

TRUCK WEST

February 2009 Volume 20, Issue 2

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

More port pains?

Union says container truckers aren't receiving fair rates

By Jan Westell

VANCOUVER, B.C. – Truckers who haul freight to Port Metro Vancouver have announced that the union will hold a strike vote in an effort to win new contracts, according to the Vancouver Container Trucking Association-Canadian Auto Workers (VCTA-CAW) Local 2006.

More than 300 truck driver members of VCTA-CAW Local 2006, attended a recent union meeting in Surrey to discuss the lack of progress in reaching a new contract, according to the union, which also reports that the previous collective agreements expired on Dec. 31, 2008.

"This kind of support shows that our members understand that the only time the governments and port authorities listen, is when there is a serious threat to the operations at the port," said VCTA-CAW Local 2006 president Paul Johal. "We need to see a moratorium on company-owned trucks entering the ports, and the agreed-upon rates paid by all the

Continued on page 6



A NEW RECORD: Despite an economic slowdown and a freight recession, organizers say the trucking industry dug deep this year and provided a record three trailers full of food during the 18 Wheels of Christmas campaign.

Photo by David Benjatschek

That's the spirit, Alberta!

Three trailers collected during this year's campaign

By Jan Westell

EDMONTON, Alta. – For the past six years, the 18 Wheels of Christmas campaign has generously delivered food and personal goods for those in need. It was a charitable organization first started by the staff and

sole sponsor, Rosenau Transport, and subsequently joined by additional sponsors from the trucking industry, including Ocean Trailer, First Truck Centre, and Thermo King in 2007.

This year's campaign was considered a resounding success,

according to Colleen Nickel, coordinator for the 2008 donation and delivery campaign, which is based out of Rosenau Transport, at both the Calgary and Edmonton branches. It was a generous charitable idea that was

Continued on page 5

On the road with the LoneStar

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Mark Dalton O/O



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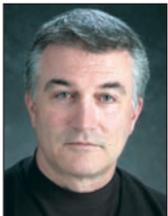
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Too many hoops in Ontario's GCV program

Let me declare February official 'Beat up on Government Month.'

After reading the columns from Lou Smyrlis, Bruce Richards and Joanne Ritchie, which collectively heaped some much-deserved criticism on the MTO after a scathing report from Ontario's Auditor General, I was hesitant to pile on. But I simply must – although, I'll take aim at an altogether different target.

We gave considerable praise to an Ontario rebate program for 'green' commercial vehicles and anti-idling technologies when details emerged late last year. Ontario's Green Commercial Vehicle Program promised to refund up to a third of the cost of an APU or cab heater. (The bulk of the funding was earmarked for fleets to put towards the purchase of alternative fuel-powered, low-emission vehicles).

But while the premise of the funding program is laudable, it appears the execution is laughable. I've been hearing from owner/operators who have been stymied for a multitude of reasons, as they've attempted to take advantage of the program.

For starters, owner/operators must run 20% of their annual kilometres in Ontario in order to qualify for the funding. Right there, the program excludes the majority of southern Ontario-based operators who primarily run longhaul southbound into the US.

Those who haul locally, or west-bound through Northern Ontario, stand a better chance at qualifying for the funding.

However, it's not slam dunk for those operators either. One owner/operator who does a regular run between Toronto and Vancouver through Northern

Editorial Comment

James Menzies



Ontario called me to complain his application was rejected because his vehicle was a pre-2006 model year tractor.

Sure enough, a look at the fine print reveals the following eligibility requirements: 'For applications submitted between Nov. 28 2008 and Jan. 31, 2009, be a 2006 model year and onwards; For applications submitted after Feb. 1, 2009 be a 2007 model year and onwards, and be a 2010 model year or onwards if an application is submitted in 2010.'

While idling late model trucks is still wasteful, idling an 07 model year or newer tractor doesn't churn out nearly as much pollution as older vehicles.

The advent of particular traps coincided with 07 model year tractors and by 2010, Class 8 vehicles will be essentially smog-free.

While using anti-idling systems to limit idle-time still has merit, it's more of an economical consideration than an environmental one as we begin operating cleaner and

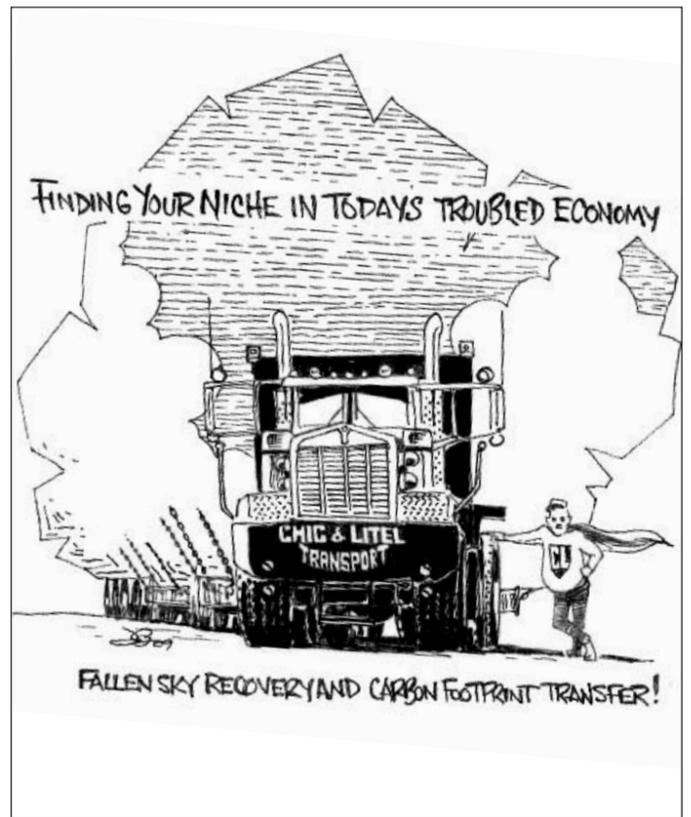
greener vehicles.

But isn't this an environmental program, with environmental objectives? Why then, are older model trucks – the biggest polluters – excluded from the program?

I hope that some of you fit into the province's narrow window of eligibility and will be able to take advantage of the Green Commercial Vehicle Program. But I fear the restrictions will rule out the vast majority of interested owner/operators and that the funding will be for naught.

I hope the province proves me wrong, and that the full allocation of funds finds its way to deserving candidates. □

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



AG report: It's beyond me

Garbage in; garbage out is a well-worn phrase in IT circles to describe the effectiveness of decisions based on inaccurate or incomplete data.

And although it may seem harsh to apply this to Ontario's Commercial Vehicle Operator's Registration (CVOR) program, I can't help but think that when you boil it down that's the message delivered by the recent audit of the province's monitoring and enforcement systems and procedures.

I worry that I'm being too hard on Ontario's Ministry of Transportation because the province has managed to slash by 10% the collision rate for commercial vehicles between 1995 and 2004 despite the fact commercial vehicle traffic over this 10-year period actually increased by 32%.

That accomplishment can't be ignored.

But how else to explain the serious faults the audit has found in the ministry's CVOR system?

As you know, the ministry uses the CVOR system to track the operator safety records and be able to identify and deal with those, who for some reason or other, are

Viewpoint

Lou Smyrlis
Editorial Director



taking unacceptable risks. These are the operators that give the entire industry a black eye and need to be dealt with.

But the audit found that the ministry is getting considerably less than a complete picture of the people operating commercial vehicles in the province.

Operators must register for one CVOR certificate that covers all the vehicles in their business.

They also currently register each of their commercial vehicles separately through the province's Private Issuing Network offices, the same offices that register all other Ontario drivers and vehicles.

Yet the audit found that – inexplicably – there is no requirement for PIN staff to ensure that owners of commercial vehicles have valid CVOR certificates when they register their vehicles.

The audit found 1,600 cases where owners of commercial vehi-

cles had registered their commercial vehicles with the ministry but did not have a CVOR certificate.

In fact, there is no ministry process for determining if the owner is actually operating a business and should have a CVOR certificate.

Of course, if a commercial vehicle is involved in an event, such as a collision, conviction or roadside inspection and the operator is found to not have a CVOR record, ministry staff will instruct the operator to register for one.

The audit found 20,600 such unregistered operators as of December 2007 yet noted that little follow-up is being done to make sure the operator actually bothers to follow through with the demand to register.

In fact of the 2,900 unregistered operators who had been charged between 2003 and 2007, 775 remained unregistered by the time of the audit.

How can a ministry whose stated objective is to reduce the commercial vehicle fatality rate by 20% by 2010 have allowed such glaring loopholes that jeopardize safety to exist? It's beyond me. □

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

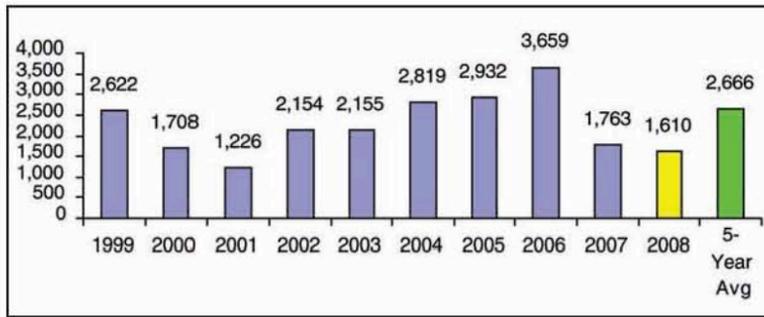
CLASS 8 TRUCK SALES TRENDS

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Monthly Class 8 Sales - Nov 08

OEM	This Month	Last Year
Freightliner	336	279
Kenworth	228	295
Mack	106	147
International	382	359
Peterbilt	120	221
Sterling	128	165
Volvo	227	165
Western Star	83	132
TOTALS	1,610	1,763

Historical Comparison - November 08 Sales



Motor Vehicle Production to Jan 08

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

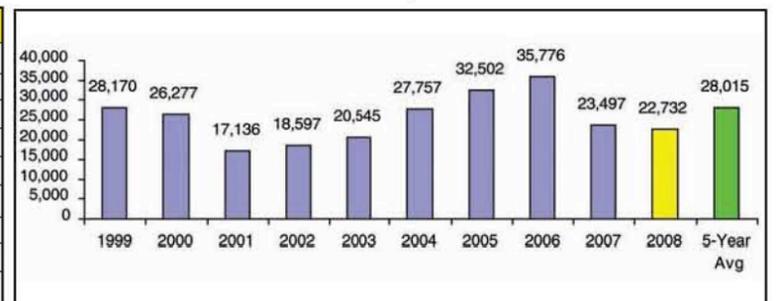
There were just 1,610 Class 8 trucks sold in Canada this November, a considerable but not unexpected drop from previous months. November sales numbers are typically low. However, this November sales totals dipped even below last year's modest totals and were more than 1,000 units off the five-year average. (It should be noted that five-year average includes the industry's peak years of 2004 to 2006.) This year's November sales were the second worst since 1999. In this roller coaster type of year, sales started off quietly in the first quarter, rebounding in March, climbing above 2,000 units. April's sales were higher than last year's, May's were not far off last year's pace and June's and July's were slightly better than last year's while September's numbers were encouraging. However, we doubted that pace could be sustained into the final quarter and it was not.

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

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

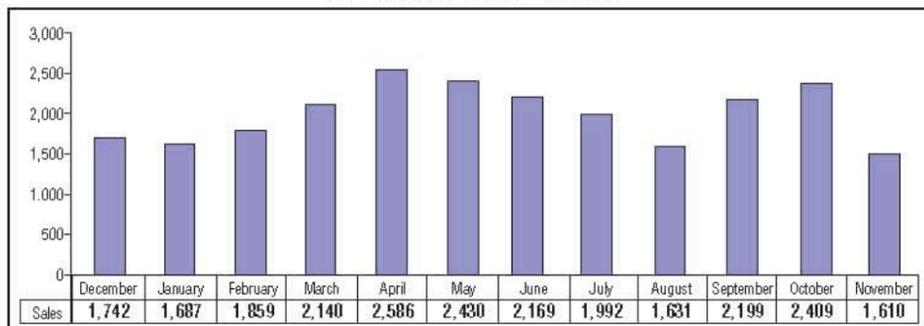
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	303	751	229	176	1,736	679	298	113	0	17	4,302
Kenworth	450	1,131	198	149	704	681	39	62	0	0	3,601
Mack	129	222	123	176	624	187	42	39	0	0	1,542
International	235	818	86	339	2,514	1,307	201	100	7	129	5,736
Peterbilt	218	724	277	129	480	299	128	47	0	0	2,302
Sterling	192	303	107	53	709	461	33	61	0	12	1,931
Volvo	139	257	148	284	885	343	67	66	0	10	2,199
Western Star	171	354	39	24	285	148	59	35	0	4	1,119
TOTALS	1,837	4,747	1,207	1,330	7,937	4,105	967	523	7	172	22,732

Historical Comparison - YTD



Class 8 truck sales year-to-date stand at 22,732, which is about 800 units off last year's admittedly slow pace and about 5,000 units off the 5-year average for Canada. Despite an improvement in sales starting in the spring, and surprisingly strong numbers in September and October, the market overall has not been able to overcome its slow start this year and 2008 will go out the way it came in - with a whimper. In total, 2008 is ranking as the fourth worst sales year of the past decade. The pre-buy strategy employed by many fleets is having its expected effect and the spent North American economy poses too high a hurdle for those hoping for any pickup in sales for the close of the fourth quarter.

