Throughout the years however, the Rosenau clan was able to avoid family conflict and band together to grow the family business.

Much of the credit to maintaining a smooth running family operation falls to the leadership of Gus and Colleen.

“Dad would keep us working and Mom would keep us all together,” explained Tim, manager of the Saskatoon terminal. “I used to come home all fired up about something and my Mom used to remind me that when I go to work they’re my bosses, but at home they’re my brothers.”

The strong work ethic instilled by the patriarch of the family was a valuable lesson in ensuring quality work and complete work was the most important aspect of the operation.

“It’s a challenge, but the bottom line is the work has to get done,” explained Lyle, who is now retired, but was most recently the terminal manager in Lethbridge. “With all respect to my brothers, we all have a differ-



PROUD HISTORY: Gus Rosenau looks back on the company’s humble beginnings, operating half-tonnes at first and then growing as demand for the company’s services increased.

ent view of the best way to do something, but in the end the bottom line is it all just has to get done.”

Keeping focused on getting the job done was an important aspect of being able to put any differences aside.

“We’re not grudge carriers, so we are able to put any differences aside and have a good time,” said Val. “We were able to keep the two separated and come back in the next day with a fresh start.”

Part of the reason the Rosenau family is able to work together is years of practice.

From Rosenau Transport’s humble beginnings the family has always worked closely together in close quarters.

“When we started it was out of our garage on Cottonwood Crescent and there were always trucks in the yard,” remembered Rod, traffic manager for Rosenau Transport.

Trucks were a common sight at the family’s house and the carrier’s head office was located in the family’s kitchen.

“Being the oldest, I can remember back when my dad had just two or three trucks and my mom ran the office from our kitchen,” noted Lyle. “She had one of these two (Rod and Tim) on her lap, feeding them and was answering the phone. She ran the office right out of our kitchen, took orders and did dispatch.”

With the office being run out of the Rosenau home, visitors were common in the house.

“I’d wake up and there would be some guy sleeping on our couch, and I would say, ‘Who are you?’ and he’d say, ‘Well I’m John from Edmonton and they told me to come to this address and get some rest for a load,’” said Rod.

Even when employees weren’t on the clock they were always welcome in the Rosenau house.

“Back in the old days they were part of our family. We would have a barbecue and the entire staff would be in our backyard, cause they were just a part of our family,” said Val.

“The pot of potatoes was always big because you never knew who was stopping by. All the kids in the neighbourhood used to always come by our house ’cause there was always something going on and it was a source of entertainment for everyone.”

The close-knit environment developed in the home was ingrained into how Rosenau Transport conducted business.

“We’re big enough to serve you and small enough to care about you,” said Rod. “Anyone can call and get an answer whenever they have a question.”

“Like Dad always said, ‘If you don’t look after your customers, someone else will,’” added Lyle.

Gus’s children were able to take care of their customers and their employees because of the training Gus provided. He did not give his children any shortcuts and each one of them learned the family business from the ground up. From maintenance to driving to the office operation, Gus treated his children like the rest of the employees and the employees just like family.

Gus’s son Carl is the current president of Rosenau Transport, while son Willie is terminal manager in Medicine Hat and Len is safety supervisor.

The third generation of Rosenaus entered the family business in the mid-1990s and the family is eager to continue the family tradition.

“We’re the largest Alberta-based LTL privately-owned carrier,” said Carl. “With the takeovers happening nowadays we try and stay one step ahead. It’s been family-owned for two generations and we dream of having two more; with the help of our staff we can see that dream come true.”

Even while mixing business and family, the Rosenaus managed to find time in their personal lives for themselves.

“We had outside activities from the business and plenty of time to enjoy ourselves,” explained Lyle. “Our Dad coached Carl and my-

self, and took time away to take us to tournaments when we were younger, so he took time away as well. We all had lots of time to enjoy ourselves by playing hockey or softball, and give back to the communities.”

Since the early years, giving back to the community has been an important aspect of the Rosenau Transport culture.

The carrier supports a number of causes and gives large support to cystic fibrosis, STARS Air Ambulance, and the Heart and Stroke Foundation.

“We’re a family that believes in giving back to the community and being present as a corporate citizen,” added Lyle. “You could make a list of 35 to 40 things we do.”

During the past five decades, perhaps one of Rosenau Transport’s biggest accomplishments was maintaining its family-owned and operated roots.

“When you have a family business, you’re usually dealing with two siblings; but with us there’s seven and if you count Mom and Dad, that’s nine,” said Lyle. “It’s pretty unique that there’s seven of us and everybody is putting in. That’s the reward, the fact that we’ve all taken part and kept this business going. The fact that our family pulled together and have been successful is an honour.”

The humble beginnings are still present in the company today, as no one person will take credit for the company’s success. The credit is spread out across the entire family – the company family.

“We’re proud of our employees who have helped us over the 50 years because without them we couldn’t have gotten this far,” said Carl. “It’s getting tougher with all the new regulations, but it’s a challenge and we’ll make it.”

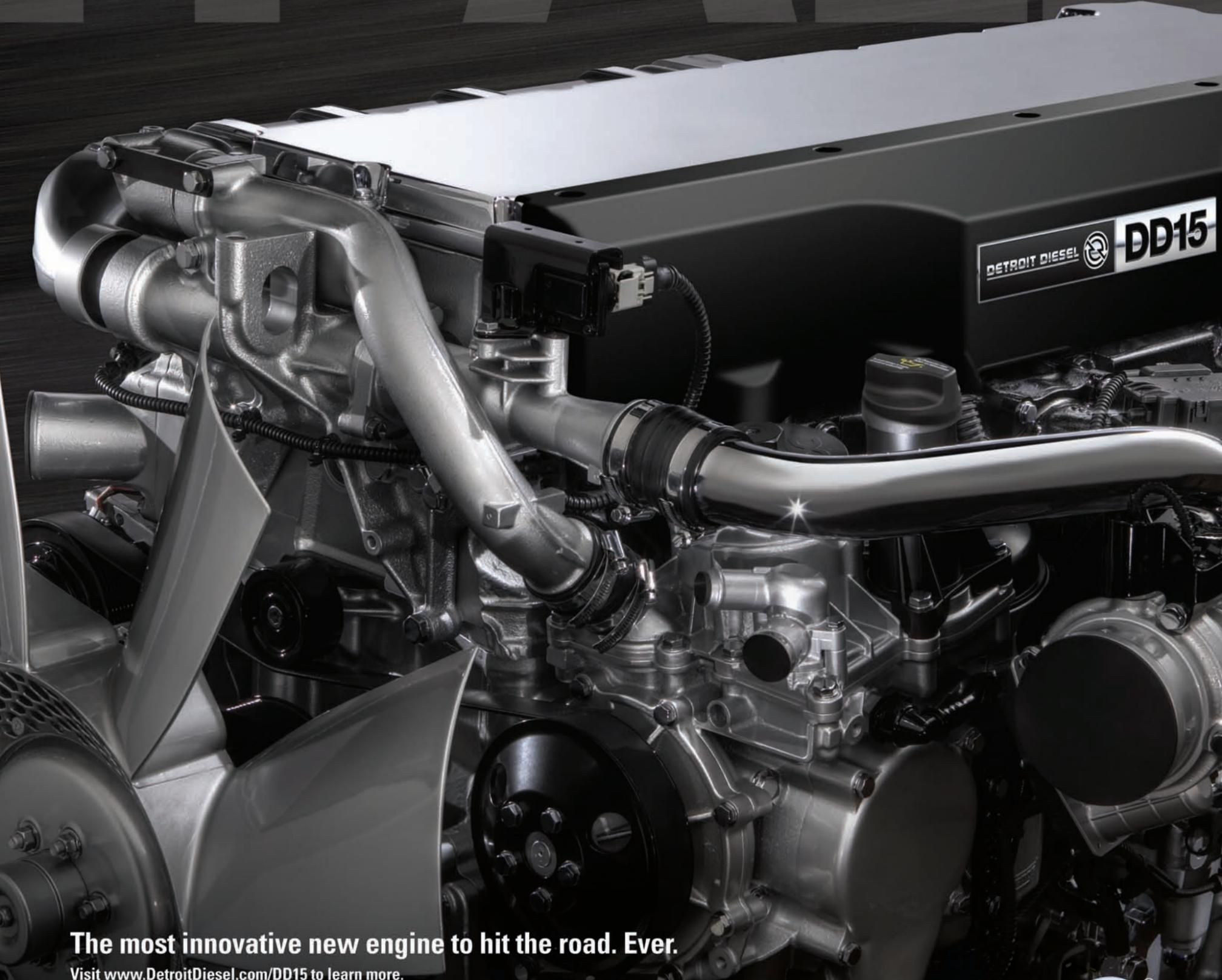
The numbers certainly support that claim. Today, the company serves more than 400 communities each day from 15 terminals in Western Canada. □

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We must protect our traditions, in both trucking and in life

Everything we do is about tradition but traditions are slowly disappearing from our way of life. All of our lives are made up with small and large traditions which are important to us as individuals and to our families.

It seems like today whatever we believe in is always being challenged or we are being told we can't do it.

The most recent comment I heard lately was our school kids were not being allowed to say "Merry Christmas" at Christmas time and now they have to say "Happy Festive Season."

Whatever happened to freedom of speech or being encouraged to say what's on your mind?

What about the old tradition of our fathers teaching their sons how to drive their first vehicle or a tractor-trailer?

It won't be long now before that isn't allowed anymore.

My name is David Brown and I am one of you.

I was a truck driver, driver-trainer, safety and compliance guy and a former police-

man who tried to do his best for the community and our families.

I needed a new challenge and I am now a recruiter for a large carrier in Mississauga and I have been given a great opportunity to write for the readers of *Truck West*.

I am proud and honoured to speak to you as a person who can relate to your concerns and thoughts for this industry.

I am going to try my best to touch everyone who reads this magazine and to make you feel as brothers and sisters in arms because that is who we are.

This is my first article so whether you like it or not please let *Truck West* hear about it and speak your mind. For starters, I want to address an issue called "tradition."

I can remember as a kid at Christmas time waking up and finding out that Santa Claus had eaten the cookies I had left him. This was tradition in my family back then and so it remained when my kids were waiting for Santa on Christmas Eve.

This was a family tradition. It won't be long before we can't leave cookies out because it offends someone.

I think we are losing perspective on what is and is not important.

As truck drivers, we have one of the largest fraternities in Canada, and we all seem to fight with each other and push against the system when we should be embracing it.

How many young people today know why we remember November 11?

It is scary how many don't.

The Simple Truth

David Brown



We need not look for fault, blame or pointing the finger, we need to make changes, now before it is too late.

It seems as though not so long ago the transport driver was the first vehicle to pull over to offer assistance at an accident scene. What happened to that camaraderie between truckers?

Is it gone?

It seems like those traditions and some "Thank-yous" have come and gone.

What happened? How can we get this back?

Why are we in such a rush that we don't think of it? Why do we

think we are going to get there any faster?

Why don't we care any more than or as much as we use to? I see the lack of

caring every time I interview new drivers.

They act like I owe them a job, a life, a living.

No I don't.