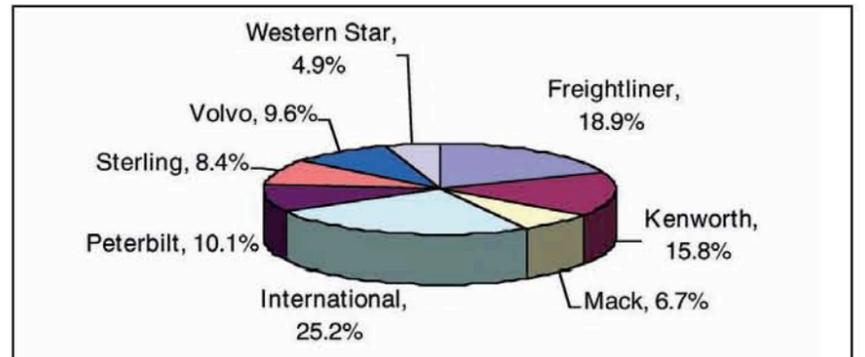
12 - Month Sales Trends



Trucks sales rebounded in September and October, coming in well above 2,000 units sold for each month. This followed sub-par numbers for July and August. But, as expected, that rally could not be sustained in the face of such dire outlooks for the North American economy in many regions and November marked a significant drop. December, historically a slow month, will likely follow suit. The combination of the latest drop off in sales, the slowdown in August and July and the slow start to sales back in the first quarter makes it highly unlikely for truck sales to top last year's modest totals. The 2,586 Class 8 trucks sold in April marked the strongest sales so far this year with May's 2,430 trucks sold the second best. The 2,409 trucks sold in October marked the third-best performance of the year.

Source: Canadian Motor Vehicle Manufacturers Association

Market Share Class 8 YTD



Front-runner International continues to widen the market share gap between itself and rival and one-time front runner Freightliner. International, which wrestled the market share lead from Freightliner last year, jumped out of the starting blocks with a lead in the first quarter, capturing about 22% of sales. With very strong second and third quarter showings, International added to that lead and now, with one month left to report, controls more than a quarter of the market with Freightliner falling back to 18.9% and Kenworth to 15.8%. Peterbilt is the only other truck manufacturer with a market share greater than 10%.

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Charity

18 Wheels of Christmas campaign picks up steam

Continued from page 1

first initiated by Calgary terminal manager Dale Hart, in 2002.

"She was just thinking of some way for the global transportation industry to come together," says Nickel, present coordinator of the seasonal 18 Wheels of Christmas campaign. "It was a concept that came to her, about a way for the industry to give back as one."

While transport partners have generously come on-board to deliver food to various food banks in the Edmonton and Calgary areas, Nickel reports that other volunteers on the committee sought financial and food donations by challenging other transportation-related companies.

From the funds collected, the volunteers are guided by the food banks, as to what to select for Christmas delivery. Along with general food items, the 18 Wheels of Christmas campaign typically concentrates on the purchase of baby food.

"Baby food is often overlooked," says Nickel. "The biggest need is with families."

This year's call for donations was generous, with approximately \$15,000 to \$20,000 in financial support.

Combined with the value of the food, Nickel estimates that approximately \$250,000 was collected for the overall two-city trans-

port campaign. Two trailers – a 48- and 53-footer – were filled with goods in Edmonton, and a 53-foot trailer was delivered to the Calgary Food Bank. This three-trailer total was considered a record-breaker by organizers. "We're very pleased," says Nickel.

Apart from the food banks, the same 18 Wheels of Christmas campaign delivered three skids of personal toiletries to the Mustard Seed Shelter in the Calgary

Foothills Industrial Park.

The campaign also assisted in a Calgary "Toyurkey Drive," which was an appeal for donations, whether it be frozen turkeys or toys – a separate charity event sponsored by the Mustard Seed Shelter and the radio station Vibe 98.5.

This initiative collected 48 turkeys for those less fortunate, which were delivered in food hampers before Christmas, according

to Nickel.

The seasonal volunteer campaign officially kicks off in October, but Nickel says ideas are discussed throughout the year.

The 20-member organizational committee includes support staff, as well as warehouse, dock workers and mechanics.

Organizing a charitable event amongst committed employees promotes strong company morale and generosity, according to Nickel.

"Giving always seems to raise the spirit" she says.

Nickel reports that Lloydminster's 18 Wheels of Christmas campaign is also making strides, notably through a partnership with The Christmas Convoy which successfully served the midwestern section of Alberta.

The coordinator also gives huge credit to this year's Edmonton effort, via Ken Rosenau, Jodi Manning and Justin Fillier.

Nickel encourages supporters to view final tallies and a list of sponsors, which will be displayed on the 18 Wheels of Christmas blog at: www.rosenau.org.

"This is where you will be able to read all the donors from this year, our 'aha' moments, and the route travelled throughout Alberta. Watch for the trailer when it is in your area, with your name decaled on the sides." □

Saskatchewan truckers also in a giving mood

REGINA, Sask. – The Saskatchewan Trucking Association (STA) made a substantial contribution to the Regina and District Food Bank over the Christmas holidays.

The STA donated approximately \$3,000 worth of food to kick off the seventh annual Food for Friends event – a 12-hour radio and television marathon that aired on 94.5 Jack FM and Access Communications' Channel 7.

"In terms of community needs, we really enjoy backing these kinds of projects," said Al Rosseker, executive director of the STA, who spoke to the *Regina Leader-Post*. "These are tough times for a lot of people and we have to make sure the shelves are stocked and the food bank doesn't run short for the winter season."

This is the second year the STA has also offered to pick up and deliver food donations to the Regina and District Food Bank at no cost. Last year alone the Food for Friends event raised more than \$36,000 and 5,000 lbs of food. Wayne Hellquist, CEO of the Regina & District Food Bank, said that demand increases dramatically during the winter months and not much is left for the springtime.

"We're really looking for the corporate community to come forward not only with food donations but also with cash donations to help us ensure that none in our community goes hungry," he said. □

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Container haulers say they're getting a raw deal

Union says a strike is possible at port

Continued from page 1

companies," added Johal, whose union represents more than 750 truckers hauling freight to and from the port.

The union states that it has discussed its concerns with representatives of the Ministry of Transportation, which investigates companies that do not pay agreed-upon rates, according to Paul Uppal, VCTA-CAW Local 2006 business agent.

"There needs to be more investigation and stiffer penalties, to those who undercut the system," he added. "Currently when a company is caught undercutting, the penalty is to pay back what is owed to the drivers for the three months that is audited. If a company has been undercutting for a year or more, it is just the cost of doing business. We need penalties that include the suspension of port access. Of the 40 companies that have been audited, 23 have not been paying the proper rates, (yet) none have had their port licences suspended."

Members have complained about undercutting, wait times, and lack of work available as the result of the port issuing too many licences, according to Hemi Mitic, assistant to the CAW national president. "The vote speaks loud and clear. Our members are not

prepared to stand by and watch their livelihood destroyed without a fight. No one wants to see a strike by owner/operators at the port, but these outstanding issues have to be resolved before any collective agreements are signed."

The union states that it will be working to find a solution to the licensing issue and enforcement problems. Failing that, a strike vote will be held and a strike deadline established before the end of January.

The B.C. Trucking Association doesn't take a position on labour disputes, but president and CEO Paul Landry did indicate that he is not in favour of any labour disruption at the port. He is also opposed to any negative actions that may be taken against other owner/operators that aren't involved in the dispute. "We believe everybody has the right to work," he said.

Considering the current economic uncertainty, Landry is also concerned about the negative impact the labour dispute could have on the port's reputation.

"We don't need the port's reputation harmed in terms of our customers," he said. "This is not a good time to send a message that Port Metro Vancouver is unstable."

Port Metro Vancouver's vice-



NOT HAPPY: Unionized container haulers at the Port of Vancouver say they may go on strike if agreed-upon rates aren't paid. Photo by Jan Westell

president of business development, Peter Xotta, says the port has already responded to the union's threat of labour actions, earlier in December when the CAW held a rally.

"We said at that time that we felt that any disruption to the port's business is something that we cannot afford," Xotta said.

"We urge the parties to this discussion to find a way to resolve or move forward in their deliberations. We have had a fairly stable trucking system at the port since we instituted the licensing system

in 2005."

Xotta added that discussions are "ongoing" between the employer group and the union representing the owner/operators.

"So from our perspective, we're hopeful that those discussions carry on and they reach a successful outcome."

Port Metro Vancouver is not under the impression that there will be an imminent disruption caused by the union. "At least that's the message that we are getting," added Xotta. "We're watching it closely." □

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B.C. safety corridor initiative delivers results

By Jan Westell

CHILLIWACK, B.C. – It is one of the most scenic highways in Canada, and spans a spectacular 192 kilometres. The Fraser Canyon, otherwise known as Highway 1 – or the Trans-Canada Highway – follows the Fraser and Thompson Rivers from Hope to Spences Bridge.

This narrow highway built on the edge of a mountain, requires a perceptible response to challenging road conditions, including steep hills and tight curves, a scenario that gets even more treacherous in winter. It's not an ideal terrain for commercial trucking, especially for drivers who are used to the flat, wide open spaces of the prairies.

At one time, the Fraser Canyon had the highest number of truck-related incidents in the province, resulting in serious injury and fatality. Frequent trucking incidents in the Fraser Canyon caused provincial agencies to take notice.

To initially address the problem, the Fraser Canyon Traffic Safety Committee was formed in 1997, to act as an advisory group to deal with safe transportation along the corridor. As a result, this group discovered that the most significant cause of serious and fatal collisions was aggressive driving and speed. Subsequently, the Fraser Canyon Watch program was established in 2000, which was modeled after other successful "record and report" programs in B.C. The program developed partnerships with police, local and provincial governments, the Insurance Corporation of B.C. (ICBC), businesses and local communities.

Early in 2004, the committee noted an increase in the crash rate, and created the Fraser Canyon Truck Crash Review Committee (FCTCRC) to review a statistical timeline of serious injury and fatality-related accidents in the canyon, that was directly related to truck incidents.

"The collisions with commercial vehicles involved had gone up," explains Mike Weightman, road safety coordinator, ICBC Lower Mainland Region, (Agassiz, Harrison Hot Springs, Chilliwack, Hope and Boston Bar), who adds that 40% of the 3,000 vehicles a day that travelled the corridor were commercial vehicles.

The new FCTCRC committee discovered that the majority of truck accidents shared similar traits: the trucks were fully loaded with finished lumber products, headed southbound, and speeding. It was a lethal combination according to Weightman.

"When you've got that combination of fully loaded; southbound; downhill; entering into the curves; (and) if they're not doing the advisory speeds – you're in terrific trouble. And that's what was happening. They were too fast into the curves and the rollover threshold is very minimal."

Based on a 'three-E' approach (engineering, education and enforcement) Weightman indicates that various actions were taken by the FCTSC and the review committee, to make the highway safer. ICBC funded shoulder rumble



IT'S WORKING: B.C. safety program is reaping some rewards.

strips, and other road improvements including roadside delineation, roadside barricades, and overhead rollover signs. The RCMP increased enforcement, focusing on speed and aggressive driving in critical areas with a collision history. The Commercial Vehicle Safety and Enforcement Branch scheduled more vehicle safety checks. The Ministry of Transportation and Highways (MoTH) improved advisory signs, and upgraded the road. WorkSafeBC coordinated an awareness and education campaign.

However, Weightman credits police enforcement as the most successful initiative.

"We knew where the collisions were occurring, so the police from both regions made a commitment to be in the right place at the right time, to get the vehicles slowed down before they got to those critical curves in the highway," says Weightman, of incidents that were localized in two areas. "It seemed like all the fatalities were south of Boston Bar and all the injuries were in the north end of the canyon, like Cache Creek to the Lytton area."

Canada's official first truck safety corridor was considered initially successful, but the program remains "enforcement-reliant," according to the ICBC road safety coordinator.

"We had massive reductions, but then it started to go up again. We

went from 2004-2006 with no commercial vehicle-involved fatalities, and the lowest year for injuries came in 2005. Then it started going up in 2006, and 2007 had a big increase – just a couple of fatalities, but still I monitor them pretty closely. We had one fatal in 2006 and two in 2007."

The greatest impression on the trucking industry, according to Weightman, is what he refers to as the "deterrent factor," or visible enforcement officials posted along the safety corridor, a strategy that has to be continually promoted amongst the enforcement agencies that patrol the area.

"It's not self-sufficient and somebody has to keep monitoring it."

The long-term plan is to use the canyon as a model for other truck safety corridors in the province, according to WorkSafeBC, which believes that implementing initiatives such as this will have a direct impact on reducing serious injuries and deaths for all B.C. highways.

The partnership has already identified other routes for safety improvements similar to those implemented on the Fraser Canyon, one being the Hope-Princeton route, or Hwy. 3.

It's not necessarily a commercial route, but it's a popular recreational destination in the summer months, a roadway that suffers from similar topography, although not to the same

degree as the Fraser Canyon.

"Speed was over-represented at the curves in the road, and so we looked at the injury and fatal crash rate, and again we invested in a partnership with (MoTH) to improve the highway at certain locations, and the police committed to the enforcement at the key times," says Weightman. "With that type of emphasis, we were able to reduce the fatal and injury crash rate in that corridor, as well."

Weightman has discussed the potential for safety corridors with other groups, such as the truck crash safety groups in Williams Lake.

While areas from the Fraser Canyon suffer from extreme weather conditions, it's not the rain, the fog, or winter snow and ice that caused the greatest number of incidents that result in injuries or fatalities, for truck drivers.

"The data showed us that clear dry days are when most of that was happening," says Weightman, who attributes it to aggressive driving on a clear day as well as frustration over delays caused by highway construction. "People are pushing the envelope," he says of a time constraint that can cause drivers to become impatient, especially when a delivery deadline is held up by rock scaling, repaving, and other summer road work.

"So if there is a 10-, 30-, 40-minute delay, well these guys are on the clock to try and get their stuff to the depot in Vancouver, and that's when they're pushing the envelope, and they feel more confident on the dry roads."

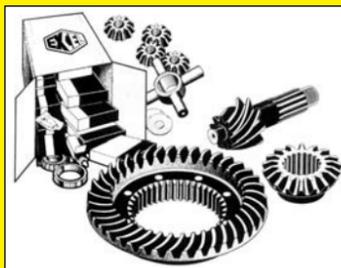
Now that the Coquihalla Highway toll has been removed by the provincial government in the last few months, Weightman indicates that commercial truck traffic volume has increased. But whether the Fraser Canyon commercial truck traffic has decreased, due to truckers favouring the more direct Coquihalla Highway, Weightman couldn't say at this point. □

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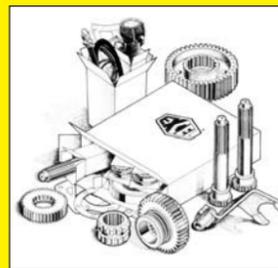
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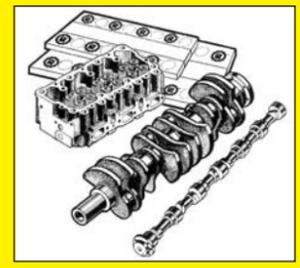
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Border

Trucks now the favoured way to import drugs: Report

SURREY, B.C. – Almost 500 kg of cocaine has been seized this year from commercial trucks at the Pacific Highway border crossing alone, according to a story in the *Vancouver Province*.

The story also states that the Canada Border Service Agency (CBSA) reports that airports are no longer the main point of entry for drug smuggling – instead land ports of entry are primarily being used.

In two separate incidents in just four days last month, the CBSA stopped 218 kg of cocaine at the truck crossing. The street value of the cocaine is almost \$30 million. The drug busts follow an internal CBSA report that called B.C.'s land border crossings a major hub for cocaine importation, mostly by commercial truck.

The October 2007 CBSA report states that the amount of cocaine seized at B.C.'s land borders has tripled in the past few years. Most recently, on Dec. 20, 121 kg of cocaine was found in a false compartment in a commercial truck entering Canada. A 65-year-old Vancouver man was arrested and released while RCMP investigates. More recently, on Dec. 24, 97 kg of cocaine was discovered in a B.C.-registered tractor-trailer. The drugs were in a load of bananas being trucked from California to Vancouver. A 26-year-old Delta resident is under investigation.

Shakila Manzoor of the CBSA told the *Province* that the two busts are unrelated and the result of routine examinations. No charges have been laid. Police have said it's likely cocaine brought to B.C. is distributed elsewhere in Canada and beyond. Manzoor couldn't say where the drugs most recently seized were to wind up. "All we can say is that they didn't make it on to the streets," she said. "That's the important part."

The CBSA report states that smuggling cocaine in commercial tractor-trailer units has replaced using aircraft via the Toronto airport as the most common smuggling method. In 2002, the report said 70% of the cocaine seized in Canada was found at airports. Now less than 25% is found at airports. The *Province* states that it reported last year that the number of vehicle-based drug seizures in the Pacific region had jumped 51% since 2001.

Drug seizures from commercial trucks "happen too frequently from the industry's perspective," said Paul Landry, president of the B.C. Trucking Association. "It does give the trucking industry a black eye. If somebody reads about this . . . they don't think of all the circumstances under which those drugs could find their way into a truck," added Landry, who noted that drivers can unknowingly be hired to haul a container with drugs inside.

When trucking companies or drivers have been found guilty of smuggling drugs, Landry said, it's been clear they were in the drug business first, and not the trucking industry. Criminal Intelligence Service Canada's 2008 report on organized crime called B.C. a major centre of criminal operations, along with southern Ontario and Montreal. The report said: "Many organized crime groups have the capability to exploit international borders. International linkages maintained by several groups ensure that supply and distribution chains for several commodities remain strong."

Also at the Surrey truck crossing this year, 67 kg of cocaine was found on Jan. 22 in the sleeper of a commercial truck.

On Feb. 2, 151.7 kg of cocaine was found in a truckload of celery and, on Aug. 27, 42.9 kg was found in the sleeping area of a truck. □

US industry forecast downgraded

WASHINGTON, D.C. – Industry forecaster FTR Associates, has once again downgraded its outlook for the trucking industry heading into 2009. The respected trucking industry forecaster issued an update recently, warning the "2009 forecast continues to deteriorate. Latest data points to a bad recession with powerful trucking implications."

The warning coincided with the release of FTR Associates' latest market forecast. Highlights – or lowlights – of the forecast suggest the US is in for four full quarters of economic shrinkage, indicative of a full-

blown recession rivaling that of the early 80s. The current quarter will show a 4% GDP reduction, according to the forecast.

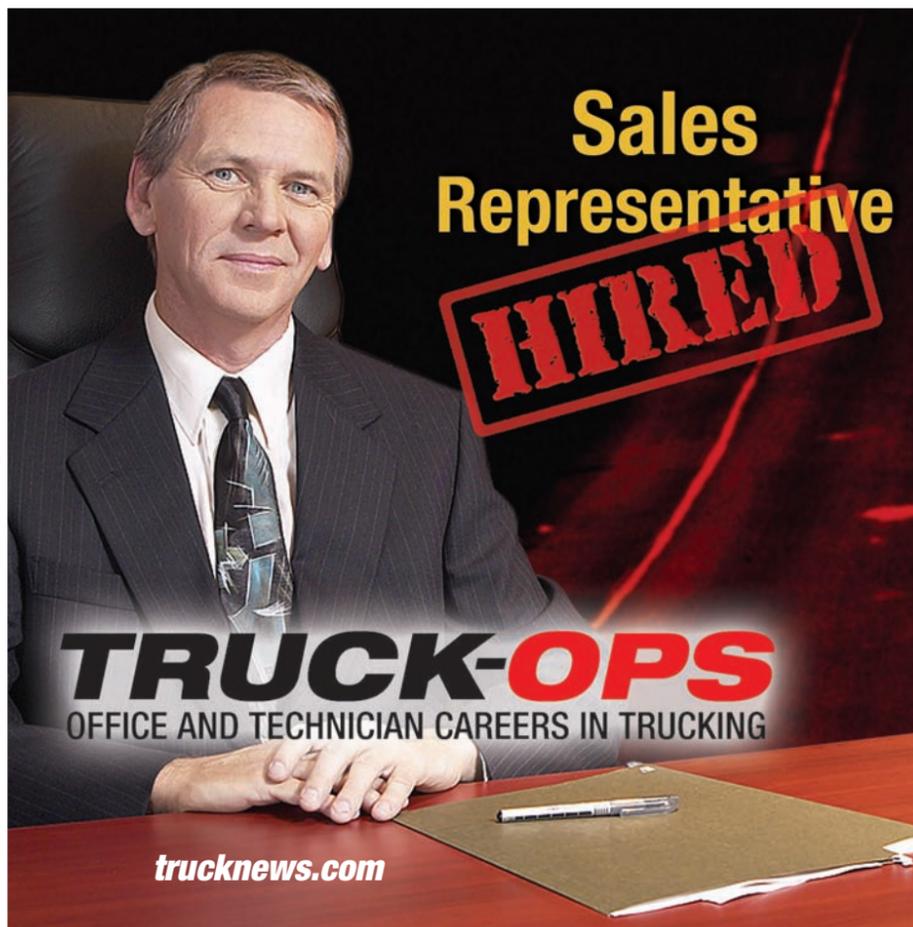
In the event of a "1982-like recession" tonnage would drop 10% year-over-year, according to FTR Associates. Trucking margins would also decrease, as would equipment purchases. There could be 200,000 trucks in excess capacity, which would drive capacity utilization down to a level not seen in more than 10 years.

To order the full reports, visit www.ftrassociates.net. □

US truck tonnage inches upwards

ARLINGTON, Va. – US truck tonnage increased 1.7% in November, increasing over the previous month for the first time since June. The American Trucking Associations, which tracks the data, says truck tonnage contracted 6.3% between June and October. October's tonnage was the lowest in five years. November's tonnage was 1.8% lower than November 2007, marking the second straight year-over-year decrease. But despite the uptick in November, the ATA is not throwing any parties.

"Don't let November's increase in the seasonally adjusted index fool you," said ATA chief economist, Bob Costello. "Freight volumes were down substantially before any seasonality is taken out of the data." □



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Missing since: January 23, 2005

Missing from: Farnham, QC

Height: 5' 4"

Weight: 115 lbs.

Eye Colour: Blue/Green

Characteristics: Several piercings – both ears, her navel and just below her bottom lip. She was last seen wearing jeans with fur on the bottom, a beige camisole, a jean vest with fur sleeves, a black coat with a fur hood, a white scarf, pink gloves and a beige vinyl purse with a blue star on the side.

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

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Ontario

The show will go on

Fergus Truck Show resolves land issues, announces headliner

FERGUS, Ont. – It's on a slightly smaller overall site, but the organizers of the Fergus Truck Show say they are thrilled to announce that the event will continue at the same location, with the main show being held at the Centre Wellington Sportsplex.

Peripheral show activities will be held on land located south of the main show, after negotiations for a lease were secured between the landowner and Fergus Truck Show organizers.

"While we will need to do a very small amount of downsizing, the show will go on," said Wayne Billings, the show's chief operations officer.

He says organizers are very appreciative of the various groups that offered land to hold the event, when it appeared that negotiations to keep the show at its current site had fallen through.

Billings mentioned the Grand River Agricultural Society, the Orangeville Agricultural Society, and the Guelph Lake Conservation Area, as among the groups that showed support for keeping the show at Centre Wellington.

"Fergus is where the show started. The residents have been so supportive of our event. It's wonderful knowing the Fergus Truck Show is staying home."

In addition to retaining the site, the Fergus Truck Show will also be expanded from three days to four, July 23-26.

On opening day, there will be a truck and tractor pull, along with an extended evening of entertainment. The musical headliner is Canadian Country Music Association award winner, and Canada's only female member of Nashville's Grand Ole Opry, Terri Clark.

"We are currently in contract negotiations with five more top Canadian country and classic rock acts and will be making those announcements in the upcoming weeks," said Billings.

Robertson's Amusements will also provide midway rides free-of-charge, according to Billings. "Your ticket to the show is all you need to ride the midway, for as long as you please throughout the weekend," he said.

Truck West will once again present its Owner/Operator of the Year award at the show, sponsored by Freightliner, Goodyear and Castrol. For more information on the award including how to enter, please refer to our advertisement on page 2 of this issue. Limited tickets for the Terri Clark concert, camping sites, as well as weekend passes and daily show tickets for the Fergus show are now available online at www.fergustruckshow.com. □



A NEW DEAL: Truck fanatics of all ages will be relieved to hear the Fergus Truck Show has struck a new deal with a local landowner to ensure the show remains in Fergus. The show grounds will be slightly smaller, but an extra day of festivities has been added, according to organizers. Also new is a free midway, which should be a hit with the kids. Photo by Adam Leclow

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Infrastructure

Poised for growth

Western provinces bolster infrastructure to prepare for increased trade volumes

By Jan Westell

VANCOUVER, B.C. – Canada’s Pacific Gateway offers Asian shippers the most direct route between Asia and North America, thanks to B.C.’s “integrated, secure, reliable transportation network” consisting of world class airports, seaports, railways, roadways and border crossings.

That was the observation of Pacific Gateway Branch executive director, Lisa Gow, when she spoke at a recent Western Transportation Advisory Council (WESTAC) conference.

“B.C.’s ports are Asia’s closest ports of entry on the West Coast of North America – up to 58 hours closer than L.A. and Long Beach,” said Gow.

The executive director was one of four on a WESTAC panel that discussed surface freight, a discussion that included provincial transportation representatives from Alberta and Manitoba, as well as southern B.C.’s transportation authority, TransLink.

The Pacific Gateway’s targets for 2020 are ambitious, according to Gow, who predicts it will handle nine million TEU’s of container traffic (from 2.5 million in 2007); 95 million tonnes of bulk and break-bulk shipments (from 77 million in 2007); 28.4 million air passengers through YVR in 2007 (from 17.5 million in 2007); and 441,000 tonnes of air cargo (from 225,444 tonnes in 2007).

Pacific Gateway’s \$15 billion in project investments are intended to expand and enhance port, rail, road, and airport infrastructure, said Gow. About \$6.5 billion will be allocated to roads, bridges and overpasses while \$3.7 billion will

go towards port enhancements and \$2 billion for rail upgrades.

B.C. road infrastructure projects include a northern corridor, with upgrades planned for Hwy. 97, otherwise known as the “Cariboo Connector” (\$200 million federal/provincial funding over five years); improvements to Hwy. 16 from Silver to McBride (\$3.4 million federal/provincial funding); and resurfacing east of Terrace (\$10 million in B.C. funding).