They owe themselves a world of their own opportunity which is out there available to all of them. Slow down and look.

Don't be in a rush; there are only 24 hours in a day, seven days in a week and 365 days in a year.

I talk about tradition because it has so many answers to the concerns we have in trucking.

We look at everything in trucking starting with the driver shortage, our concerns at the bridge, FAST, ACE and everything else as it still comes back to tradition.

We need to change what once was.

As a former police officer I can tell you that I couldn't wait for a trucker to pull over and help me at a serious crash site. They made my job easier.

Think about it.

Many of them are now too busy driving by, splashing up snow and slush on our windshield, instead of helping.

What happened to the old trucker traditions?

Let us get some of the trucker traditions back before it's too late. □

@ARTICLECATEGORY:862;

– David Brown is the recruiting manager for The Rosedale Group. He is also the president of Carriers Coach Solutions helping new drivers make their way into the industry. You can reach him at www.rosedale.ca or www.carrierscoach.com.




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Boost audit scores by taking credit for your work

It's easy to understand why those who run professional fleets still shudder when they hear about a pending facility audit. All too often, the dreams of "excellent" grades are replaced by the reality of "satisfactory" marks.

The difference in the scores can be linked to your understanding of the audit process and an idea of the details that auditors want to see.

Why would your fleet be targeted by auditors? Each carrier has a carrier profile, which tracks events such as collisions, convictions and failed roadside inspections that occur anywhere in Canada. A facility audit is typically triggered as a carrier's profile deteriorates. In Ontario, a high priority is given to carriers that have already faced a 'First Intervention,' which is typically a warning letter.

Facility audits can also be triggered by factors such as a disgruntled employee who files a complaint about your company procedures, a climbing Out-of-Service rate, or a high-profile collision that involves a fatality.

Regardless of the reason for such a visit, the final results of an audit will be reflected in your home province carrier profile. Either way, it will have an impact on your company's reputation.

In Ontario, half of the points available in an audit are linked to vehicle profiles, which involve the records that pertain to equipment

Ask the Experts

Dennis DuBois



maintenance, while the other half are linked to driver profiles, which are dominated by logbook entries and related records.

Fleets also have the option of including an audit of safety programs and training profiles, which can account for 10% of the final score.

In these cases, the remaining 90% of the points are split between vehicle and driver profiles.

Fleets often lose these all-important points because they fail to take credit for the work they do. Training is conducted but not documented; mechanics repair minor defects but fail to complete the related paperwork; drivers are disciplined for logbook violations, but there are no documents to prove that warnings were issued.

A smooth audit process comes down to the quality of such paperwork.

Driver trip inspection reports will be called into question if they fail to identify a single defect for months at a time.

And your company's attention to detail will be questioned if a mechanic skips a comprehensive PM checklist and simply scrawls "full

service" across the page.

Periodic Vehicle Maintenance Inspections (PMVI) also need to be conducted on a schedule that matches your company's written Periodic Vehicle Maintenance Statement – even if that statement is stricter than the schedules required by equipment manufacturers. Auditors, meanwhile, want to see a record of such inspections that have occurred over the previous two years, complete with the dates and odometer readings associated with each visit to the shop.

The audit of a driver profile tends to focus on the paperwork that surrounds hours-of-service requirements. Log sheets are cross-checked with records such as toll and fuel receipts, and then compared to the rules for different duty cycles. (Don't be surprised if an auditor questions a coffee stain or cigarette burn that conveniently obscures a time stamp).

The paperwork is also scrutinized to ensure that drivers have recorded dates, locations for duty status, on-duty time, and the names of co-drivers.

Companies that choose to include safety programs and training profiles in their audit scores need to provide files that reflect any convictions that have occurred since a driver was hired, details about individual road tests, and proof of training that involves hours-of-service and trip

inspections.

Driver files will also need to reflect any required training for transporting dangerous goods, securing loads, adjusting air brakes, or removing and repairing wheels or rims. Details of issued safety bonuses should also be in place.

Drivers need to report every collision, and operators must also provide proof of the actions taken in its wake. The latter proof can include the findings of a safety review committee or police report, along with details about the driver's remedial training.

If any of that paperwork is missing, it might be better to limit the audit to a focus on driver and vehicle profiles.

After all, the quality of the paper trail will mean the difference between a satisfactory and an excellent audit experience. □

@ARTICLECATEGORY:3361;

– Dennis DuBois is a senior advisor in Markel's Safety and Training Services Department. Prior to joining Markel in 1995, he had served as a district safety manager for a large truck rental firm, and as an independent safety consultant. Send your questions, feedback and comments about this column to letstalk@markel.ca. Markel is the country's largest trucking insurer providing more than 50 years of continuous service to the transportation industry.

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Owner Operator? Manufacturer: _____ Year/Model: _____ Engine Type/Size: _____
Do you own a Trailer? Yes No If yes, which type: _____
Preferred driving region: Canada U.S.A. Both

Preferred Trailer Type: (Check all that apply) <input type="checkbox"/> Flatbeds <input type="checkbox"/> Heavy Hauling/Specialized <input type="checkbox"/> Moving Vans <input type="checkbox"/> Tankers <input type="checkbox"/> Straight Trucks <input type="checkbox"/> Super B <input type="checkbox"/> Reefers <input type="checkbox"/> Vans <input type="checkbox"/> Other _____	Trailer Type Experience: (Check all that apply) <input type="checkbox"/> Flatbeds <input type="checkbox"/> Heavy Hauling/Specialized <input type="checkbox"/> Moving Vans <input type="checkbox"/> Tankers <input type="checkbox"/> Straight Trucks <input type="checkbox"/> Super B <input type="checkbox"/> Reefers <input type="checkbox"/> Vans <input type="checkbox"/> Other _____
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 Do you have a Commercial License? Yes No
 License Number: _____ Expiry Date: _____ Province/State Issued: _____ License Type: _____
 Has your license ever been suspended? Yes No
 Number of accidents in last 3 years: _____ Personally responsible for: _____ Not personally responsible for: _____
 Total Truck Driving Experience: _____/yrs
Last Employer:
 Name: _____ Company City: _____ Province/State: _____
 Phone #: _____ Start/End Date: _____
 Job Description: _____ Reason for leaving: _____
2nd Last Employer:
 Name: _____ Company City: _____ Province/State: _____
 Phone #: _____ Start/End Date: _____
 Job Description: _____ Reason for leaving: _____

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Do you know where your trailers are?

Why untethered trailer tracking is increasingly popular. There's a lot more to it than theft prevention.

By James Menzies

SURREY, B.C. – Take a look around almost any major trucking yard and you'll see them there. Abandoned and neglected, these long-forgotten trailers sit perched on tired landing gear.

These trailers are costing their owners money, and it's usually because they've simply slipped through the cracks.

Advancements in battery technology and improved affordability are making untethered trailer tracking (UTT) systems a more appealing option for fleets.

While the obvious reason for implementing a trailer tracking system is to prevent theft, the real payback is achieved through improved asset utilization.

The US Federal Motor Carrier Safety Administration (FMCSA) recently released the results of a pilot project on UTT systems. Two major American fleets were involved in the project – Celadon and Landstar. In a post 9/11 world, the FMCSA's interest in the subject was obvious.

"There are three times as many trailers as tractors and there are many empty trailers sitting unwatched and they can be subject to theft and potential terrorism," Amy Houser, and engineer with the FMCSA said during a recent Webinar.

Following the September 11 terrorist attacks, the FMCSA became aware that there were trailer tracking technologies available that weren't widely used. This piqued the agency's interest in light of the heightened threat of terrorism and escalating concerns about cargo theft – a \$50 billion a year problem in the US.

The FMCSA launched its pilot project to explore not only how UTT systems can improve security, but also how they can improve fleet efficiencies.

"In a hot economy, which certainly isn't the case right now, we're looking for more capacity and we can't find our trailers," pointed out Dan Murray, vice-president of research with the American Transportation Research Institute, a partner in the pilot program. "Sometimes they're left in the lot and sometimes our shipper customers are using them for just-in-time inventory storage. At \$20,000-\$40,000 per trailer, we can't afford to

have these assets lying low."

Mike Gabbei of Celadon said the company owns 8,100 trailers – 350 based in Canada. His fleet established five objectives when taking part in the project: determine trailer idle-time; decrease the cost of fuel consumed while chasing trailers around; avoid connecting to the wrong trailers and wasting driver productivity; improve its ability to bill customers for trailer detention; and improve cargo security.

Celadon equipped 3,000 trailers with Qualcomm's T2 UTT solution, which was integrated into the carrier's operational system. When data in Celadon's operational software did not match the information transmitted by the trailer tracking system, an exception report was filed.

"We improved the data quality in our system from order entry right through to the collection of the invoice," Gabbei explained. "We can provide customers with accurate, up-to-date information and by knowing where our trailers are, we are eliminating wasted fuel and improving driver and tractor productivity."

Allen Hoffer reported similar success on behalf of Landstar, which installed 8,500 SkyBitz units on its van trailer fleet. Hoffer said Landstar increased its revenue-per-trailer and loads-per-trailer due to improved equipment utilization.

A unexpected benefit was that Landstar also improved its owner/operator retention rate, "based on the fact we weren't sending them out to chase trailers that weren't there. We would send them to a trailer and get them out on the road, which increased their profitability."

If not for its use of UTT, Hoffer said Landstar would have spent \$35 million to acquire new trailers to haul the same amount of freight it was able to deliver by improving its utilization of its existing trailer fleet.

The company now is looking at equipping its specialized trailer fleet with the technology.

With all the benefits achieved through the more efficient use of equipment, it's be easy to forget what UTT systems were first designed for: preventing cargo theft.

Hoffer said Landstar reported about 300 lost or stolen trailers in 2002. In 2007, with its UTT program in place, that number dropped to 30

– a 90% reduction. Hoffer did concede that a 100% theft reduction is not a realistic target, even with an untethered trailer tracking system.

"There's a number of reasons why," he explained. "A trailer could be moved inside a metal building which would cause a disruption in reporting. And also, it could be a person who is familiar with Landstar and familiar with the systems, so they may be able to locate the system and disable it."

UTT systems are also gaining acceptance here in Canada. Brad Aitken, director of business development with TransCore's GlobalWave, says improvements in battery life and cost reductions have made the systems more attractive.

"We've been selling these systems for 10 years but in the last year or so, we've really seen an up-tick in the business," he told *Truck West*. He noted batteries now can last five years or more. As recently as a few years ago, batteries tended to die after two or three years of use.

Surprisingly, it's small- and medium-sized fleets that are the earliest adopters, he said, generally those that don't have an in-cab tracking system in place and want a more cost-effective way to track their equipment.

Jamie Williams, president of PeopleNet Canada, which partners with AirIQ and SkyBitz to offer UTT solutions, confirmed "there's an awful lot of interest in Canada."

He added the main motivator for Canadian fleets is the ability to reduce their operating costs.

"The technology is giving them a better view of their assets at all times. If they have unused assets in their yards and at customer sites, it's just a cost. They're trying to drive out as many inefficiencies as possible and one is unused assets that aren't moving and aren't making them any money."

Coastal Pacific Xpress of Surrey, B.C. had two purposes for adopting an untethered trailer tracking system.