Other Lower Mainland projects that are still in their early stages, but have successfully secured provincial/federal funding, include: a new Pitt River Bridge (\$198 million); the South Fraser Perimeter Road (\$1 billion); and a twin for the Port Mann Bridge on Hwy. 1 (\$1.5 billion).

Also benefitting from a successful federal/provincial partnership are: the Kicking Horse Canyon, a three-phase project (\$341.5 million); a Border Infrastructure Program (\$288 million); and upgrades to the Roberts Bank Rail Corridor (\$307 Million).

TransLink’s take

Another member of the WEST-AC panel and a prominent partner in the promotion of the B.C. Gateway is TransLink. Tom Prendergast, the new CEO of TransLink, has an impressive background, having worked for some of the most prominent transit systems in the world, including Chicago, New York, Long Island, and London, U.K.

He discussed the challenges of TransLink’s expansive service area, and offered a growth strategy that includes major upgrades



GOING HIGH-TECH: The rail network at Roberts Bank is slated to receive improvements and truckers will benefit from an RFID program there as well.

to the road network.

“In the coming 30 years we can expect 1.3 million more people and 600,000 more jobs in this region. Much of that growth will occur in southern and eastern communities,” he said of TransLink’s complex de-centralized growth challenge. “The plans we make to address this growth to keep the people, the goods, and the services moving require coordination with the B.C. government’s vision and the Metro Vancouver Regional Growth Strategy. Our 30-year strategy, Transport 2040, will be delivered in a series of rolling 10-year plans.”

TransLink’s ‘Transport 2040’ has a number of major infrastructure projects underway, one being the Golden Ears Bridge, a six-lane P3 project that will be tolled, connecting Langley with Maple Ridge. The bridge is expected to be complete by next summer at a cost of \$808 million.

“The Golden Ears Bridge and associated road network will be an economic boon to the communities it serves and provides an alternative to the Port Mann Bridge,” said Prendergast.

Major road construction is also underway, including the Fraser Highway widening (located in

Surrey) estimated to cost \$45 million, and the Coast Meridian Overpass (Port Coquitlam), estimated to cost \$60 million.

Still in the planning stages are the North Fraser Perimeter Road (New Westminster) estimated to cost \$60 million, and the Murray-Clarke connector (Port Moody), at an estimated cost of \$25 million. Other projects include the North Shore Trade Area Study, and the Pattullo Bridge Replacement (a Surrey/New Westminster connection), the latter of which is still having its transportation needs analyzed.

Prendergast noted that one of the most vital roles that TransLink plays in goods movements is to provide an alternative to driving, which includes public transit. He noted that ridership has risen by 38% in an eight-year period, alleviating road congestion.

Projects being considered for the future by TransLink, include plans to improve the efficiency of Lower Mainland Highways 91 and 99 for goods movement.

“We are looking at installing a roadside sign with real-time congestion information, to alert truckers to road conditions in time to choose an alternate route,” Prendergast said. “We’ve

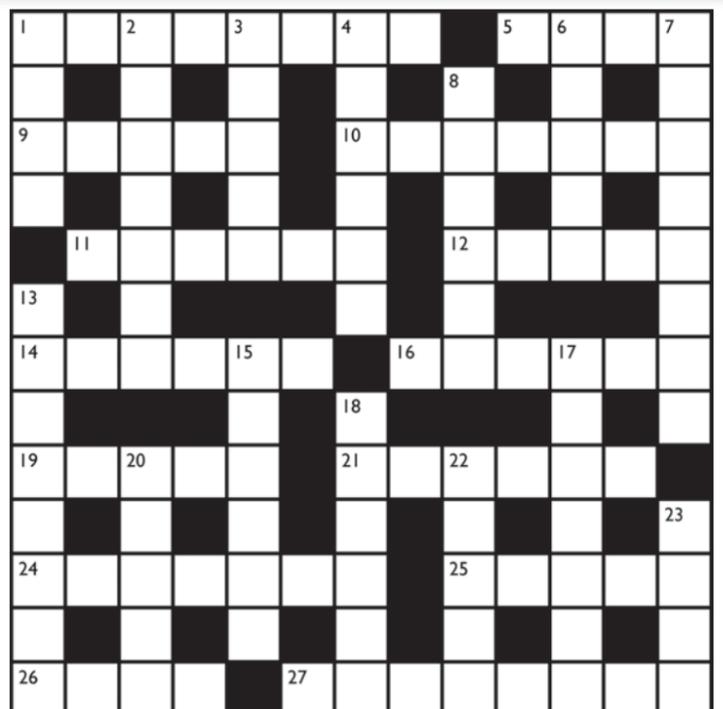
THIS MONTH'S CROSSWORD PUZZLE

Across

- 1. Convoy's last truck (4,4)
- 5. Driving compartments
- 9. Wallet attachment, perhaps
- 10. Brand on QC-made stainless-steel tankers
- 11. In-dash item
- 12. Road _____, Australian multi-trailer rig
- 14. Item in Purolator truck, perhaps
- 16. Nasty buildup in badly-maintained engines
- 19. Certain thoroughfares
- 21. Goods moving under Customs supervision (2,4)
- 24. With 27-Across, equipment-hauling device
- 25. State with potato-promoting plates
- 26. Wheels' outer sections
- 27. See 24-Across clue (4,4)

Down

- 1. Catherine _____, Jeep-driving "Dukes of Hazzard" actress
- 2. Word on tour-group bus
- 3. Roadside greasy spoon
- 4. Non-standard item on new truck
- 6. Aluminum-wheel brand
- 7. Dodge and Freightliner cargo van
- 8. Ryder or Budget truck
- 13. O/O component
- 15. Ford's famous fifties failures
- 17. Cargo protection or support material
- 18. West Coast item
- 20. Truck back-up warning
- 22. Goodyear's airborne icon
- 23. Loading and unloading platform



Answers on page 27

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been working with Port Metro Vancouver on a system to track trucks coming into Roberts Bank using a Radio Frequency Identification Device, so the port can handle the reservations system more efficiently and the trucking industry can save time and fuel costs while reducing unnecessary greenhouse gas emissions. An important part of this project is the construction of a staging area for trucks that can also be used for commercial enforcement and inspections.”

TransLink has contributed to improving the Roberts Bank Rail Corridor, in response to longer trains and the consequent impact on local communities. One initiative is the Integrated Regional Signal System (IRSS), which can show drivers when trains are coming so they can divert to other crossings, according to Prendergast. IRSS also allows municipalities to synchronize traffic signals within boundaries, coordinate traffic signals with other cities, and automatically trigger special timing plans to deal with traffic flows and rail crossings.

Alberta copes with rising population

Alberta has its own unique transportation challenges, according to another member of the WESTAC panel. Keir Packer, senior policy advisor for freight, Alberta Transportation and Trade, attributes a dramatic increase in Alberta's population, which grew by almost 23% between 1997 and 2007, for the province's infrastructure challenge.

“The Premier's initiative to manage growth is to expand the capacity of Alberta's highway system to address growth pressures in order to efficiently move people and goods,” said Packer.

Packer discussed two major urban initiatives, one being the Calgary Ring Road project, which is well underway, with the northwest portion expected to open this fall. The northeast P3 portion is expected to be complete by near the end of the year.

A “function” plan is essentially complete for the southwest portion, he said, and south and west portion planning studies have been initiated and are expected to be complete this year. Construction scheduling is yet to be determined for both the southeast and southwest sections.

The other major urban initiative is the Edmonton Ring Road. The southwest and southeast portion are complete, and construction has begun on the northwest component, which will connect Hwy. 16 in Edmonton's west end to Manning Drive in the east end. Completion is expected in three years, according to Packer. “The goal is to have the ring road complete to freeway status by 2015.”

Packer also discussed continued spending in the area of Wood Buffalo-Fort McMurray, despite the recent economic downturn in oil sand development. “Oil sands spending is not over,” he confirmed. Twinning is underway on Hwy. 63 – from Hwy. 55 to Fort McMurray – at an estimated cost of about \$1 billion. Packer said



UPGRADES: Alberta says it will continue developing oil sand-related infrastructure, despite a slowdown in development.

the area is enjoying a record construction season, with \$192 million spent in 2008 for major projects and upgrades.

Alberta is also involved with the Asia-Pacific Gateway and Corridor initiative. Infrastructure upgrades to promote the gateway include the twinning of Hwy. 1 through the Banff and Yoho National Park, as well as upgrades to 41 Ave. in Edmonton, according to Packer.

The north-south trade corridor is also a major trade consideration for Alberta, with about 90% of the 1,170 km corridor now twinned.

Recent work includes twinning Hwy. 4 at Milk River, which includes new highway and railway bridges over the Milk River.

The project is expected to be completed this fall at an estimated cost of about \$60 million. Packer also indicated that there may be twinning from the Montana border to Beaverlodge, west of Grande Prairie, by 2011. “Alberta is working with other levels of government and partners to help develop an efficient and effective road, rail and air transportation system,” said Packer.

Manitoba's role as inland port

Manitoba also has unique transportation challenges and offerings. The province is considered to be in an ideal position in terms of both the Canadian and North American transportation network, according to the fourth member of the WESTAC panel, John Spacek, the assistant deputy minister (Transportation Policy and Motor Carrier Divisions) Manitoba Infrastructure and Transportation.

“Historically, our geographic location made Manitoba the western pivotal point in the rail and road network serving Canada and

major US markets,” he said.

“Manitoba offers a location where both in-transit and domestic cargoes can be processed and moved expeditiously to other continental destinations,” added Spacek, who also mentioned the merits of Manitoba's converging Class 1 rail assets, its Arctic deep water ports, and the national highway system network. “In all of this, Manitoba's highways are realizing some of the fastest truck growth in the country.”

Spacek also commented on Manitoba's international trade, with exports to the US accounting

for 72% of overall exports, a growth of almost 40% from 1998 to 2006, at a value in excess of \$8.3 billion.

But this is not just one-way trade, ac-

ording to the assistant deputy minister. “Manitoba also imported over \$10.5 billion in imports from the US last year. The US accounts for 80% of Manitoba's imported goods.”

While trade with China has increased almost 600% in the past five years, Manitoba's two-way trade with Minnesota is still double that of China, the province's second closest trading partner after the US. Despite the importance of ever-increasing Asia-Pacific trade, Spacek indicated that the majority of the trade moving through Manitoba is “rail-based in-transit traffic.”

“Over three-quarters of rail freight travels through Manitoba to and from other destinations. On the other hand, three-quarters of truck traffic in Manitoba is either inter-provincial or carrying Manitoba export and import goods, and it's growing substantially.”

For example, according to Spacek, annual two-way truck growth over the last five-year period at the Emerson/US border crossing has been 11.5% per year,

compared to 6% at the Windsor, Ont. crossing.

“Also, only 41% of the trade going through Emerson is Manitoba-based traffic, with the remainder from Alberta; (16% of the traffic) and Saskatchewan (42% of the cross-border traffic). Transport at the border crossing has also caught the attention of the US Department of Transportation, according to Spacek. The DOT Federal Highway Administration forecasts Emerson will reach 25 million tonnes by the year 2020, compared to Windsor, at 35 million tonnes by 2020.

“In fact, US congress and the FHWA have designated Emerson as priority corridor No. 23 out of 90 corridors that they have identified,” said Spacek. “In western Canada, only B.C. has a higher corridor rating at 19.”

Needless to say, border congestion is heavy, and unlike the Pacific Highway US border crossing in B.C., the trucks don't have a dedicated entry point, and truckers share the lane with every tourist and RV-travelling snowbird. Extreme situations have reported queues as long as a mile, and delays recorded on one Saturday were as high as 3.5 hours.

In some instances, frustrated truckers have been caught attempting to dodge the bottleneck by driving on the shoulder – a dire situation according to Spacek, who calls for federal assistance. “While recent attention has been to alleviate the bottlenecks on our west coast, the next consideration should be where the next tier of investment should be made to enhance efficiencies and alleviate emerging secondary bottlenecks.”

Otherwise, Manitoba is very enthusiastic about its new inland port, or “CentrePort Canada” with 20,000 acres of land ideally situated in Winnipeg, close to railway terminals and the airport. “Already \$262 million in public and private funds are committed, going forward for transportation infrastructure development, related to our gateway and this inland port,” said Spacek. □

‘Manitoba's highways are realizing some of the fastest truck growth in the country.’

John Spacek

Tax Talk

TFSA: A shelter for extra savings

Last month I wrote that RRSPs – Registered Retirement Savings Plans – are a great way to build a nest egg.

That's because the amount you contribute every year can be deducted from your earned income, and any income from investments in your RRSP will compound tax-free.

Starting this year there's a new option for setting money aside: the Tax-Free Savings Account (TFSA).

Like an RRSP, a TFSA is a government-registered account

Tax Talk

Scott Taylor



where you can hold cash, GICs, stocks, bonds, and so on. Unlike an RRSP, TFSA contributions are not tax-deductible. What makes this plan "tax-free" is that capital gains and other income from investments held within a TFSA are not taxed, even when the money

is withdrawn.

Any Canadian resident aged 18 or over with a valid social insurance number can open one. Considering the onslaught of ads to promote TFSA's, banks and other financial institutions are eager to help.

Tax-free growth

Think of a TFSA as a special savings account where you can deposit money and shelter the investment income.

There are no restrictions on when you have to withdraw the funds or how you should spend them.

Nor is there a tax penalty when you take money out.

A TFSA withdrawal won't affect your eligibility for income-tested benefits like the Working Income Tax Benefit, Old Age Security, Guaranteed Income Supplement (GIS), or Employment Insurance (EI) benefits.