"One is that we're self-insured," IT manager Clint Hall told *Truck West*. "And even more importantly, a lot of our trailers do sit in yards and we're interlined so we have a lot of carriers touching our equipment."

Using geofencing (the ability to map out an area and send an excep-

tion report when a trailer leaves that area), CPX established a number of landmarks.

"When a trailer is within that landmark for a certain amount of time, it sends a message saying 'I'm here,'" Hall explained. CPX has been using untethered trailer tracking for more than a year. While Hall admitted it's difficult to calculate an exact return-on-investment, he said the company is well past the evaluation stage and is confident it is benefiting from the use of the technology.

Similarly, Berry & Smith Trucking out of Penticton, B.C. has been rolling out a UTT program in its fleet. When contacted by *Truck West*, controller and IT manager Dorothy Vankoughnett, relayed the story of a trailer that was inadvertently hooked up and hauled off by a driver from another carrier.

Using its UTT system, Berry & Smith was able to locate the trailer in the other fleet's yard – and was able to bill the company for the use of the trailer to boot.

"Had we not had the tracking, we wouldn't have known where it was," Vankoughnett said. "In the past, it has taken us a couple of weeks to find one of our trailers."

The company has recently placed an order to equip the remainder of its van trailer fleet with the systems.

Establishing a payback on UTT systems isn't easy, since there are many intangibles at play. How, for instance, can you measure the cost of the trailer thefts that didn't happen because the system was in place?

TransCore's Aitken said most fleets achieve a payback simply from downsizing their trailer fleet.

"We have one fleet that held off buying five new trailers in 2008," he said. "One of our large customers in the US held off buying 400 new trailers. They're able to get more done with less equipment."

For companies interested in implementing a UTT program, there's no shortage of options. Popular providers include: SkyBitz; GE Trailer Fleet Services; TransCore; Shaw Tracking; GeoLogic Solutions; AirIQ; and Qualcomm, to name a few. Fleet managers should do their homework, since there are many variables to consider, including: battery life expectancy; size (can it be mounted covertly?); response time; and cost. □



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Fleets test anti-idling devices

Carriers report varying levels of success

By James Menzies

ORLANDO, Fla. – Anti-idling equipment received mixed reviews during a recent panel discussion at the American Trucking Associations annual management conference. Several fleets that have extensively tested anti-idling equipment were on-hand to share their experiences, and while not all fleets enjoyed successful test programs, most still endorsed the use of idle-free cab comfort systems.

Frank Molodecki, vice-president of operations with Montana-based Diversified Transfer and Storage, began testing Auxiliary Power Units (APUs) in 2004. The company's reefer fleet features mostly condo-style sleepers. The company set out to test the effectiveness of APUs in reducing idle-time and improving the quality of life for its drivers.

Unfortunately, Molodecki said his company's APUs were plagued with technical snafus. Only three of 22 APUs involved in the test performed as advertised, with the remainder experiencing substantial downtime. When all was said and done, the test fleet experienced a mere 4/100th of a mpg fuel mileage improvement as a result of the technical problems the APUs experienced. Based on that, Molodecki

said the APUs tested would require 15 years to deliver a payback. Downtime on some APUs ranged from one week to a month, thanks largely to parts supply issues.

But despite the bad luck with the equipment, Molodecki remained a believer in the technology. Of the three APUs that worked properly, a 0.5 mpg fuel mileage improvement was realized which resulted in a more favourable 16-month payback. The company saved US\$6,861 on the three units with properly functioning APUs, it reduced its idle time by 40.6% and extended preventive maintenance intervals by four months as a result of the reduction in idling.

"They key becomes the unit that you're purchasing," warned Molodecki. "Know your dealer network. When a unit goes down, the truck can be out for four to five weeks with no network to support you."

Having found a brand that proved reliable through the test period, Diversified Transfer and Storage is now proceeding with its plan to roll out APUs across its fleet.

"We are proceeding forward with one brand," Molodecki told delegates at the ATA conference. He added that because of the fail-

ures the fleet encountered, the overall test results "paint a very unfair view of the APU industry as a whole."

Molodecki advised fleets to maximize APU performance by specifying premium insulation packages on tractors and to be cognizant of heating and cooling capacity requirements.

Joe Monteleone, vice-president of maintenance with National Freight Inc., experienced similar results during his fleet's APU test program.

"We've had some issues but at the end of that, it has still been worth it," he told delegates. "I think APUs are something everyone should seriously look at."

National Freight Inc. has about 300 APUs in its fleet and Monteleone said the company has realized a 5% fuel savings as a result. It has reduced its idle-time from 45% to 23% on trucks equipped with APUs as well as lowering maintenance costs.

Monteleone said the fleet has achieved a payback period of four years on its APUs, but added "We think it should be less – we think it should be two to three years."

Monteleone said the key to the company's success with APUs has been to train its drivers and educate them on the benefits of the technology. "The learning curve with new drivers has affected our savings potential," he said. "They may be a little leery of using the APU."

Both Diversified and National Freight have found that APUs have had a significant impact on resale value. Molodecki said the trade-in value on trucks with APUs is about US\$2,500 higher than trucks without the units. Monteleone said his company has seen the resale value of its APU-equipped trucks surge by at least US\$1,750.

"The removal of the APU before resale reduces the resale value," noted Molodecki, adding the removal of an APU may also result in

unsightly ventilation holes.

Schneider National was also represented on the panel. Steve Duley, vice-president of purchasing, countered the recommendations of the previous speakers by saying "The biggest reason fleets idle is because it's the lowest cost solution."

Duley said Schneider has yet to discover a heating and cooling anti-idling solution that delivers a return-on-investment.

"We can't get a payback on anything that provides heating and cooling," he said, blaming his fleet's already low idle-time of just over 25%. He said the company finds it gets best results through an incentive program that rewards drivers for voluntarily reducing their idling.

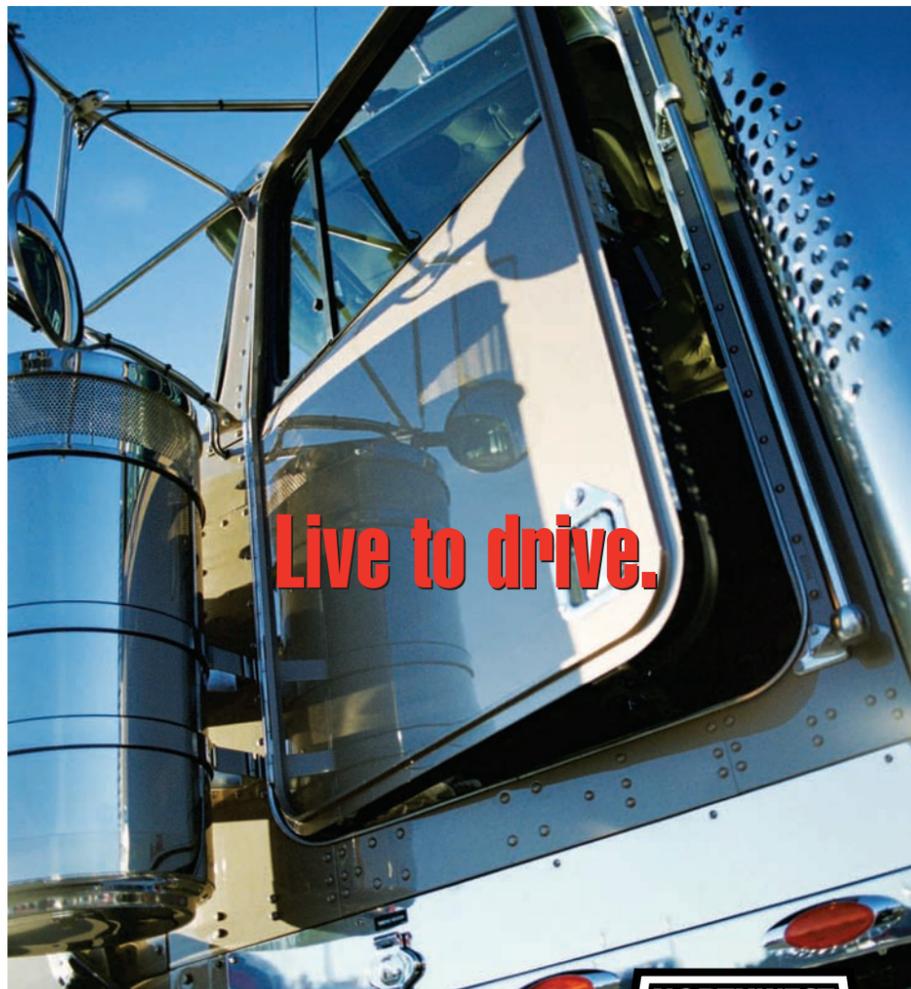
Duley did say Schneider does achieve a payback on diesel-fired cab heaters, which are compact, easy-to-use and consume very little fuel. However, he added they require maintenance, draw off the truck's battery and there's a risk of jump starts below 10 degrees F. Cab heaters alone have proven to reduce Schneider's average idle-time from 27.2% to 14%, Duley said.

The company has also tested battery-powered cab cooling systems, which Duley said provide 10 hours cooling at 85 F, are reliable and can potentially displace a truck's existing air conditioning system. On the down side, he added they are costly, weigh 400 lbs, and require planning ahead as they are designed to maintain cab temperature, not cool it down in the first place.

Thermal storage units? They're cheap, mobile and require a low power draw from the battery. But Duley said they provide limited cooling in temperatures above 85 degrees F, are not always reliable, require driver training and have received low driver acceptance.

Overall, Duley reminded delegates that a 0% idle-time is not a realistic target.

Even the best systems are not adequate in extreme temperatures, he pointed out. He suggested that instead of trying to eliminate idling altogether, government should allow for the idling of low-emission engines and provide grants for mobile solutions. □



CRA to provide diesel tax refund for APU fuel

OTTAWA, Ont. – The Ontario Trucking Association (OTA) and Canadian Trucking Alliance (CTA) have successfully lobbied the feds to refund the federal excise tax on diesel fuel used to power auxiliary power units (APUs).

The changes will begin in April, according to the Canada Revenue Agency, allowing carriers to receive refunds on fuel used to power idle-reduction devices.

The CTA and OTA as well as their tax advisors played a pivotal role in having the refunds established and simplifying the wording, according to a release issued by the associations.

The new policy says that a carrier will receive a refund of 100% of the excise tax paid on all diesel fuel not used to propel the vehicle, provided more than 50% of its non-propulsion fuel consumption is used to provide heating and air conditioning.

"Carriers who operate in-cab heaters and APUs have greatly reduced their non-propulsion fuel consumption. The 50% plateau should easily be attained," says OTA vice-president, Stephen Laskowski. "The new policy should provide increased advantage for carriers investing in these anti-idling devices."

The CTA says it will now work with carriers and manufacturers to help government develop a document that will assist them in filing future refund claims. □

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PROFILE

Maintenance manager adds a woman's touch to the shop

By Adam Ledlow

ABERFOYLE, Ont. – Schneider National is continuing to lead the pack when it comes to promoting women's roles in the trucking industry, most recently appointing Lisann Nicholl to the position of shop manager at the company's Aberfoyle, Ont. terminal.