You can also contribute to a TFSA for your spouse or adult kids.

Income attribution rules don't apply as they would with an RRSP.

If these tax rules seem liberal compared to an RRSP, remember that your TFSA deposits come from money that's already been taxed.

Only income from investments held within the account is tax-free.

The \$5,000 question

The most obvious limitation on TFSA's is the amount you're allowed to contribute each year: a flat \$5,000 starting in 2009 (over time, this will be adjusted for inflation in \$500 increments).

Given the state of personal savings in Canada, not a lot of people have an extra \$5,000 to sock away. Fortunately, you can carry forward any unused contribution room to future years, and any withdrawals can be put back in

the TFSA at a later date without reducing your contribution room. (The table shows how this might work).

The Canada Revenue Agency (CRA) will calculate your annual contribution limit on your notice of assessment, just like it displays your maximum RRSP contribution for the year.

As with RRSPs, contributions that exceed your TFSA limit will be taxed at 1% per month.

Worthwhile investments?

Because TFSA's are new, and there's so much hype about them, talk to your accountant or financial advisor about how this type of account can fit with your specific financial plan. Some points to consider:

- Can I use my TFSA for business expenses?

Yes. But because TFSA's are personal savings accounts, the strategy may be different for sole proprietors vs. incorporated owner/operators.

- Is this really the best use of \$5,000?

In today's world, a 3% return on a GIC will get you \$150, on which you'd owe \$35 in tax. You may be better off paying a lump sum on your mortgage or putting it into your RRSP where the tax relief is immediate.

On the other hand, if you have a personal savings account that you treat as a rainy day fund, a TFSA is a great alternative.

Same thing if you've maxed out on your RRSP and need another place to stash some money.

And while \$5,000 may not net you much today, five years down the road the interest would be more substantial – and the benefits of a TFSA would have more impact. □

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

ADD IT UP: Not everyone has the cash to top off a TFSA. Fortunately, your contribution room accumulates each year, and withdrawals made from your TFSA in the year will be added back to your TFSA contribution room at the beginning of the following year. For example:

2009 TFSA contribution limit: \$5,000
Scott's actual 2009 contribution: –\$2,000
Unused contribution room available for future years: \$3,000

In 2010, Scott withdraws \$1,000 from his TFSA
Unused contribution room from 2009: \$3,000
2010 annual TFSA contribution limit: + \$5,000
2010 unused TFSA contribution room available for future years: \$8,000

In 2011, Scott's TFSA contribution picture looks like this:
2010 unused TFSA contribution room: \$8,000
2010 withdrawal: + \$1,000
2011 annual TFSA contribution limit: + \$5,000
2011 available contribution room: \$14,000

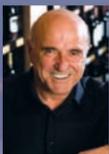
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Safety

How do you compare to industry benchmarks?

For a true indication of your company's performance, compare it to that of others in the industry.

Every fleet needs to learn from its mistakes. A collision can be reviewed to discover gaps in driver training, and an unexpected fine can lead to changes in the files that are used to comply with different regulations.

The problem is that this can be an expensive learning process.

If a fleet is basing every decision on personal experience, it also needs to recognize that some of the damage has already been done. Fines need to be paid and destruction needs to be repaired, regardless of the actions that are taken to keep history from repeating itself.

In addition to that, this approach offers little insight into the best practices of the trucking industry, which could be used to improve efficiencies and reduce operating costs.

So where is a fleet supposed to turn for guidance?

Insurers are certainly in a position to offer some insight. Traditionally, insurance personnel will visit fleets on a regular basis to ensure that various aspects of the business comply with the standards outlined in their insurance policies.

Through a combination of engineering, education and enforcement, these advisors are able to focus on processes that need to be improved, educate staff about the changes that can be realized, and establish the steps that ensure that changes are made.

There are limits to these reports, however. Insurance companies have traditionally viewed their findings as internal documents, so the feedback is often linked to specific recommendations and a couple of lines to explain the rationale behind each point. In contrast, an effective benchmarking strategy will combine information from multiple sources, giving a fleet the opportunity to select the best possible business strategies.

Consider the potential differences in driver selection criteria as an example of what can be achieved when a fleet is aware of the steps that are taken by other carriers. At the most basic level, a fleet will compare its actions to its personal experience.

A better approach would combine the internal experience with the industry knowledge available from groups such as the Ontario Trucking Association or the Canadian Trucking Human Resources Council. The best practices of all will combine these industry-accepted practices with behavioural testing that offers extra insight into the mindset of a potential job candidate.

The impact of an approach that learns from the best practices of other companies cannot be overstated. By choosing the best possible drivers, recruiting managers will affect everything from the number of insurance claims to recruiting costs and maintenance needs. (Poor drivers are undeniably rougher on equipment).

They will also be likely to

Ask the Expert

Rick Geller



see improvements in everything from fuel economy to customer relationships.

Maintenance practices can be compared in a similar fashion. A basic approach to preventive maintenance programs, for example, will focus on a fleet's own history with the equipment, while a better approach will adjust sched-

ules based on manufacturer recommendations. The best approach of all will reflect the unique use of the equipment.

Regardless of the initiative that is involved, benchmarks also need to be based on fleet size because of the different operating realities that will always exist.

For example, a fleet with fewer than 20 power units may not focus on documentation as much as a medium-sized fleet with a dedicated safety manager.

The largest fleets of all may simply be looking for validation that they are taking steps in the right direction. Enlightened approaches in the near future will emphasize a fleet's total approach to compliance, drivers, equipment, cargo and safety – comparing every activity to the basic, better and best business practices that have been observed in the busi-

ness. A true commitment to safety involves much more than meeting regulatory requirements, after all. It involves a dedication to moving forward and embracing the better or best practices that have been tried and tested by similar operations. Safety should always be seen as a journey, with benchmarks used to measure any progress along the way. □

– This month's expert is Rick Geller, national manager of safety and training services for Markel Insurance Company of Canada. Send your questions, feedback and comments about this column to info@markel.ca. Markel Safety and Training Services, a division of Markel Insurance Company of Canada, offers specialized courses, seminars and consulting to fleet owners, safety managers, trainers and drivers.

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18 WHEELS OF CHRISTMAS

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Thank you.



Opinion

MTO needs to get house in order

Curiouser and curiouser! I'm so astonished at the silence following the release of the Ontario Auditor General's report, I'm beginning to wonder if residents of the province have fallen down a rabbit hole and are off carousing somewhere in Wonderland with Alice and the gang.

It's been almost two months since Ontario's AG, Jim McCarter, tabled his annual report in the Legislative Assembly, and his harsh criticism of the Transportation Ministry's Commercial Vehicle Safety and Enforcement Program should have sent road safety advocates into a tailspin. But so far, not a twitter, except from yours truly and OBAC's membership.

I can understand – but not forgive – why some trucking industry folks might be unwilling to draw attention to the AG's findings, but what about J.Q. Public? That's the masses, re-

Voice of the O/O

Joanne Ritchie



member, Transport Minister Jim Bradley felt he needed to protect – with speed-limiter legislation – from (in his words) “speeding trucks on Ontario highways that pollute our environment and create unnecessary risk.” That folks, is the best example I've heard in a long time of the pot calling the kettle black.

According to the AG's value-for-money audit, the taxpayers of Ontario didn't get much for the \$39 million MTO spent on its commercial vehicle enforcement program last year. Road safety in Ontario has been compromised because of inadequate facilities, slipshod moni-

toring, and outdated systems and procedures.

For example, the number of inspections has been dropping steadily – by 34% in the past four years – and in 2007, only three out of every 1,000 commercial vehicles were subject to a roadside inspection. For anyone who's had to endure a Level 1 inspection by an overzealous creeper cop ferreting out chaffed air lines, that might seem like a good thing, but it's actually pretty scary when you consider what they're *not* looking for. The report revealed that some 20,600 operators – who have been involved in collisions, convicted, or pulled over for a roadside inspection – have never applied for the required Commercial Vehicle Operator's Registration (CVOR) certificate. And – get this – MTO takes almost no follow-up action against these operators.

It's mind-boggling that the government is prepared to divert obviously scarce enforcement resources to verifying speed-limiter settings

when there are more than 20,000 operators running around the province who don't even have CVORs. And that's just those who have already hit the radar screen in some way. It demonstrates what we've been saying from the get-go in the speed-limiter debate: when it comes to setting priorities for road safety, the folks at Queen's Park have one very badly skewed view of the world. The commercial vehicle safety and enforcement program is a mess. MTO can't do its job now because it lacks resources, yet they're prepared to add an enforcement initiative with no proven safety benefit to already overburdened roadside inspectors? Un-friggin-believable. Among other highlights of the AG's report are these gems:

- 65% of roadside inspections are conducted between 6 a.m. and 2 p.m. Although 21% of commercial vehicles trips are made at night, only 8% of the inspections are conducted then;

- Since only 15 truck inspection stations have impoundment facilities, unsafe vehicles identified in other locations are released after being repaired, without the required minimum 15-day penalty being imposed. Also, enforcement officers tend to avoid impoundments because of the paperwork involved;

- Inspectors could often not retrieve CVOR records from the database quickly enough to use them in deciding which vehicles warranted a roadside inspection. As well, almost 10,000 inspection reports languished more than five months last year before being entered into the system;

- The number of interventions against high-risk operators has been declining since 2003; and the most serious interventions, such as suspension or revocation of a CVOR certificate, have dropped by 40% since then. Two-thirds of 740 operator facility audits – which Ministry policy requires for operators with high safety violation rates – were cancelled by Ministry staff.

And on it goes – a discouraging litany of failure and abdication of responsibility on MTO's part to get the riff-raff off our roads.

When Minister Bradley introduced Bill 41 in March 2008, calling it another step in Ontario's plans for safer roads, it was a disheartening display of politics above reason. And when he continued to tout the law's safety benefits, long after Transport Canada studies showed clearly that speed-limiters could compromise safety in a number of situations, it revealed an alarming indifference to the security and well-being of Ontario motorists.

But if he thumbs his nose at the AG's report and persists in squandering MTO's limited resources on speed-limiter enforcement, he should be trundled off to the Mad Hatter's tea party and never seen again. What we need – and every last one of us should be clambering for it – is a Minister who has the fortitude to put lives and livelihoods ahead of votes, and give under-staffed and over-tasked MTO officials the resources and tools they need to do their job. □

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

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Compliance fines versus responsibility for compliance

One of the more insidious things that have crept into the supply chain and therefore into freight distribution is the advent of what are known as 'compliance fines' or 'compliance fees.'

These are of particular (but not exclusive) concern in the retail sector where they were established supposedly to encourage vendor (shipper) compliance with specific supply chain/logistics requirements (ie. price ticketing, carton labeling, etc.)

Failure to meet these requirements can lead to fines levied on the shipper by the retailer.

If this is a matter between the shipper and its customer; what does it have to do with carriers? However appropriate and effective these compliance fees have been, or currently are, there has also been a proliferation and mutation of 'compliance categories' to include such things as on-time delivery.

The most common example occurs when a carrier is late for a pre-determined delivery appointment at a distribution centre. Regardless of whether the lateness was beyond the carrier's control or not, a compliance fine is assessed against the shipper. In such cases the carrier usually finds itself being asked to pay the fine – either through a straight deduction from the freight bill payment, or via a separate invoice from the shipper.

Industry Issues

David Bradley



The trucking industry strives for and maintains enviable on-time performance.

But, freight rates are not based on a guarantee of hitting a specific time 100% of the time. Nor do they cover the risk of highly punitive chargebacks.

No other freight mode provides the level of service that trucks provide.

But things do happen – highway congestion, border delays, inclement weather, etc. – that cause shipment delays.

As well, adding insult to injury, the consignees involved are often the same ones who think nothing about, or pay nothing towards, the cost of tying up a carrier's driver for hours or trailers for days, waiting to be unloaded. We have a term for that in trucking – 'hurry up and wait' – and it's a growing problem.

The costs of the fines vary, but usually late charges run into the thousands of dollars.

Without a doubt they can far outweigh the amount the carrier is

being paid to deliver the load.

In the case of an LTL shipment, it is not unheard of for the fines to be 10 times the delivery charges.

For a regional truckload delivery they can be three or four times the shipment revenue.

Recently, we have begun to hear of other minor yet questionable sorts of fees that can nickel and dime a carrier to death.

The legitimacy of these fines is extremely questionable. Carriers are not party to the agreements between the shipper and their customers.

Carriers rarely sign on with their shippers in terms of accepting such charges, viewing them as nothing more than a 'cash grab' by consignees.

When asked or told to pay, carriers' natural inclination is to just say "No", and often that is exactly what they do.

However, life is not always so simple and business decisions are not always that easy to make.

The debate over whether a carrier should or should not pay these sorts of fines can easily drive a wedge between the carrier and the shipper, straining their relationship.

Shippers and consignees are also advised to consider the exposure compliance fees place on them in terms of the liability for safety compliance. (I am reminded of the liabil-

ities placed on pizza companies that adopted '30 minutes or it's free' delivery policies).

One need only look to the US where all supply chain participants are increasingly being enjoined in litigation and civil lawsuits over their role in truck crashes.

One Canadian province, Manitoba, recently introduced shipper responsibility legislation. Australia has adopted new 'chain of responsibility' laws to ensure that all players in the supply chain bear their fair share of responsibility when something untoward occurs.

It appears to us that some consignees and shippers are just trying to take advantage of the current soft market. No doubt, compliance fines have become a source of considerable revenue for some. That is very short-sighted.