Nicholl, who has worked with Schneider for almost 16 years, took up the traditionally male-dominated position in early November.

But Nicholl has never let gender stand in the way of her career. She says that both the company and her co-workers have always been supportive of her goals.

"If you show an interest in something, Schneider will train you to get you where you want to go. They're big on goals," Nicholl told *Truck West*. "I've been with the company for so long and a lot of the mechanics have been here for a while, so the staff here have been very good to me. They have been very patient and were quite happy that I had made the move over to the shop."

Having grown up on a farm, Nicholl has always been around heavy equipment, so the move into trucking was natural.

Starting as a driver in 1992 after owning a restaurant for four years, Nicholl rose through the ranks of the organization, holding positions ranging from recruiter to operations manager, before deciding she wanted to learn yet another end of the business.

Nicholl is first to admit how unusual it is for a woman to be running a shop the size of Schneider National's, but that stigma has never caused her to second-guess her career choice.

"Schneider is very progressive and they have a lot of women at different levels of the organization," she says. "I've never felt uncomfortable here or held back or wanted to go anywhere else. They're just a really good, supportive organization."

Schneider has made a name for itself in recent years as a female-friendly workplace, led by Ellen Voie, Schneider's manager of recruiting and retention programs, and also chairwoman of Women in Trucking, a new association which encourages women to join the industry and promotes their accomplishments.

"I would like to get more involved because I think it's a great organization and clearly gaining momentum," Nicholl says.

"I think inherently women can and do bring a different perspective to the business and (for men) to be part of those types of organizations is important," says Sandro Caccaro, vice-president and general manager of Schneider National Canada.

"That's 50% of the population that you're missing out on. Personally, I'm of the opinion that we need to promote and develop regardless of gender. But certainly, when you're not open in an industry that's so male-oriented and dominated, you're missing out on



EQUAL OPPORTUNITY: Maintenance manager Lisann Nicholl credits Schneider National with providing equal opportunities for employees of either sex. *Photo by Adam Ledlow*

half the talent pool. As far as I'm concerned, the industry needs to upgrade its talent."

And Schneider has been doing just that.

In fact, the vast majority of the management staff at the Aberfoyle facility, are indeed women. "It's a nice way to be outnumbered," jokes Caccaro.

With men far outnumbering women in the industry at large, the trick, Nicholl says, is trying to make jobs in trucking a more attractive option for the fairer sex.

"Trucking isn't exactly an attractive area to be in. It's not very

'I think inherently women can and do bring a different perspective to the business.'

Sandro Caccaro, Schneider

glamorous," Nicholl says. She suggests choosing a forward-thinking company, which actively works to promote women in the industry.

"I think women could play a part in it no matter what they wanted to do, from driving to mechanics to whatever they think they could fit into," she says.

"I really see it being more cross-functional; definitely women are taking more and more interest in the trade. If they enter on the

ground level like I did as a driver, they could actually choose to come in the office."

As Nicholl enters a new phase of her career at Schneider, she is enjoying learning the ropes in her new job, the respect she continues to receive from fellow staff, and her stunted 60-hour work week, a welcome change from heinous hours she had once put in at the restaurant.

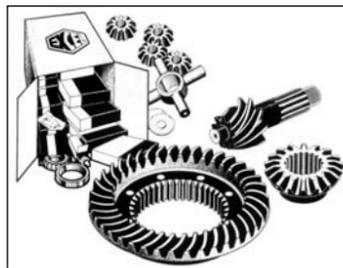
"I can put my feet up now and relax," she told *Truck West* with a laugh. □

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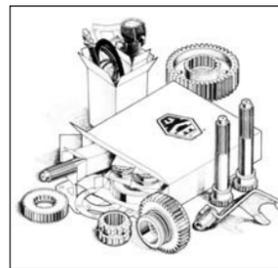
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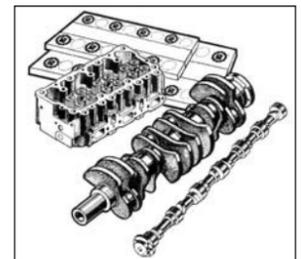
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By Julia Kuzeljevich

CALEDON, Ont. – On Sept. 13, 2007, in Caledon, Ontario, a Honda Civic was struck by a gravel tractor-trailer when the truck's 28-year-old driver allegedly barrelled through a red light. Vanessa De Ceglie, 19 years old, was pronounced dead at the scene. Her sister Isabel, 23, died two days later from her injuries.

Caledon OPP laid charges against the truck driver, who was later granted bail in an Orangeville courtroom on Sept. 20 with several conditions, one of which required him to be driven to and from work by another person, but still allowed him to operate a vehicle for his job as a GTA truck driver.

Appalled by this outcome, James Faulker, a close friend of both DiCeglie sisters, launched a petition in their names (www.truckpetition.com) calling for tougher truck driving standards and noting concern about what the petition called 'a lack of standards in the trucking industry which allows schools to hire their own students back the next day to teach new students without proper training and experience.'

Faulker told *Truck West* that as of Dec. 31, 2007 the petition had broken the 10,000 signatures mark, and had some 150 people campaigning for change in the province of Ontario.

Public outcry following the accident also led to a four-part special investigation of truck driver training in Ontario by Global TV reporter Alex Pierson, who passed her road test for an A licence without, she reported, having spent one minute training in an 18-wheeler.

Featured in the report was Ontario's Minister of Transportation Jim Bradley, who said that "if anyone feels the licensing is inadequate they should be turning in their licence."

John Milloy, Minister of Training, Colleges and Universities, was also quoted as saying that stronger standards were on the way, as was more collaboration with the Ministry of Transportation on driver training issues.

Indeed, according to Kevin Dove, issues co-ordinator and team lead with the Ministry of Training, Colleges and Universities, that Ministry and the Ontario Ministry of Transportation have already met to review training and licensing requirements and are currently working together on an approach to improve commercial driver education.

Dove also told *Truck West* that the Ministry is aware of the petition that asks the government to 'monitor the proper registration of Private Career Colleges' and ensure all accredited driving schools adopt standards suggested by the Advisory Council for Truck Safety.

But he said that while the petition states that 'unscrupulous schools can hire their own students back the next day to teach', "in fact, under the (Sept. 18, 2006)



Who's driving that thing?

Are you concerned about who's behind the wheel of the truck next to you? A look at why Ontario's lax driver training standards need to be overhauled.

Private Career Colleges Act, 2005 (PCCA), significant vocational experience is required for instructors in registered programs."

Dove told *Truck West* that the PCCA Act outlines new requirements for registration, program approvals, fee collection, tuition fee refunds, student contracts, financial security, instructional staff, advertising and compliance measures. Institutions offering commercial driver training are required to be registered and have their programs approved under the Private Career Colleges Act, 2005 and associated regulations.

But part of the issue the trucking industry is grappling with is that training "schools" don't actually have to register anywhere.

So the problem of licence mills, schools that offer truck driver training (or at least that train to the road test) but which do not register with the MTCU, remains acute.

"It's clear that more monitoring of training schools (is needed), and criteria that would prevent licensing mills from setting up. The Ministries of Training, Colleges and Universities have started to crack down, and are putting larger and stronger requirements into place, but I don't think that impacts anybody who is not coming under the private career college system," noted Linda Gauthier, executive director, Canadian Trucking Human Resources Council (CTHRC).

Gauthier said that a lot of this is tied to funding mechanisms. A lot

of these would-be schools stay in business because they continue to have access to public funding.

The province of New Brunswick addressed this a few years ago by choosing to only fund training that met an industry standard by institutions that were accredited by a recognized body, i.e. CTHRC and its accreditation process, she said.

"Is that what Ontario needs? Maybe and maybe not, but it's clear that in the past MTCU did not have the manpower to monitor and audit the registered schools, and if today they do have that capacity, it still does not cover off the non-registered schools," said Gauthier.

Indeed, with some 105 schools registered in the province of Ontario, the province may have to look at other ways to cover these off.

"You can't prevent someone from starting a business. Where the licensing mills may get away with it is in the lack of awareness and understanding (among prospective entrants). It's buyer beware," said Gauthier.

If the licence mill problem is a 'buyer beware' issue, what should prospective entrants to the trucking industry be looking at that may help them avoid this scenario?

According to Bruce Richards, president, Private Motor Truck Council, it is hard to reach out to everybody who is considering being a truck driver without massive advertising programs for which no

one has funding.

"Those who do their due diligence and some checking around can get advice from many of the associations and serious training schools but there is no requirement to even take any kind of training to get a licence, whether it's a truck licence or a G licence in Ontario. That alone makes it difficult to reach out to people," he said.

One of the other issues specific to Ontario, is that since the September 2007 Caledon accident and the subsequent Global News report, a number of HRSDC counsellors who provide funding for training have actually been discouraging people from taking truck driver training, said Gauthier.

"One, because they think that enough people in Ontario have a Class A licence and so they don't think there's a need for more, and two, because if the training schools have not done a good enough job in demonstrating a shortage, people are not being directed towards this training. So there's a lot of work that has to be done on a variety of levels," she said.

Having the ability to police or restrict the licensing mills is one area where the trucking industry would like to see improvement, but another issue is the lack of a standard for both entry level driver and truck driver trainer, an issue the CTHRC will push on its 2008 agenda.

"Right now as long as you can pass a written and a practical test you can get your licence. We're trying to see if the Ministry of Transportation would change the classification of the A/Z licence so that people would not be able to get their A licence on a pick-up truck," said Gus Rahim, president of the Truck Training Schools Association of Ontario.

While solutions such as introducing a new class of licence may be cost-prohibitive, Gauthier noted that in Alberta and British Columbia, they are looking to endorse their Class 1 licences so that those who will become commercial drivers will be differentiated from those who will drive hydro trucks, for example.

Meanwhile, the quest for a consensus on entry level standards has seen a lot of stakeholder review of issues such as qualified drivers, funding, licensing, immigration, and training.

In the CTHRC's recent GAP project, the Council met with every jurisdiction in the country to identify the gaps between what is coming out of the schools and what industry actually expects of drivers.

Under this initiative so far there have been two national meetings and eight focus groups, which met over the course of 2006.

"The Departments of Education, Transportation, Employment and Immigration were involved. We are now embarking on Phase 2 which will address the major recommendations of these meetings, one of which was looking at the need to estab-

lish national standards for driver training, and accreditation of training schools. This was agreed upon by all the delegates that were there, so we take for granted that if all the delegates were there who represented the different jurisdictions, then these provinces should be looking at how they are going to attempt to develop licensing criteria," said Gauthier.

"GAP Phase 2 will go back to each of the jurisdictions and talk to the Ministries of Transportation and Ministries of Education, Training, Colleges and Universities, and say to them, 'How far have you gone and what are your future plans?'" she explained.

The GAP Phase 2 project is also looking at each of the testing and skill requirements in each of the jurisdictions and developing a matrix to lay it out to see how standards compare amongst the provinces on entry level standards.

Some of the gaps involve the various Ministries of Transportation not assessing for all of the competencies that the industry is looking for, and in some cases not assessing at a high enough level to meet industry requirements, said Gauthier.

CTHRC will hold further meetings with industry and government in March and April of this year and will host a national meeting in November 2008 to report on the results. CTHRC has also developed a career information Web site which officially launches at the end of March.

"Through GAP Phase 2 we hope to encourage the jurisdictions to move forward, and share information. It is an issue for them for public safety," she said.

Gauthier said that having the relevant ministries collaborating on the licensing and standards issues will mean a more successful scenario.

"It has got to be a cooperative effort where you come together and strategically look at how you're going to reach the goal."

At press time the Ontario Ministry of Transportation announced that it would make some recommended changes to its driver licensing procedures following recommendations in an annual report released by the Auditor General of Ontario.

TTSO's Rahim told *Truck West* that he had received a Dec. 11, 2007 letter from the Assistant Deputy Minister of Ontario's Road User Safety Division at MTO.

The letter indicated that as of September 2007, the Ministry has begun regulating all beginner driver education schools and monitoring compliance with provincial standards.

In the last year, some 22 schools were removed from a ministry-approved list because they weren't up to standard.

The Ministry of Transportation said it also intends to introduce new rigorous monitoring standards and auditing process for driver certification and school licensing.



TOUGH TO COMPETE: Reputable driving schools, such as Mountain Transport Institute (pictured), often find it difficult to compete with shoddy operations that fast-track students to acquiring a Class 1 licence.

They will roll out new curriculum standards focused on improving safe driving skills, tighten requirements for driving instructors' licences and reduce the allowable number of demerit points that an instructor can acquire from nine to three. New driving instructors will not be licensed if they have a single demerit point or criminal code conviction.

The ministry also expects to have a proposal for an improved

graduated licensing system program by fall 2008.

With regard to driver certification programs, meanwhile, the Ministry of Transportation said it will "suspend any organization found to be licensing unqualified drivers."

By 2008, an inspection process will target and follow up on organizations that have unacceptable practices in place.

Meanwhile, a Dec. 26, 2007 pro-

posal from the US Federal Motor Carrier Safety Administration (FMCSA), if passed, may help spur efforts to improve the licensing situation in Ontario.

The proposal, described earlier on trucknews.com, would soon require minimum standards for anyone upgrading their licence.

Applicants seeking a Commercial Driver's Licence in the US would have to complete both classroom and behind-the-wheel training from an accredited education program or institution.

Drivers pursuing a Class A licence would require a minimum 76 hours of classroom instruction as well as 44 hours of behind-the-wheel training under the new rules. They would have to show a certificate from a truck driving program before they could obtain their new CDL. The rule would not impact current CDL holders.

The proposal, said TTSO's Rahim, is something that would help a lot.

"I'm hoping we follow suit. Right away, it means that if you're going to be licensed to drive a truck, you must have proper training. Having the States do that right now, if that goes through, later on, they may turn around and say, Ontario drivers may not be meeting their standards to drive on their roads. If our Ontario Ministry allows our drivers to go do a road test, sometimes without having actually driven in an 18-wheeler, what does that say about us?" he said.

While the proposed changes will probably come as no comfort to those who have lost loved ones to accidents involving improperly licensed drivers (whether commercial or otherwise), there is no question that any move toward improved regulation and a set of agreed upon training standards is more than overdue in an industry that is constantly fighting to improve its image as a safe one for all drivers. □

Alberta's professional driver certificate program in jeopardy

RED DEER, Alta. – Alberta's long-awaited Professional Driver Certificate Pilot Program appears on the brink of demise due to the province's refusal to include a Class 1 licence as part of the training program.

The program, offered in partnership with Red Deer College and driving schools throughout the province, has been unable to attract sufficient interest from students.

According to Dennis McCarty, PDC program chair, "I have talked to many students and companies who want to enter and support the program but when they find out that it doesn't include the Class 1 licence and as the result the student is unable to earn a wage for the majority of the 20-plus weeks, they don't sign up."

He added: "Students that we have recruited to the post-Class 1 program have been very happy with the quality of training that they have received. Reports that we are getting from the carriers are that they are very impressed with these students and the level of training we are getting through this program and would like to continue taking students from this program."

The Alberta Motor Transport Association (AMTA), Transportation Training & Development Association and other organizations have filed a proposal to the province to modify the course to include the Class 1 licence and shorten the program to 12 weeks – eight weeks of theory and four weeks of a supervised practicum under a coach or mentor.

Adding the Class 1 component would allow students to qualify for Employment Insurance funding, similar to an apprenticeship program.

As a result, the student would not have to go without income for an extended period of time, the AMTA explains on its Web site. Also, a carrier would have a trained driver after 12 weeks.

The AMTA reports some independent driving schools have opposed the proposed changes, citing unfair competition.

"We are not sure why this is an issue as any driving school can go through the process of becoming accredited to provide the training which meets the national standard for the industry," the AMTA responded.

The association said if the program fails, it will be a huge step backwards for the industry. □

Volvo to recall up to 125,000 trucks

GREENSBORO, N.C. – Volvo Trucks North America is voluntarily recalling 125,000 trucks in North America, due to an error in the light control module which could potentially cause a fire.

All VN and VHD trucks built for the North American market between 2003 and today are affected, Volvo informed the National Highway Traffic Safety Administration. Volvo VTs built in 2005 and in 2007-2008 are also affected. For details on the recall, visit the NHTSA Web site at: www-odi.nhtsa.dot.gov/recalls/recallsearch.cfm and then enter Campaign ID number 07V573000.

“On certain heavy-duty trucks, the circuit protection (ie. automatic circuit breakers) used to protect the vehicle lighting system may not provide adequate protection,” the Web site reports. “If a short circuit occurs and is left untreated, components and wiring may be subject to overheating which could possibly result in a vehicle fire.”

Customers will be contacted around Feb. 25 and advised to return the trucks to their dealers, which will then replace the circuit breakers with fuses. Owners can contact Volvo Trucks at 800-528-6586. Reference recall number RVXX0707. □



REVENUE DOWN: Raydan felt the effects of the pre-buy in 2006.

Raydan revenues down in 2007

NISKU, Alta. – Raydan Manufacturing's reported financial results for the six-month period ended Oct. 31 saw a drop in the company's performance from last year.

Quarterly revenue was \$4,494,113 with a loss of \$460,090 compared to revenue of \$6,501,883 and a net profit of \$351,267 for the same period one year ago. Revenue for the six-month period was \$9,997,030 with a loss of \$378,231 compared to revenue of \$12,308,274 and a net profit of \$453,539 for the same period one year ago. Raydan officials said the company is focused on controlling all discretionary spending.

The vocational truck market dropped significantly in 2007 due to the pre-buy of 2006.

While Raydan is not overly

dependent on the oil industry, the downturn experienced by that sector in Alberta has had a ripple effect throughout the entire economic spectrum. Most areas are now recovering and by March, it is expected that the Alberta economy will rebound.

Raydan remains positive about its operations, however is concerned about the slowdown in activity in the oil and gas sector in Western Canada.

In addition, it is difficult to predict the direction of the US economy going into 2008.

The company says it continues to diversify its operations and is in the process of consolidating its Ontario operations into a new facility in which a chassis mod shop will be incorporated. □

Shaw Tracking adds 24 fleets

MISSISSAUGA, Ont. – Shaw Tracking has exceeded its targets for the first quarter, having implemented Shaw Tracking Fleet Management Solutions on 24 new fleets over the last three months.

“This might be a sign of the state of the industry but as profit margins continue to be tight, carriers are looking for ways to improve efficiency and reduce costs. Investing in fleet management technology is the only way to help manage drivers and vehicle productivity, while improving asset utilization,” said Mike Ham, vice-president of business services for Shaw Tracking.

Shaw Tracking says it continues to offer integrated on-board computing technology and value-add wireless solutions. Shaw says it has been focused on providing scalable over-the road fleet management business solutions for organizations of all sizes. Features such as signature capture, bar code scanning, automated HoS, integration, exception-based reporting and multi-mode communications are designed to provide carriers with the tools they need to manage their assets and improve overall fleet efficiencies, the company adds. □

Navistar acquires GM MD business

WARRENVILLE, Ill. – Navistar, maker of International trucks, says it has reached an agreement to acquire GM's medium-duty truck business. The two companies have entered into a non-binding memorandum of understanding. Under the deal, Navistar will acquire certain assets, intellectual property and distribution rights for GM's medium-duty product line.

Navistar, under the deal, will be able to manufacture GMC and Chevrolet-branded vehicles in the Class 4-8 GVWR range. Related parts and services businesses are also involved in the deal.

“The deal would leverage Navistar's strengths in commercial trucks and engines, and advance its strategy to build scale and reduce costs,” the company said in a release.

Troy Clarke, president of GM North America, said, “Navistar's ex-

pertise in building International brand commercial trucks and its track record in the medium-duty segment makes them an excellent choice to acquire and continue growing the business. We intend to work closely with Navistar to make this transition seamless to our dealers and customers.”

“This is another example of how we're strategically growing our business for trucks, engines and parts, building scale and reducing costs,” added Daniel C. Ustian, chairman, president and CEO, Navistar International Corporation. “We are proud to incorporate the GM truck brands into our portfolio, and will utilize the scale to build on the success of both the International and GM product lines and their respective distribution networks.”

The deal is expected to close in 2008. □

Fontaine targets fifth wheel aftermarket

IRONDALE, Ala. – Fifth wheel manufacturer Fontaine International has created a new company dedicated to providing parts and support for the aftermarket. Fontaine Parts Connection will provide fleets, dealers and distributors with Fontaine parts, fifth wheel maintenance training, tools and support for the Fontaine International line of fifth wheels, the company has announced.

Roger Crawford has been appointed president of the new company while Britt Caple has been named director of sales and marketing.

“Forming an entirely new company enables us to focus resources on meeting the needs of our aftermarket customers,” Crawford explained. “Fontaine fifth wheels are requested on more new production Class 8 trucks in North America than any other brand, which means that there's a large aftermarket parts market out there. For quality, reliability and longevity, we recommend installing only genuine Fontaine parts when replacing or rebuilding a Fontaine fifth wheel.”

More information about the new company is available at www.fifthwheel.com or by calling 800-874-9780. □

Shell awards scholarships

CALGARY, Alta. – Shell Canada, along with the Heavy-Duty Distributor Council of Canada, has announced the first winners of the Heavy-Duty Technician Scholarships. Introduced last June, the scholarships are designed to support the next generation of skilled workers by providing financial assistance to Canadian students in a transport-related program. The five regional winners were selected to receive a \$1,000 scholarship, based on their academic merit, financial need and desire to contribute positively to the future of the trucking industry:

Paul von Conrad – Northern Alberta Institute of Technology;

David Thompson – Red River College;

Anthony Baines – Mohawk College of Applied Arts and Technology;

Julien Bradet – Centre Wilbrod-Bherer;

Jennifer Willis – Nova Scotia Community College.

“These students represent the future of the industry in Canada,” said Diane McFarlane, general manager, Shell Lubricants Canada. “For Shell, supporting the development of these students today is a way of encouraging the skills and values that we will need in our business down the road.”