Trucking capacity is shrinking across North America and will inevitably come into line with demand. Then, carriers will gravitate to the business that pays well and where they are treated fairly.

A more constructive approach to supply chain excellence is consultation and cooperation among supply chain partners. □

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

Resources and resolve needed to address Ontario auditor's concerns

Late in 2008 the Auditor General of Ontario released his annual report, a document of some 500 pages that reviewed a host of programs including the Commercial Vehicle Safety and Enforcement program.

The entire audit report can be viewed at www.auditor.on.ca, but most readers of this magazine will be interested in Chapter 3, which contains comments on the aforementioned commercial vehicle program.

The report's disclaimer states that the objective of the audit was to assess whether the Ministry had adequate monitoring and enforcement systems in place to ensure that commercial vehicles are operated safely. In order to do this, the auditors reviewed such data as operators' safety records, attended facility audits and safety blitzes, visited roadside inspection stations and interviewed Ministry staff; a fairly comprehensive approach.

In this column I've summarized a few of the auditor's key points, and included some of my observations on his recommendations.

The collision rate on Ontario's roads declined by 10% over the past decade, and the number of fatalities also declined. That's the good news. However, the percentage of collisions involving commercial vehicles rose slightly to 9.2% over the same period. This, the auditor suggests, indicates that the province has been more successful in improving passenger vehicle safety than that of commercial vehicles.

I think there are probably many

Private Links

Bruce Richards



reasons for the increase in collisions involving commercial vehicles other than the one suggested by the auditor. They would include ever-increasing traffic congestion and deteriorating road conditions, but we won't be argumentative – the numbers are what they are.

Of greater concern to us are the report's sections on facility audits and roadside inspections.

According to the auditor, the number of facility audits declined by 34% since the 2003/2004 fiscal year; facility audits that were required by policy for high-risk operators were cancelled without a good reason; inspections declined in number; and few inspections were conducted at night, even though 21% of commercial trips occur at that time.

These are issues that seem to point to either an issue with the availability of Ministry resources (specifically a lack thereof) or the manner in which those resources were deployed during the period.

With regard to facility audits, in addition to the decline of 34% in the numbers, there is a concern with their timing.

The Ministry's own guidelines call for such audits to be completed within 90 days of a carrier being

flagged by the CVOR system, but on average it took 230 days and 67% of audits were not completed by the due date.

Additionally, two-thirds of the 740 operators identified by the system as requiring an audit were dismissed by MTO staff. A review of a limited number of those cancelled audits indicated that 50% of them should have been conducted.

If the facility audit system is to have any real meaning, MTO must have the resources and the resolve to conduct them in a timely manner when the system identifies a need.

The number of roadside inspections also declined. In 2007/08 field enforcement officers conducted some 99,000 roadside inspections, while in 2003/04 the number of inspections was about 140,000. That represents a significant erosion of an effective tool for finding unsafe vehicles and drivers in only a few years.

The Ministry responded to this issue by stating that it is developing a plan to identify and assign road inspection resources, and that it has hired 50 new enforcement officers to ensure that more roadside inspections take place. Additionally, the Ministry said that all officers and supervisors will be subject to new performance standards, although a similar commitment was made by the Ministry following the 1997 audit.

The potential for a roadside inspection is all that keeps some operators on the straight and narrow and we view it as essential that the

Ministry follows through with its intended action.

On another safety-related note, the auditor observed that Ontario's CVOR system did not include a process for renewing certificates, thus making it difficult to ascertain how many operators are actually in business, and impossible to verify the information on record for those that are still in business. This called into question the usefulness of the CVOR system in identifying high-risk operators, one of the principal objectives of the program.

As readers know by now, following consultation with the industry the Ministry announced a CVOR renewal program in December of 2008 and we all expect that this will improve that situation considerably. At a minimum, the requirement to renew will update the existing records, eliminate from the system carriers that have left the business and over time help identify carriers that have never bothered to register. The Ministry deserves kudos for having taken this action.

There are more observations and recommendations in the report and it is well worth a read. The Ministry's responses acknowledge the auditor's concerns, but addressing them will require both resources and the will to do so. □

– The Private Motor Truck Council is the only national association dedicated to the private trucking community. Your comments or questions can be addressed to trucks@pmtc.ca.

Health

Sunflower seeds – nothing to spit at

The roads are snowy; the skies are overcast. Yet, winter isn't half over yet. So, if you can't get away from the dreary weather, you can brighten up your winter health with a handful of sun – or rather, sunflower seeds.

Snacking on sunflower seeds can satisfy your munchies on the road, while keeping your health on track.

Unlike peanuts, sunflower seeds very rarely cause allergic reactions and they're much better than most snack foods that fill you up and out.

They're available almost anywhere you would buy less healthy snack foods.

You can buy them in or out of their shell, packaged or from bulk bins.

If you prefer unshelled seeds, choose shells that are not broken or dirty. As well, they should be firm, not limp or flexible.

At home, if you want to shell a large amount of sunflower seeds, you can put them in the mixer and pulse it a few times to break most of the shells without chopping the kernels.

Then, to get rid of the shells, fill the bowl with cold water so the shells float to the top. Skim off the shells and then drain the remaining kernels. Now, you're ready for a feast.

If you decide to scoop your own shelled sunflower seeds out of the bulk bin, make sure that they smell fresh and that they haven't turned a yellowish colour. If they

Preventive Maintenance

Karen Bowen



smell or look a little off, they may have gone rancid, so buy them another time.

Since sunflower seeds have a high fat content, they become rancid easily when stored outside of ideal conditions.

For best results, store them in an air-tight container in the fridge or freezer for up to a couple of months. Freezing them does not affect their texture or flavour very much.

If you've got a package of shelled sunflower seeds in your pocket, use them to spice up your everyday lunch into something more interesting. Slip some seeds into your favourite tuna, chicken or turkey salad sandwiches for a crunchy change.

Toss a few into your salad. Mix them into your scrambled eggs for a slightly nutty flavour. Sprinkle some onto your hot or cold breakfast cereal.

Or, if you get a chance to cook, finely grind some up and dust your meats with them instead of flour before cooking.

Sunflower seeds taste great and the nutrition they pack into that hard black shell is nothing to spit at.

One cup contains: protein (over

10 g); Vitamin E; magnesium (163 mg); selenium (27.3mcg); as well as a number of other nutrients, including zinc, Vitamin B and folate.

The protein found in sunflower seeds comes without the cholesterol and fats found in many meat proteins.

This protein will make you feel full faster than other junk foods and build your muscles at the same time.

The Vitamin E (Tocopherols) found in sunflower seeds has been shown to protect against cardiovascular disease.

Vitamin E is the body's primary fat-soluble antioxidant. It neutralizes free radicals that would otherwise damage fat-containing structures and molecules, such as cell membranes and brain cells.

Because of this it reduces the symptoms of asthma, osteoarthritis, and rheumatoid arthritis. Vitamin E has also been shown to reduce the risk of colon cancer and diabetic complications.

Vitamin E plays an important role in preventing cardiovascular disease.

Since it helps prevent free radicals from oxidizing cholesterol, the cholesterol sticks less to blood vessel walls, reducing the chance of developing atherosclerosis, blocked arteries, heart attack or stroke.

Getting plenty of Vitamin E can significantly reduce the risk of developing atherosclerosis.

Studies show that people who get a good amount of Vitamin E

are less likely to die of a heart attack than people whose dietary intake of Vitamin E is marginal or inadequate.

Just a quarter-cup of sunflower seeds contains 90.5% of the daily value for Vitamin E.

Magnesium improves asthma, lowers high blood pressure, prevents migraine headaches, regulates nerve and muscle tone while reducing the risk of heart attack and stroke.

It is stored in the bones and is necessary for healthy bones and energy production.

Too little magnesium can lead to high blood pressure, as well as muscle tension, fatigue, cramps and spasms (even heart muscle airway spasms).

A quarter-cup of sunflower seeds provides 31.9% of the daily value for magnesium.

Selenium has been shown to reduce your risk of cancer.

It stimulates DNA repair and synthesis in damaged cells stopping cancer cells from reproducing and helping the body get rid of worn out or abnormal cells.

A quarter-cup will give you 30.6% of the daily value for selenium.

Those are the reasons I recommend adding sunflower seeds to your diet.

I also recommend that you keep a container in your car for the shells. The other drivers will appreciate it! □

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

Avoiding the winter blues

SAD can be a serious condition

Have you ever noticed that your mood is affected by the weather? Often our spirits are lifted on a bright, sunny day while a dull, cold day may make us feel a little gloomy.

Although these are normal reactions to the changing seasons, some people experience a much more serious or intense reaction during the transition from fall to winter. This condition is called seasonal affective disorder (SAD).

As with many conditions, the exact cause of SAD is still unknown.

However, recent studies have shown that age, genetics and the chemical make-up of your body play an important role in developing this condition.

Research in Ontario suggests that 2-3% of the general population has SAD.

Although it may affect some children and teenagers, SAD most commonly affects people over 20 years of age.

Interestingly, this condition is more common in women than in men.

SAD is thought to be related to the seasonal variations in the amount of daylight that we are exposed to.

Back behind the wheel

Dr. Chris Singh



The reduced level of sunlight in the fall and winter may disrupt our body's internal clock, which tells us when we should be sleeping or awake.

As a result, shift workers are at greater risk, as their schedules may cause them to be exposed to very little natural daylight.

The symptoms of SAD are similar to several other psychological conditions such as depression or bipolar disorder.

However, SAD is a cyclic condition which means that the signs and symptoms usually come and go at the same time each year.

In most cases, the symptoms of SAD appear during the late fall or early winter and go away during the warmer, brighter days of spring.

Generally, symptoms that recur at least two consecutive winters without any other explanation for the changes in mood and behaviours indicate the presence of SAD.

Symptoms may include: depression; anxiety; weight gain; loss of energy; oversleeping; difficulty concentrating; loss of interest in leisure or social activities; and irritability.

The majority of the time, the symptoms of SAD will disappear in the early spring or summer.

For some individuals, the symptoms will resolve rather abruptly while others experience a more gradual reduction over a period of time.

It is important to take SAD seriously, as it can lead to serious complications if left untreated.

It is advised to seek medical help if you are experiencing the above mentioned symptoms as soon as possible.

The good news is that there are effective treatments for SAD. Even people suffering from severe symptoms can obtain excellent results with treatment.

The first line of treatment consists of spending more time outside during the day and arranging your home to maximize the amount of light that enters.

Things such as trimming tree limbs and opening the curtains work very well.

In addition, physical activity is recommended as it will boost energy levels as well as relieve stress.

Many people experiencing SAD find that a vacation to a sunny location also helps to relieve symptoms.

In more severe cases of SAD, light therapy may be the treatment of choice.

This therapeutic approach consists of sitting beside a specialized light therapy box for several minutes per day.

This specialized light will mimic natural daylight thus relieving the symptoms of SAD.

Another form of treatment that is becoming more popular is counseling or psychotherapy.

The goal of these therapies is to help identify and eliminate negative thoughts as well as provide coping strategies.

Finally, if all other treatments fail, your doctor may recommend anti-depressants or other psychiatric medications.

Once identified, your doctor may suggest beginning your medications before you experience symptoms each year in order to prevent them from worsening.

As you can see, "the winter blues" can actually become a very serious problem for some people. Although there is no way to completely prevent this condition from occurring, it is possible to minimize its effects by following these simple hints.

So next time you are driving down the road on a dark, cold winter day, keep this article in mind. □

– Dr. Christopher Singh runs Trans Canada Chiropractic at 230 Truck Stop in Woodstock, Ont.

Researchers work tirelessly to understand fatigue

By Jan Westell

CUPERTINO, Cal. – A great deal of research has been undertaken on driver fatigue over the last decade in both Canada and the US, but only recently have strategies been implemented in an intensive way to address this problem, according to Dr. Mark Rosekind of Alertness Solutions.

Rosekind is participating in a collaborative cross-border study between Transport Canada and the US Federal Motor Carrier Safety Administration (FMCSA) which has three companies testing the strategies: two Canadian transport companies, and one in the US, with 40 drivers at each site.

“We’re implementing education,” he says of the multi-faceted approach. “We’re trying to also educate schedulers and dispatchers at each of the companies, so that they can see how the scientific information can be incorporated into what they do. We’re also screening all of the participant drivers for sleep apnea, using devices that can actually screen them in their home. If they’re diagnosed with sleep apnea, they can see a sleep physician to be treated.”

Rosekind emphasizes that driver fatigue is a very complex topic, encompassing hours-of-service regulations, which is only part of an overall strategy to reduce fatigue and make the roadways safer. For instance: the driver has to have sufficient rest once they take time off, which could be disturbed by any number of work related issues, such as a split shift. The driver might also be suffering from personal or family-related issues during their off-time, which might be disruptive to rest, such as sickness, young and demanding children, elderly parents to care for, etc.

“In other words, just because they have off time, doesn’t mean they’re going to get the sleep they need, or the rest that’s required when they have to go back on duty again,” he says. “That’s something that the hours-of-service can’t control.”

Rosekind says there needs to be a comprehensive programmatic approach to fatigue or alertness management, due to the complexities of the problem. He says fatigue management needs to have four approaches, which are:

1. Education and greater knowledge about fatigue for everybody in the company, not just drivers, but also schedulers, and senior management: “Everybody’s got to know basic stuff about sleep need, body clocks, or circadian rhythms.”