For more info on the scholarship, visit www.shell.ca/transport. □

Mack announces winners of free payment contest

MISSISSAUGA, Ont. – Mack Canada and Mack Financial Services are taking care of the truck payments for eighteen Canadian customers, winners of the Mack Highway Free Payment Extravaganza during the first three quarters of 2007.

The program gives Mack customers who finance a new Mack highway truck through Mack Financial Services the chance to win free payments.

Winners so far in 2007 include:

Free payments for one year - Equipements Lalancette Inc., Eugene Cullihall, Robert Henderson, J.E. Culp Transport Ltd., Knysh Construction Ltd., and Norman Ritchie.

Free payments for six months: Brian Petit, Eagle Trucking Ltd., Edward Allen Shelly, Tarj Trucking Inc., P.P.W. Construction Management Ltd. and T.H. Forsythe Haulage Limited.

And free payments for three months: Carl McKinley, M.E.L. Excavating & Cartage Ltd., Lorne Kew, Dyland Danz, Bar-Pex Enterprises Ltd. and Baird Inc.

Winners for the fourth quarter have yet to be announced. □



Sell the bad truth, not the good lie

Why e-discovery matters to your fleet

By Julia Kuzeljevich

TORONTO, Ont. – It's 3 a.m. and you've taken the call. One of your drivers has been involved in an accident, he's on U.S. soil, and things are a mess.

You rub your eyes and ponder the next step.

There is the obvious protocol of gathering as much information as possible from witnesses and through photographs.

But it doesn't end there, now that the world of electronic discovery has changed.

For truckers involved in accidents on US soil, the atmosphere is often quite litigious with many potential areas of exposure. And in the blink of an eye, your whole operation is involved.

Since December 2006, new US Federal Rules for Civil Procedures (FRCP) now lay out how enterprises must respond when asked to produce documents in a lawsuit.

The amendments now introduce the phrase "electronically stored information" to existing Rules 26(a)(1), 33, and 34, to acknowledge that electronically stored information is discoverable. Its aim is to be broad enough to cover all current types of computer-based information, and flexible enough to handle changing technology.

There is a "Safe Harbour" provision, which provides that a court "may not impose sanctions on a party for failing to provide electronically stored information lost as a result of the routine, good-faith operation of an electronic information system."

It responds to the routine modification, overwriting, and deletion of information that happens in normal use of electronic information systems.

Nevertheless, these e-discovery rules add to already stringent data retention conditions (for companies under Sarbanes-Oxley for public firms) and increasingly focus on technology that will retrieve and restore documents stored on backup tapes or hard drives.

According to Brian Wood, a partner with Lind, Jensen, Sullivan and Peterson, the amount of information that is available, whether on paper, or electronically, "is incredible."

"Trucking companies should therefore have a records retention policy to safeguard against documents that may become inadvertently destroyed," said Wood.

Wood was part of a panel of experts speaking at the recent OTA convention on US liability issues for Canadian fleets.

The panel also discussed the services of the Trucking Industry Defense Association (TIDA), which has been working in close association with OTA.

TIDA, founded in 1993, includes among its membership some 1,000 motor carriers, truck-

"Trucking companies should...have a records retention policy to safeguard against documents that may become inadvertently destroyed,"

– Brian Wood, lawyer

ing insurers, defence attorneys and claims servicing companies.

The association aims to reduce the cost of claims and lawsuits against the trucking industry and to advocate on behalf of the industry's interests through providing resource materials and contact information for companies facing legal and/or insurance issues.

Courts in the US will tend to look at as much data as possible, from data that is the easiest to process, because it is active and online, down to data that has been erased or is fragmented or incomplete.

Basically, even data you thought was gone for good can be called upon as evidence. Accessing fragmented or erased data can take hours at a steep price, sometimes to the plaintiff.

"E-discovery is so vague, they can still come after you for something you've missed," said Mehdi Arradizadeh, director of claims with Schneider National.

It's also not unusual now for Google, YouTube and social networking site searches to yield admissible background information about the character of those involved in a lawsuit.

"The use of the Internet is incredibly important from a claims perspective," said Arradizadeh.

And according to Arradizadeh, the larger trucking companies implicated in litigation suits will often find themselves paying for many of the plaintiff's legal costs, "so if you're a large company you'd better have a protocol in place," he said.

Such a protocol might include keeping all manner of safety and maintenance records as well as employment files.

This could include logbook entries as compared to satellite tracking devices, as compared to a truck's ECM. In Ontario, the CVOR record and inspection reports may be subject to investigation.

Any discrepancies in logbook entries could potentially lead to further investigation of a company's training procedures, and then the plot thickens.

Then there are the damage issues.

Trucking companies who are involved in litigation procedures may be subject to damages considered compensatory, covering medical expenses, whether for treatments since the time of the accident and going into future treatments, as well as lost wages and property damage.

General damages are considered to be those relating to pain

and suffering and mental anguish.

Punitive damages, meanwhile, act to punish a defendant for acts done in the past, and to deter them from any future acts.

Stanley Tassis, a partner with Laxton Glass LLP in Toronto, noted that in Canada, punitive damages are generally capped and rarely awarded in truck accident cases.

"But there is a proliferation of reports detailing items such as future home care and medical costs," he said.

"Any damage claims have to have a causal relationship to the accident," said Doug Marcello, partner with Marcello and Kivisto, LLC. He also noted that where companies may get hit hard on the compensatory damages side, there is frequently a lot of opportunity to attack a plaintiff's credibility on the general damages side.

But in the interest of good defence, it is important to disclose, to your attorney, any information or discrepancy that, while it may be an oversight, could be construed as wilful destruction or put you in the potential hot seat.

"I can sell a bad truth but I can't sell a good lie," said Marcello.

The panel experts stressed the importance of good record retention and having a protocol in place to deal with the potential for defending against a claim.

But they also noted areas where an organization such as TIDA could help pick up the pieces in the event that a Canadian driver is involved in an accident in a jurisdiction that is completely unfamiliar.

TIDA membership, for example, provides the opportunity to access attorneys in-sync with emergency response protocol and with local state laws.

But while you cannot erase the fact that an accident has occurred, "You can influence what happens from the point of the accident onward. You need to get someone to the scene ASAP as the driver may be too in shock to handle the information," said Richard Bapst, regional claims manager for The Great West Casualty Company. □

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The debut (and retirement) of 'Mack Truck' Menzies

Since starting with the *Truck West* team, James Menzies (our editor) has been very accommodating in allowing me the freedom to determine the subject matter of this column. I appreciate his trust however I fear the "gloves will be off" after he reads this.

I'm going to let you in on a little-known secret. James, mild-mannered journalist by day, is also a prize-winning boxer by night. Okay, maybe I shouldn't use the word "prize" or for that matter "winning" but he does lace up the gloves. You can imagine my surprise when he announced he was training for his first official fight. He was actually going to get in the ring and trade blows with another human being. No more plastic clown punching

Publisher's Comment

Rob Wilkins



dummies, this was the real thing.

His fight was part of a charity event held in late November (I never did find out what that charity was but rumour has it, a short guy with a bad afro was involved). Weighing in at just over 200 lbs, James was fighting in the heavyweight division. His Gorilla-like opponent, sporting arms the size of tree trunks and tipping the scales at 220 pounds, didn't scare him a bit. A day or two before the fight, James assured me that I shouldn't worry if it looked like he was being beaten to a pink pulp. You see, he had a plan, he was going to dance and prance his way through round one until his opponent was exhausted, then go for the jugular in the final two rounds.

Fight night arrived and a large contingent of *Truck West* staffers made their way to the downtown venue. We found ourselves sitting beside a large group of Menzies supporters (AKA his family).

As we waited, the tension built.

"In this corner, weighing 202 pounds, hailing from Brooklin Ontario, please welcome James 'Mack Truck' Menzies." The crowd roared – at least we did anyway. Dressed in bright red satin shorts and red muscle shirt, James bounced his way into the ring throwing punches wildly in succession. I have to admit, he looked good but I think his intro may have contributed to the final outcome. He built a good sweat just getting to the ring.

The bell rang and James' plan took effect. He danced his way to the centre of the ring and tapped the Gorilla man's gloves. What happened next was a blur. Gorilla man came out swinging and swing he did. I mean, this guy was like the Tasmanian Devil on a pork chop. Despite James' best efforts to "dance and prance," blow after blow connected. I knew at that point his game plan was out the window.

Long story short, James lost that round, won the second and the third was a dead-heat (at least in my opinion). It indeed was a night to remember. The final bell rang and our warrior stood in the middle of the ring, soaked in sweat waiting for the judges' decision.

After the fight, James announced it was his first and last ring appearance. A decision most welcomed by his friends, family and especially his fiancée, Jessica. As for the final outcome, the next time you see James 'Mack Truck' Menzies, you'll have to ask him. All I can say is that his swollen face is looking better these days. □

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

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Sunbury to equip O/O tractors with APUs

By Adam Ledlow

FREDERICTON, N.B. – New Brunswick-based carrier Sunbury Transport is giving a leg up to both its owner/operators and the environment with the latest initiative from its Sunbury Goes Green strategy. In 2008, Sunbury, comprised of more than 220 owner/operators and 70 company tractors, will be installing Auxiliary Power Units (APUs) in its O/O fleet in an effort to eliminate the idle time associated with in-cab climate control. The \$475,000 in funding needed to pay for the installation will be provided by the New Brunswick Climate Change Action Fund (NBCCAF) according to a report by the *Telegraph-Journal*.

Paul Murphy, general manager of Sunbury, says there are three main reasons why the company decided to start the program with the owner/operators: to help the O/Os to become environmentally-friendly and more fuel efficient (the capital cost to purchase APUs was the main barrier preventing owners from installing the units); the reduction of idle time within the owner/op fleet will result in a greater reduction of greenhouse gas (GHG) emissions than in the company tractors; and the move will help improve the financial health of Sunbury's owner/operators by decreasing their fuel costs. The company's green plan calls for the installation of APUs in the entire fleet over the next three to five years.

"It is our intention to substantially



HELPING OUT: Minister of Environment Roland Mache (left) and Minister of Transportation Denis Landry (right) present Sunbury's vice-president of transportation, John Murphy, with a cheque for \$675,000 to fund the installation of APUs in Sunbury's owner/operator fleet and the launch of a trailer skirt pilot program.

subsidize the cost to install APUs on Sunbury owner/operator tractors," Murphy told *Truck West*. "It is a win-win situation for Sunbury owner/operators and the environment."

Programs like the current APU installation initiative are nothing new for green-minded Sunbury, which has had an active fuel management program in place for both company drivers and owner/operators since the mid-90s.

"The great thing with fuel efficiency programs is that they not only reduce GHG emissions but also decrease cost," Murphy says. "The first program we implemented was

the installation of on-board fuel management systems. From there we were able to develop training and incentive programs to encourage owners and company drivers to improve fuel efficiency."

In addition to the nearly half million dollars needed to fund the APU program, the NBCCAF will also be shelling out an extra \$200,000 to help Sunbury conduct a pilot program which will explore the benefits and difficulties of operating a van trailer fleet equipped with aerodynamic skirts.