2. Strategies to deal with fatigue: Everybody in the company needs to learn about what strategies work to help promote performance and alertness, including lifestyle choices such as naps and the effects of caffeine, or physical activity. “There’s just a series of strategies that should be known to help get good sleep,” says



EFFECTIVE BUT CUMBERSOME: Dr. Rosekind says only 40-60% of people prescribed with a C-PAP system actually use it.

Rosekind. “When you’re awake, what do you do to help maintain your performance and alertness?”

3. Scheduling methods in relation to fatigue: Even with the hours-of-service regulations, companies have very distinct scheduling requirements based on their operation, according to the fatigue expert, who suggests that schedules needs to be “scientifically sound” and make “physiological sense,” to be effective. “You really need to look at the actual schedules, not just the federal rules.”

4. Healthy sleep: Rosekind recommends that sleep disorders be addressed at a corporate level, and treated with various sleep promoting strategies, which may include screening and treating drivers for sleep apnea.

In an effort to quantify driver sleep patterns during actual driving assignments, the Transport Canada/FMCSA driver fatigue study’s test subjects were given an “actigraph” or an actimetry sensor. This is a non-invasive method of monitoring human rest and activity cycles, a wrist-worn device that is about the size of a watch.

It records the driver’s movement from a 24-hour period to 30 days. With the Transport Canada/FMCSA study, the actigraph recorded the information a few days before, during, and a few days after a driving assignment.

“You can analyze the pattern of movement with software, to actually get a very solid estimate of the quantity and quality of their sleep,” explains Rosekind.

While sleep labs are valuable for evaluating clinical issues like sleep apnea and other types of sleep disorders, the driver fatigue researcher indicates that this expensive and time-consuming option is not needed for field studies where the states and stages of sleep are not required.

The actigraph can give an effective estimate of total sleep, quality, and how long it took for the

driver to fall asleep, according to Rosekind.

“We just need an estimate of how much sleep they got, and what’s the quality.”

There are 88 sleep disorders, according to statistics offered by sleep medicine specialists that Rosekind refers to. One of the most prominent is sleep apnea. Sleep apnea is a disorder where sufferers can’t sleep and breathe at the same time.

Sleep apnea suffers typically wake up periodically throughout a period of rest, breathe and then go back to sleep, and then wake up again with the same procedure.

Rosekind says there are a few concerns about this particular sleep disorder, such as how long the person stops breathing and how many times the sufferer wakes during the night.

Five occurrences an hour is considered a mild form of sleep apnea. Rosekind is aware of an extreme case where the sufferer had over 800 apneas in one night, and complains of constant fatigue.

“The good news is the guy’s alive, but the bad news is that he never sleeps well, and is tired all the time.”

There are very significant health and safety consequences related to sleep apnea, including high blood pressure, heart failure and increased risk for stroke, memory problems and other side-effects. As for safety issues, Rosekind says that drivers with sleep apnea are at risk of having a six to eight times higher chance for vehicle crashes over somebody that doesn’t have sleep apnea.

Although only 2-4% of the general population has sleep apnea, of that overall percentage, 9% are females and 24% are males, a statistic that gets even more startling when profiling the trucking industry. Rosekind cites a study by the University of Pennsylvania that revealed that 28% of truck drivers in a controlled study had sleep apnea. Further studies revealed that physical conditions like body mass, or height and weight, is a

substantial factor as to whether a person, is at risk for sleep apnea, according to Rosekind.

“One thing about trucking, if they’re not in good shape and not getting exercise, that puts them at risk for sleep apnea, which has serious safety risks,” he says.

Those test drivers that were diagnosed with sleep apnea have been offered “continuous positive airway pressure devices,” or C-PAP, which pushes air into the throat through a device that is attached to a face mask.

Without C-PAP, Rosekind compares the sufferer’s windpipe to a straw that has been deflated, due to a lack of air.

“It basically puts air into the straw to keep the straw – or your windpipe – open, so that you can breathe in and out,” he says of a device that many consider to be cumbersome. “That’s one of the biggest problems,” says Rosekind. “There’s barely 40-60% compliance with people who get prescribed with C-PAP, meaning only 40%-60% are using it.”

On the bright side, there is a surgical procedure, that might eliminate the problem. For others, losing weight has shown to also cure sleep apnea. Rosekind indicates that regular exercise and diet control are critical lifestyle solutions that can improve sleep quality and quantity.

The sleep expert further states that the trucking industry has been promoting a healthier lifestyle to improve not only job performance, but also operations, safety, and health costs, not to mention quality of life for the driver.

But he admits the task of changing a lifestyle mindset is not easy, especially considering the present driver shortage and the high turnover that trucking companies have to cope with. There is also a prominent economic consideration, as well.

“A lot of these drivers get paid by the mile, and so while the hours-of-service are all based on the number of hours they can work, that’s not what they get paid by. They get paid by doing their deliveries by miles. That’s why I say a lot of these guys have a hard life. I have a lot of respect for them, because I think that it’s a tough job.”

Overall, Rosekind believes that driver fatigue has been an under-recognized problem, until recently, and he’s gratified that the trucking industry is considering strategies to address the issue.

He says the industry needs more proven solutions, which could be technological, such as in-cab sensors, or practical, with scheduling adjustments. Other solutions include better sleep apnea diagnostic methods, as well as effective fatigue management programs.

“I think it’s great that there’s a growing acknowledgement of the problem. We need proven, effective strategies – solutions that help reduce the risks and the costs.” □

Fleets share secrets to their safety success

By James Menzies

TORONTO, Ont. – Canadian carriers are developing quite the reputation for safety. Just ask anyone who has attended the Truckload Carriers Association's annual convention the past few years, where Canuck fleets routinely placed among the association's safest North American carrier members – often taking top spot.

Some of those same fleets were represented on a panel discussion called *Why Canadian Carriers are Leading the Way in Safety* at the Ontario Trucking Association's annual convention.

Erb, MacKinnon, Bison and Kriska were all represented on the panel, which was moderated by Challenger CEO Dan Einwechter. In between good-natured pot shots at each other, executives from each of the companies explained that a safety program is an investment worth making – even in difficult times.

"We're convinced, without a doubt, that from an image-enhancing standpoint, safety is one of the best investments we can make," said Evan MacKinnon, president and CEO of MacKinnon Transport. While he conceded it's difficult to place an ROI on safety programs, MacKinnon added "What is measurable is that our fleet insurance today is 45% less than it was in 2002."

Likewise, Bison Transport president Don Streuber said his company has difficulty placing a dollar value on safety. However, he said the company's training centre has played a major role in allowing Bison to achieve the lowest accident rate of all North American fleets running over 100 million miles per year, as measured by the TCA.

When times are tough and fleets look to trim costs, the safety program should not be compromised, the panelists agreed.

"I don't think in a cost-cutting environment that we can afford to cut the cost of safety," said MacKinnon. "We can't say we're not as serious about it in 2008 as we were a couple of years ago, because it's so much work to get that ball rolling again. The effort to get the safety attitude going again if we stopped during hard times would be more money spent than if we just kept it going."

Kriska Transportation president Mark Seymour admitted his fleet has altered its simulator training program, but not at the expense of its overall approach to safety.

"As things tightened up, we had to look at ways to reduce costs and we had to change our strategy," said Seymour. "We didn't mothball it. But we looked at the costs associated with our original strategy (which involved putting every driver through simulator training). Our commitment to safety didn't change – it was the strategy we employed at that particular time."

Cutting safety budgets during difficult times would be a mistake, the panel agreed, and so too is the

relaxing of hiring standards that sometimes occurs when business is booming. A couple of the carriers admitted they had compromised their hiring standards in the past, in order to fill seats and appease customers. Einwechter said an uptick in Challenger's accident rate served as a wake-up call that the company had relaxed hiring standards to keep up with customer demand, as recently as a few years ago.

"We had lowered our standards to have more drivers behind the wheel to move the freight and keep the customers happy," he admitted. "Personally, I feel that maybe the driver shortage isn't such a bad thing. We have the right drivers behind the wheel, driving safely."

"I know it's tempting to lower your standards when you have a bunch of trucks parked against the hedge, but every time we considered it, we've always regretted it," agreed MacKinnon. "We're further ahead to keep training, investing in the people we have until we can hire the right people. I know there's a cost to putting an asset against the hedge, but there's a greater cost to hiring the wrong individual."

Besides, he added, hiring unqualified drivers is bad for morale right through the company and could even cause some of the best drivers to look for a new place to work.

"Our drivers get very disappointed if we lower our standards, so it's just something we can't afford to do," he said.

There are some additional perks to being a carrier with a good reputation for safety. For one, "Good people want to work for good companies," said Kriska's Seymour. "If you want people to stay with your organization, it needs to be a safe place to work and if you want to attract people to your place of work, they need to be assured it's a safe place to work."

Carriers on the panel also noted they enjoy a healthier relationship with enforcement agencies, which leads to improved productivity. Streuber said some Bison drivers have reported being waved through inspection lanes because of the company's stellar safety record.

MacKinnon added "Your overall safety record precedes you wherever you go. We try to show (inspection agencies) we're work-

ing with them and trying to achieve the same thing they are. All our permits are in a binder – it's neat and tidy so when we get called into the scale, we're not dumping an envelope of crap out onto their desk."

Another benefit of being a safe carrier is that equipment is usually better maintained, so the fleet enjoys a higher residual value at resale time. Wendell Erb, general manager of Erb Transport and Kriska's Seymour said their company trucks often fetch above average prices at Ritchie Bros. auctions.

"The reason for that is very simple," said Seymour. "Our repair and maintenance strategy is very inclusive of fixing things that are broken and replacing things that don't work anymore, which is part of our safety culture."

Drivers working for a safe fleet are also less likely to abuse equipment, added MacKinnon.

"When a driver is leaving the yard and the dispatcher says 'Be careful out there,' I don't think they're going to go out and rip and tear that gearbox," he said. "It's a matter of respect, we respect them and they return that by looking after our asset." □

So, how do they do it? Safest fleets share operational tips

Mark Seymour, president of Kriska Transportation, said the best way to implement a safety program is to ask around and borrow best practices from other carriers. To that end, each of the companies represented on the panel made their safety reps available to comment on specific technologies they are using as part of their broader safety program.

Jeff Lehmann, manager, safety and compliance with MacKinnon Transport, said his company is now using e-logs to improve fleet productivity and eliminate logbook falsifications. At the time of his presentation, half of MacKinnon's company trucks were using e-logs and the company intended to roll the program out to its owner/operators as well.

MacKinnon uses the PeopleNet e-log system, which ties into its existing satellite tracking program, Lehmann explained. Most of the drivers have welcomed the change, he noted. They save at least 20 minutes per driving shift by not having to fill in a paper logbook and they don't have to worry about being out of compliance when they cross the scales. So far, inspectors have been supportive. In some cases they'll climb up and view the hours-of-service status on the in-cab display. Other times, they'll require dispatch to fax the data to the scale house, he said.

The PeopleNet system stores the records for six months and drivers can print out their logs for tax purposes. MacKinnon has placed a computer and printer in the driver's room to make this easy and convenient, Lehmann noted. He said drivers using e-logs are more productive than before making the switch. He also said the move has major implications for MacKinnon from a liability standpoint, since the company is now assured its drivers are compliant at all times.

Tom Boehler, director of safety and compliance with Erb Transport, relayed how Erb has used e-learning to communicate safety messages to drivers who are unable to attend safety meetings. Erb still encourages drivers to attend the meetings in person, but if they're on the road, drivers can now catch up by attending the meeting over the Internet at their own convenience. They must complete a test before re-

ceiving credit for attending.

The program, which was developed exclusively for Erb by Digital North Media, cost \$16,000 to set up. However, it was "a small cost compared to adding more safety trainers just to do meetings," Boehler added.

The system also builds an archive of past safety meetings, so drivers can go back and revisit any topics that were covered in the past.

Glen Perkins, Kriska Transportation's director of safety and compliance, addressed his company's use of speed control. Using Shaw Tracking's SensorTracs, Kriska monitors the speed of its vehicles as well as: RPM; fuel mileage; idle-time and hard brake applications. If a truck is over the 65 mph limit for two minutes, a notification is sent to management.

Bison Transport director of safety and recruiting, Garth Pitzel, spoke about his company's Driver Safety Toolbox. Bison's three-pronged approach to safety includes: providing drivers with safe equipment; working with drivers on skill development; and empowering drivers to park the truck when conditions warrant, through a "right-to-decide" policy.

Bison is an early adopter of safety technology, such as the Eaton Vorad collision avoidance system which Pitzel said has proven to reduce accidents by 53%. Bison also has a 'seven second rule,' which encourages drivers to leave seven seconds of space between themselves and the vehicle in front of them.

Drivers take part in a course on the subject, to learn exactly how much space a truck can cover in seven seconds. Pitzel said the program has resulted in a reduction of rear-end accidents. □



By James Menzies

TORONTO, Ont. – As fleets aim to extend equipment life in the face of increasingly challenging operating conditions, one place they may want to direct their attention is to the prevention of trailer corrosion.

A trailer is a significant investment, yet each year many of them find their way to the scrap heap early because they were improperly spec'd and poorly maintained. Corrosion is a formidable foe, even for the best built trailers. However, customers have several weapons in their arsenal that can be used to limit – if not defeat – corrosion.

Darryl Stuart, founder of DWS Fleet Management and the former chair of the Technology and Maintenance Council (TMC) spearheaded a TMC study group on corrosion about 10 years ago. While the materials and techniques used by trailer manufacturers have evolved since then, so too have the de-icing agents used on the roads.