"Not only do we want to determine fuel savings, but also identify any potential operating and maintenance concerns. We will be working closely with the OEMs to resolve potential damage issues due to winter operating conditions," Murphy says.

Sunbury is also spearheading two other environmentally-minded programs. The first, currently underway, has the company hauling about 60 long combination vehicles (LCVs) from Saint John, N.B. to Dieppe, N.B., amid discussions with the New Brunswick Department of Transportation staff to expand LCV

use across the province.

Sunbury also has plans to conduct a pilot program to determine the benefits of super-single wide-base tires now that the New Brunswick government has okayed their use on a permit basis.

The carrier's ecological pursuits have not gone unnoticed. Sunbury won the Repair the Air Award Fleet Challenge from the Canadian Department of the Environment in 2005 for its Idle Time Challenge program, which resulted in a 50% reduction in idle time with Sunbury's owner/operator fleet. And just last year, Sunbury was awarded the New Brunswick Minister of Environment's Environmental Leadership Award in the business category to recognize the company's outstanding leadership displayed in fuel management and GHG reductions. The driving factors behind that award were the LCV trials between Saint John, N.B. and Dieppe, N.B. (which resulted in the elimination of over 1,800 truck loads, with no safety incidents); the company's use of APUs and hydrogen injection systems; and the implementation and development of an extensive fuel awareness and training program.

Sunbury's initiatives have not only been widely praised by the community but also by Sunbury staff, both in-house and on-the-road.

"Everyone can clearly see the positive impact our strategy is having on the environment," Murphy says. "Not only are we improving the environment for our children, we are also helping improve the financial performance of the individual owner/operators within Sunbury. We are very pleased to be able to use the resources we have within Sunbury to assist owners in becoming more environmentally-friendly by equipping them with auxiliary power units. The cornerstone of our green strategy is to partner with government, OEMs and our on-road associates to continue testing and trialing green technologies."

For more information on Sunbury visit www.sunbury.ca. □

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Day & Ross acquires logistics firm

HARTLAND, N.B. – The Day & Ross Transportation Group is acquiring Wesbell Logistics Services. The transaction is subject to the completion of due diligence, customary clearances required from the Competition Bureau and Transport Canada and the signing of definitive agreements. Terms were not disclosed.

In a previous interview with Transportation Media, John Doucet, president and CEO of Day & Ross, had stated he wanted his company to expand to \$1 billion in sales by the end of 2008.

Wesbell Logistics is being acquired as a going concern and its operations will be merged with the Day & Ross Dedicated Transportation business under the leadership of Paul C. Mazze, currently the vice-president and general manager of Wesbell Logistics.

Mazze will work alongside Wayne Morin at Day & Ross to integrate the two operations.

Wesbell Logistics offers dedicated contract carriage and value-added parts distribution, the fastest growing segment in the trucking industry. Wesbell Logistics also offers complementary services such as warehousing and route management. □

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Mark Dalton

Survival of the FICTIONAL



PART 1

By Edo van Belkom

Mark didn't know the name of the place but he'd eaten there a dozen times before. Like just about every other Mom and Pop greasy spoon along the Trans-Canada Highway, they served an all-day breakfast and those meals always seemed to hit the spot. And the price? How could you beat a few bucks for your choice of bacon, ham or sausage, two eggs any way you like 'em, hash brown potatoes and a cup of coffee to wash it all down? It had gotten to the point where Mark had been eating all-day breakfasts for months on end and had begun to know the difference between Ontario and Alberta bacon, and preferred cube cut hash browns over sliced.

On this morning, Mark had paid the extra dollar to treat himself to bacon and sausages, simply because he couldn't decide on one or the other. He'd ordered his eggs scrambled because he'd found that short order cooks couldn't screw up scrambled eggs the same way they could sunny-side-up or once-over-easy. The hash browns were lightly browned and smothered in ketchup, and the coffee was ordered to go in a large paper cup so Mark could head out on the road as soon as he was finished eating.

Not that eating this kind of breakfast was something you could do in a rush. All that meat and potatoes took time to savour and even more time to digest and if it took him 20 minutes to get it done, then so be it. Mother load would always be there, but eating breakfast – at breakfast time, no less – happened just once each day.

When Mark was done eating, feeling all fat and bloated from his meal, he tried to get up from his seat but felt his pants – and his waistband in particular – putting up a fight.

He reached down to set his pants right, but had a hard time sliding a thumb between his stomach and the waistband of his pants. He could force a finger in there with some effort, but even after he'd adjusted his pants, there was no way he'd be able to sit behind the wheel of Mother Load for eight hours without some serious discomfort, maybe even pain.

"Stupid pants," Mark said, sitting back down at the table.

He decided to undo his pants and loosen his belt, but when he had the belt open he realized that he was already on the last hole. That was a bit of a shock since there had been three extra holes in the belt when he'd bought it, and now his waistline had expanded through those three holes and was looking for a fourth.

"Lousy belt," he muttered under his



breath.

Then he pulled his multi-tool from his pocket and used the knife blade to poke a new hole in the belt. The blade was sharp and pierced the leather easily, making the belt a full size larger.

Mark smiled at his handiwork, pleased that he'd found such an easy solution to his problem. Then, leaving his pants undone, he hitched his belt up to the hole he'd just made and got up from the table. Again he tried to run his thumb between his stomach and the waistband of his pants and this time he was able to run his fingers all the way around.

"Good as new," he said.

Mark left the diner moments later and headed across the parking lot toward Mother Load. Although his truck was parked at the farthest end of the lot, Mark immediately saw that something was not right. The driver's side door to the rig was open and swinging back and forth on its hinges. Mark knew that he forgot to lock his rig from time to time – especially when he stopped for a bathroom break and a coffee – but he'd never left the door open wide like that.

He quickened his pace, anxious to see what was going on. And a moment later he saw it, some guy's rear-end sticking out the open door. Obviously, he'd left the door to his truck unlocked and some guy cruising the lot had noticed and was rifling through his truck to steal anything he could get his hands on.

'As if making a living driving a truck wasn't tough enough already,' Mark thought.

Then he shouted, "Hey you! Get out of my truck!" and started to run.

The guy inside Mother Load stopped what he was doing, backed out of the cab and looked over his

shoulder at Mark.

Mark charged across the parking lot toward him.

Realizing he was busted, the guy jumped down from Mother Load and began to run away.

Mark picked up the pace. "Stop thief!" he shouted. He was less than 100 yards from Mother Load but it felt like 100 miles. He'd started out sprinting at a good clip, but the dash lasted no more than 15 or 20 yards before he began losing steam.

In seconds his legs felt like lead and he couldn't get enough air into his chest to satisfy his aching lungs. Five... six...seven more strides and Mark was done.

There were still 50 yards to go and all Mark could do was bend forward at the waist, rest his hands on his knees and try to catch his breath.

When he looked up again the thief was gone. He heard a rig starting up somewhere beyond Mother Load, but in seconds there were several trucks on the move and it was impossible to tell which one belonged to the guilty party.

But suddenly, catching the guy who'd robbed his truck became less of a priority. Now, job one was keeping the big breakfast he'd enjoyed down in his stomach.

He turned back around in the direction of the diner and began shuffling toward it as quickly as his rubber legs and noodle knees would take him.

Someone must have called the police because by the time Mark came out of the restroom there was a young OPP officer looking for him.

"You the one who was robbed?" the constable asked.

There was a name tag on his vest that had his badge number and a name – Pye.

"I guess I am," he said. He'd finally caught his breath, but his clothes were uncomfortably damp with sweat.

The officer pulled out his notebook and said, "What happened?"

Mark sighed. "Well, I came out of the restaurant after breakfast and I saw this guy inside my truck. The door was open and he was kneeling on the driver's seat like he was looking for stuff."

"And then?"

"I started running toward him and he...well he ran away."

"How far did you run?"

"Oh, well, I don't know..." He pointed. "From here to there, I guess."

"Here to where?"

"About to where that truck is." He pointed to a Freightliner that was less than midway between the diner and Mother Load.

"So about 150 feet?"

It was an accurate estimate, but it didn't sound like very far. And looking at the distance he'd run, it hadn't been very far at all. "This guy was in really good shape," Mark said. "Like an Olympic runner, or something."

The officer looked at Mark, his eyes going up to Mark's head, then down to his shoes. "Oh, yeah. He would have to be, to get away from you so easy."

Mark clenched his teeth to keep himself from saying something stupid.

"What did he take?" the officer continued, not missing a beat.

"I don't know yet," Mark said. "I haven't been back to the truck."

"Maybe we should check it out."

They left the diner and headed out to Mother Load. "It can't be a lot, though. I don't keep much stuff loose in the cab. My guess is he got a couple of magazines, a CD or two, and less than \$10 in change."

"It's a good thing you came along when you did, then."

Mark thought the young policeman was trying to be smart again and he was getting irritated with the rookie's condescending tone. "Yeah, why's that?" Mark said, ready to have it out with the officer.

"Well, if you hadn't, then maybe he would've have gotten away with more of your stuff."

"Oh, yeah," Mark said, all of the fight suddenly gone from his body. This young man wasn't judging him, and he didn't have an attitude. All he was doing was his job. "Right."

Mark felt terrible, unsure exactly what his problem was. He was either getting old, ornery or fat. Probably all three. □

– Next month Mark returns in Part 2.

The continuing adventures of Mark Dalton: Owner/Operator
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Canadian truck photographer David Benjatschek spent the year attending the country's biggest truck shows and now he has assembled some of his best shots in a wall calendar. **The 2008 Wowtrucks Calendar: Canada Edition** features 13 show trucks captured during the 2007 truck show season. The calendars are 9.5"x12" when folded and cost \$19.99, including delivery. To order, visit www.wowtrucks.com.

A Canadian trucker has come up with the **Blindside Helper**, an **add-on mirror** he claims helps drivers see the right side of their truck, assisting with backing maneuvers. The large mirror surface has riveted Velcro straps that are affixed to the passenger side sun visor. To see how it works, check out the video on the company's Web site, www.blindsidehelper.com.

Can't get enough of the popular *Truck West's* series, **Mark Dalton: Owner/operator?** Now you can listen to an audiobook version of Edo

Van Belkom's popular fiction series in your truck. Graphic Audio has released the first 10 Dalton adventures with actors, music and sound effects. The stories can be purchased on CD by visiting www.graphicaudio.net and browsing the titles for 'Mark Dalton.'



The Hitch Company is bringing the Swift Hitch to Canada, a **wireless colour camera system** with built-in night vision that simplifies the task of hitching up to trailers. The magnetic camera can be mounted to the rear of a truck and the image is then viewable on a high-resolution in-cab display, the company says. The system is battery-powered and can be recharged via a truck's 12-volt lighter. For more information, visit www.hitchcompany.com.

Kyocera has made available a

portable speaker with headset allowing truckers to communicate with family or dispatch while keeping both hands on the wheel. The Kyocera Bluetooth portable speaker with headset allows a driver to talk through a robust speaker while driving, switching easily to a small earpiece for privacy when required with no risk of call interruptions, the company says. The portable speaker also serves as a docking station for the Bluetooth headset. The portable speaker weighs just 2.19 ounces. The entire unit can be charged via USB, AC adapter or an in-cab adapter. The set is supported by Bell Mobility and is available through cellular accessory retailers.

Spray Control Systems has come out with a **diamond-plated fender** to complement its line of Minimizer trucker fenders and accessories. The new fender provides the heft and look of metal, the company says, and gives fenders the high-quality, rugged appearance in demand today. However, they're tougher and more indestructible than actual

metal fenders, the company claims. More information is available at www.minimizer.com.



SkyBitz has expanded its **satellite-based asset tracking services** to include two new offerings: Cargo Sensor and Tractor/Trailer ID. Cargo Sensor utilizes ultrasonic technology to monitor the entire length of the trailer for pallets. It can be easily installed in a safe location to prevent load damage. The system provides knowledge of the trailer's load status, allowing for improved real-time decision making for the redirection of assets. Meanwhile, Tractor/Trailer ID remotely identifies a tractor that is hooked onto a trailer. Fleets can then ensure the correct tractor is picking up the correct trailer, the company says. The tractor information is communicated via SkyBitz's GLS system and displayed on an easy-to-use Web portal. For more information, visit www.skybitz.com. □

Meritor WABCO announces improvements to trailer stability system

By James Menzies

DETROIT, Mich. – Meritor WABCO has introduced an enhanced version of its Roll Stability Support (RSS) trailer stability system which the company says boasts more advanced features and added value.

RSSplus builds on the company's current offering but has been specifically engineered for the North American marketplace and offers increased functionality. The new system will be available through trailer OEMs late in the first quarter of 2008 and also as an aftermarket retrofit. Meritor WABCO currently has about 4,000 RSS units on the road today. The system detects when a rollover is imminent and takes preventive action, such as applying the necessary braking pressure to each

individual wheel-end.

"As pioneers of this significant technology, we are pleased to be bringing the next echelon of trailer stability capabilities to the marketplace at a more reasonable cost," said Jon Morrison, president and general manager of Meritor WABCO Vehicle Control Systems. "With the largest population of trailer stability systems in place today, this new system is the culmination of valuable customer feedback and the work of our industry-leading engineering teams."

While OEMs will ultimately set the price, the RSSplus system is expected to cost end-users between US\$700-\$900. But that includes the cost of the ABS system, Meritor WABCO representatives pointed

out. Retrofits will likely cost about US\$1,400-\$1,500, the company said, provided the trailer wheels are already equipped with ABS sensors.

The RSSplus stability system offers improved roll mitigation, according to officials.

It also offers simplified installation and advanced communications capabilities through on-board data recording. Events such as interventions, can be communicated via the Power Line Carrier (PLC) communications system.

RSSplus can now also be used on trailers with both spring and air-ride suspensions.

Troubleshooting is easier with the new system, thanks to the use of standardized SAE diagnostics. Standard blink codes can be used to

diagnose problems, and the system is compatible with Meritor WABCO's TOOLBOX software. The PLC capability allows the system to communicate with the driver via the truck's PLC display. Owners can also use telematics devices to communicate data. Some of the data that can now be shared include: suspension weight; tire pressures; and wheel-end temperatures.

The enhanced trailer stability system is well-suited for dry van, reefer, flatdeck, tanker, HazMat and B-train applications, the company announced.

It does not yet support long combination vehicle (LCV) configurations. RSSplus is backward-compatible so it can be easily retrofitted on a fleet's existing trailers. □

MISSING



Melanie Nadia Ethier
5441-S

D.O.B.: Dec 25, 1980

When Last seen:

Height: 5'5"

Weight: 120 lbs.

Eye Colour: Brown

Hair Colour: Black

Missing Since: Sep 29, 1996 **From:** New Liskeard, Ontario, Canada

Anyone with information please contact:

All Calls Confidential - No Name Required

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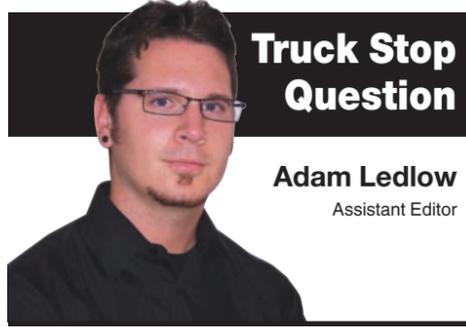
trucknews.com



BOWMANVILLE, Ont. – A well-publicized trucking accident can do more than just damage mere equipment. The reputation of the industry at large takes a hit each time an overturned tanker finds its way onto the six o'clock news. A surge in high-profile trucking accidents also increases the likelihood of in-depth reports by news agencies, like a recent three-part feature which aired on *Global TV*. In it, the reporter explored the failings of the industry's training standards after earning an A/Z licence within a matter of hours – with no highway experience and never having set foot in an actual big rig. Is the situation really that dire – and dangerous – or did the reporters happen to focus on a few bad eggs?

Truck West stopped by the Fifth Wheel Truck Stop in Bowmanville, Ont. to see if truckers think standards for training are in need of a serious tune-up.

Louis Leroux, a 37-year veteran



Truck Stop Question

Adam Ledlow
Assistant Editor

Do driver training standards need to be improved?



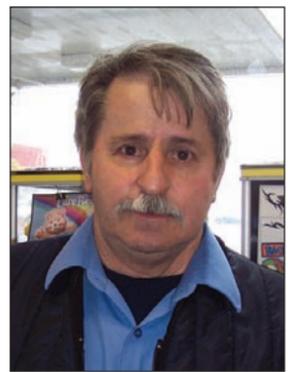
Louis Leroux

with Clarke Road Transport in Montreal, says that the standards themselves aren't necessarily the problem, but rather the lack of en-

forcement.

"You cannot make a driver out of a week or even three months (of training)," says the ex-driving instructor. "I believe in apprenticeship; to go as a trainee on the road for two, three, four months and they should never be put directly on the highway to start with. It's okay with a trainer, but after that, do city work for a couple of years and then gradually (move to highway driving)."

Claude Bolduc, a driver with RONA in Quebec, says the trainers are guilty of overlooking simple points



Claude Bolduc

when giving lessons. For example, Bolduc says that when most training schools take students on the road, the trailer is empty, which doesn't allow for a driver to develop "feel."

"When you drive unloaded and with a load it's not the same thing. It's not the same feeling – especially when you back up," he says.

Bolduc suggests that schools should send all drivers back for some level of training, if nothing else, to hone up on what rules have changed in recent years.



Jean-Claude Triudul

Montreal trucker **Jean-Claude Triudul** says not all training is created equal. In his native Quebec, Triudul says it takes Quebec drivers about a year to acquire their licence, while some Ontario schools have drivers on the road in just 60 hours. Besides the poor on-road habits he sees, Triudul says pushing for more intensive logbook training would benefit the industry as well.



Lorne Lynch

Lorne Lynch, a driver with Sunbury Transport out of Fredericton N.B., says the lack of "seat time" is one of the main problems with driver training today.

"When I took my course we had to go out on the bad roads...(and) the back roads," Lynch says. "A lot of them now just drive around the towns and cities, they don't really get out there."

Lynch says that a prolonged orientation with a new driver's employer would help ease the transition. However, Lynch says that teaching the basic fundamentals of driving is paramount to developing a well-rounded trucker, because a poorly trained driver can be a dangerous thing. "I've seen people out there that can't even back a truck up. I've had to get out of my truck and actually back a guy's truck up for him." □

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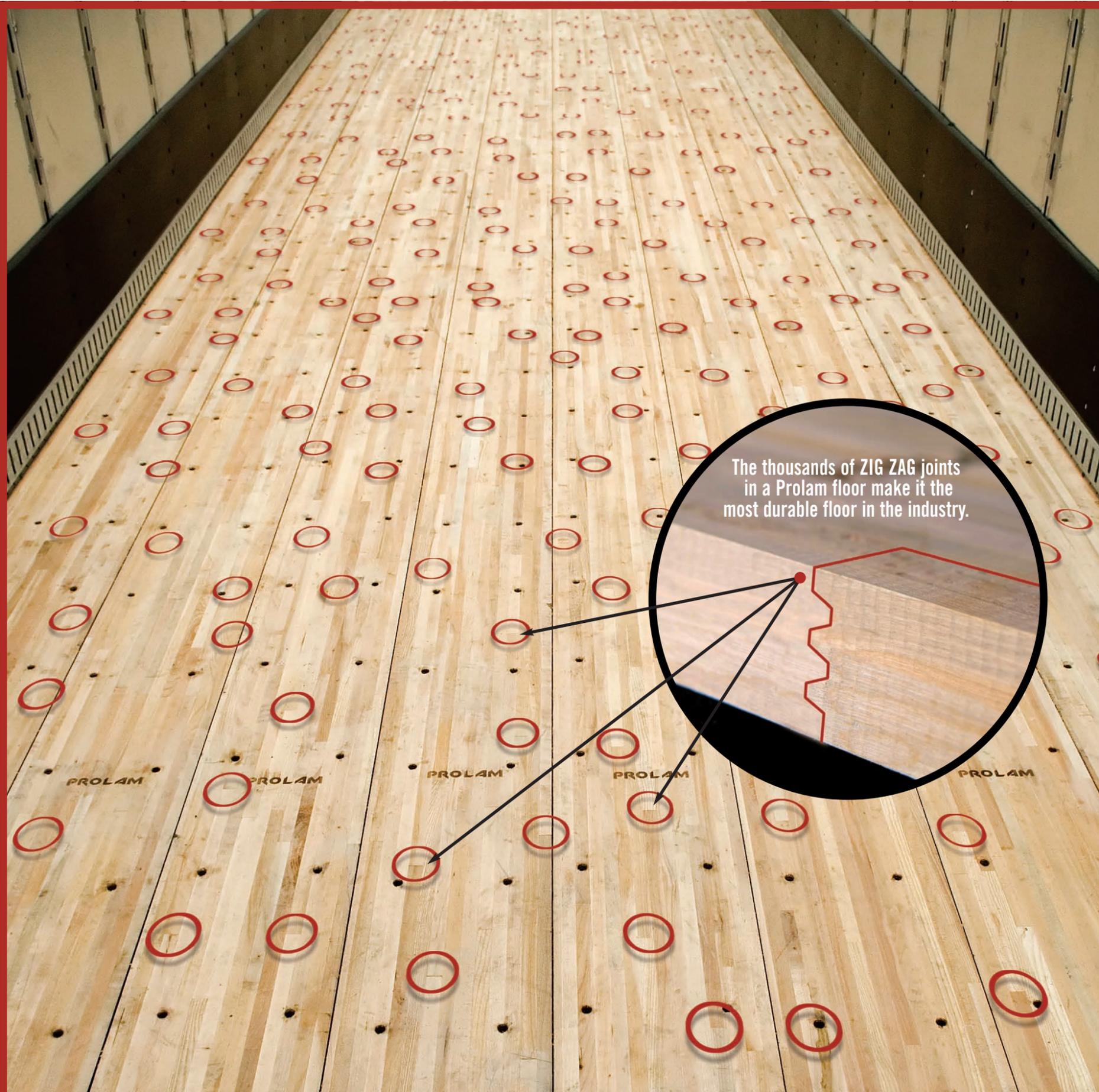


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