The killer chemicals used on Canadian highways include: sodium chloride; calcium chloride; and now the most harmful of them all – magnesium chloride, which is spread on the road even before a snowfall to prevent accumulation.

“Magnesium chloride is probably the best one for keeping cities' budgets down, but the worst one for corrosion,” notes Ray Camball, fleet sales manager with Trailmobile Canada. As a result, Stuart predicts corrosion “is going to be one of our toughest things to deal with over the next 15-20 years.”

What causes corrosion?

Corrosion results from a battery-like interaction between two metals where an electrolyte – with a voracious appetite for metal – and oxygen are present.

The electrolyte is fueled by chemicals (such as those found in road de-icers) and moisture, of which there's an abundance in Canada.

Areas of the trailer where two different types of metal are within two inches of each other are especially vulnerable, explains Camball, who is also a mechanical engineer.

“I'd be suspicious anytime two metals are getting together,” he explains. “If a brass connector for a light screws onto aluminum, you've got different metals and salt is eventually going to cause a problem.”

The relationship between various metals is a complex science. Each metal has a different voltage level, which determines its susceptibility to corrosion.

In some cases, even the same metal carries different voltages. The area under a rivet, for instance, often corrodes first because of its lower voltage, explains Camball.

Trailer manufacturers have attempted to use the voltage variances in their favour, by using low-voltage metals as a shield to protect more vulnerable types of metal such as aluminum or steel. Most notably, this has been achieved over the past several

A winnable war?

Fight against trailer corrosion can be won with proper spec'ing, maintenance



A CANADIAN CONUNDRUM: Trailers that operate in Canada are prone to corrosion, thanks to high moisture levels and the use of chemical road de-icers.

years through the galvanization of components such as door frames.

The components are “hot-dipped” into molten zinc, which forms a protective layer on top of the metal, explains Camball. Galvanized trailer parts have been on the market for several years here in Canada, and have held up well to winter conditions.

“It's the most effective way of combating corrosion,” insists Camball.

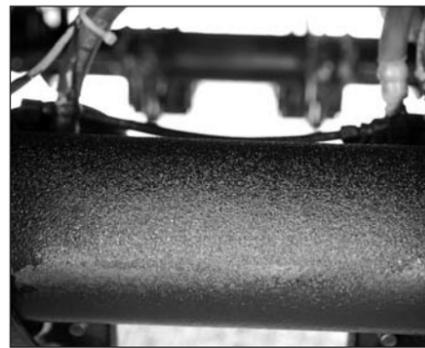
Parts that are most commonly galvanized include: door frames; landing gear; cross-members; corner protectors; and even wheels. There are even some fully-galvanized trailers and container chassis on the market, in Canada most notably produced by Di-Mond Trailers.

Alternatively, some manufacturers have used coatings that are designed to prevent moisture and chemicals from contacting the metal in the first place, but they've met with mixed results.

“I've seen the results of strong epoxy coatings tried in the mid-1990s that caused more corrosion than having unpainted steel, because they trapped saltwater (underneath) allowing the steel to fester 24 hours every day rather than just when it was wet out-



WORST CASE SCENARIO: Trapped water, salt accumulation and the combination of different metals all contributed to this case of trailer corrosion.



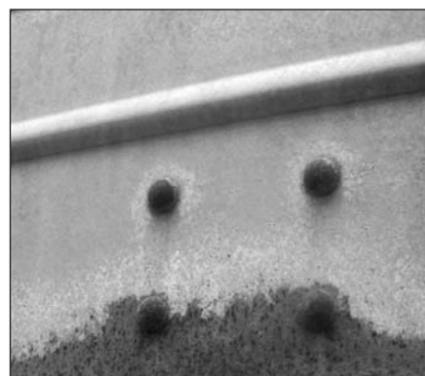
CORROGUARD: Great Dane's CorroGuard is applied to suspension components, providing a barrier that's impenetrable to moisture and road salt, the company says.

side,” says Camball.

Stuart also recalls peeling large sheets of metal right off the cross-members, although he feels the poor metal quality was as much to blame as the coatings.

“There was a period of time when cross-members literally rotted right out of the trailers,” he says.

Trailer manufacturers continue to experiment with coatings and most recently Great Dane launched its CorroGuard “spray-in-place thermoplastic elastomer coating,” which the company claims is basically impenetrable to moisture and chemicals.



GALVANIZED: The zinc coating on this galvanized metal has sacrificed itself, allowing the cross-member to remain structurally strong after seven years of use.

Inspect the trailer

Regardless of whether you choose to protect your trailer using galvanized components or a new generation coating, there are other ways you can extend the life of your equipment. For starters, it's a good idea to inspect the entire trailer, looking for pockets where water and road salt can become trapped.

“Those aren't so obvious sometimes,” points out Camball. “Try to totally fill the gaps so there's no air void, or at least have a way for water to drain out.”

That may mean caulking the top of a cavity and leaving the bottom open so water can easily escape. Customers should also be mindful of the effects of combining two types of different metals. Stainless steel doorframes certainly look nice, but if they're adjacent to a lower-voltage metal such as aluminum, corrosion will simply attack the more vulnerable metal.

“The problem with stainless steel is that it causes things nearby to corrode,” notes Camball. “It's a mistake to spend the extra money on a stainless steel doorframe if it's next to an aluminum skin.”

Washing trailers to remove corrosive materials is another tactic that can prolong equipment life – to some extent.

“I think washing of vehicles is going to be more important than it's ever been,” Stuart says. “I don't think washing is going to stop anything, I just think it slows it down.”

Great Dane recommends frequently cleaning trailers using a “properly mixed ration of soap and fresh water,” in any weather.

But Camball cautions that washing trailers with chemical ‘brighteners’ may do more harm than good, especially to galvanized parts. Using too much brightener can remove the protective outer layer of zinc, exposing the steel to electrolytes.

“Some people that mean well and do a lot of cleaning of their vehicles will put brightener into the water, and that makes the trailer look beautiful but (the chemical) becomes an electrolyte and if you don't get it washed off all the way, it gets driven into the crevices and now you've created another problem,” he warns.

There's also the risk that high-pressure washers can drive existing road salt and other contaminants deeper into crevices and perforations where they'll remain to fester.

“Just having rain washing a trailer is a method that has been proven to work well in many fleets,” points out Camball.

What to look for

Mechanics and drivers should keep an eye out for bubbling paint, which may indicate corrosion is occurring beneath the surface. “Anything that's starting to swell means something is trapped underneath there,” Camball says.

The wood inside trailer doors may rot away if moisture seeps in through bolt-holes and fasteners, however newer composite doors

Continued on page 20

Trailer corrosion a growing concern in Canada

Continued from page 19

are less susceptible to this problem. Underneath the trailer, ensure drain holes aren't plugged and that moisture and road salt has an escape. If square tubing is used for the cross-members, ensure there are drain holes so that water doesn't get trapped inside. Inside the trailer, Camball says there should also be an escape hatch for spilled liquids or moisture that forms from condensation.

If a spill does occur inside the trailer, cleaners should have access to wide-range litmus strips, so they can determine if the material is "alkaline or acidic," suggests Camball. Otherwise, a seemingly harmless spill can be the beginning of a long-term battle against corrosion. Even some absorbent materials are alkaline themselves, Camball notes, leaving a corrosive residue to eat away at aluminum over time.

When spec'ing a trailer, Stuart says it's important to prioritize which options will play the biggest

role in extending trailer life. You'll never eliminate corrosion completely, he admits, but you *can* get the upper hand on it and prolong the life expectancy of your asset.

"If you put in \$1,000-\$2,000 to prevent corrosion, you've got to extend the life of that trailer," he says.

There are some options he considers vital.

"I would not buy a trailer today without stainless steel parts, I would not buy a trailer without coated cross-members and I would not buy a trailer without extra cross-members," he says, noting additional cross-members may be as effective as some of the more costly anti-corrosion options.

Camball says upgrading to a 3/8-inch thick coupler plate is another cost-effective spec' that can extend trailer life.

"The coupler plate is a key structural component that is subject to a build-up of salt inside cavities and they tend to get thinner with age, especially in years 10



CLEAN IT UP: A spill inside this van trailer resulted in significant corrosion after the operator failed to determine its pH using litmus paper. A proper clean-up could have prevented the damage to the side rail, which occurred over time.

to 20 of operation in Ontario and other areas of the rust belt," he reasons.

A 3/8-inch coupler plate can be spec'd for about \$100 whereas repairing a thinner plate can cost as much as \$2,000.

"Even though the rust inside a coupler cannot be seen, it's comforting to know for safety reasons

that the coupler is strong – especially when hauling heavy or high-swaying loads," he explains.

The battle against corrosion is far from over.

But advances in trailer design combined with proper maintenance can at least stem the tide and add years to the life to your equipment. □

Tires

Tires have a role to play in fuel management strategies

TORONTO, Ont. – Tires, themselves, don't consume fuel. However, they can have a significant impact on the fuel consumption of a tractor-trailer combination. There are several characteristics of tire design that will impact the fuel consumption of your vehicle.

They include: tread depth; tread design; compound; and casing architecture, Francois Beauchamp, special projects coordinator with Michelin explained during a demonstration last summer. Reducing rolling resistance by 3% can reduce a fleet's fuel consumption by 1%, he said.

That's because rolling resistance accounts for about 35% of the fuel consumed by a tractor-trailer as it travels down the highway.

John Overing, heavy trucks segment manager, Michelin North America (Canada), said during SmartWay's *Same Roads, New Challenges* conference that there are six key contributors to poor fuel mileage that can be attributed to tires:

- Low air pressure: Causes casing fatigue and decreases fuel mileage;
- High air pressure: Increases the likelihood of tire failure and reduces tire life expectancy due to more wear along the center;
- Missing valve caps: Leaving valve caps off the hard-to-reach inside tires may be tempting, but "you need to have valve caps" Overing insisted;
- Duals with mismatched pressures: Causes irregular wear;
- Duals with mismatched wear levels: Even a 3/32 difference in tire height results in one tire wanting to rotate more than the

other, Overing explained. A new tire paired with a tire that's 50% worn will cause irregular wear and decrease tread life;

- Misalignment: Trucks that are not properly aligned will cause tires to suffer toe-in, toe-out and other wear issues, Overing said.

Overing said that while many fleets track their tire purchases, they often store their records in a greasy binder in the shop and rarely take the time to analyze the data.

A \$500 tire, for instance, can provide a lower cost of ownership than a \$400 tire, but fleet managers need to study the life-cycle performance of each tire and discuss options with suppliers.

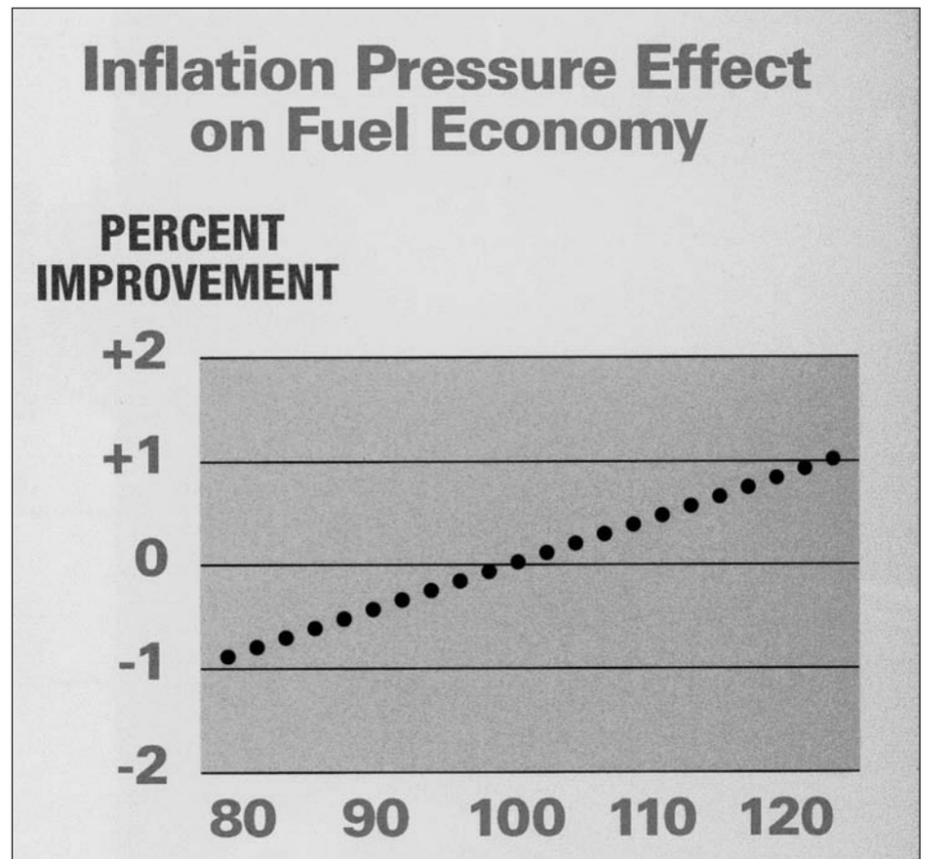
Tires can be a crucial piece of a fuel management program.

Overing urged fleets to study their tire data, discuss options with suppliers and to dedicate a percentage of the fleet to testing new technologies.

Bridgestone Bandag Tire Solutions (BBTS) has also been helping customers understand the effect tires can have on fuel economy, most recently through publication of a guide entitled *Tires and Truck Fuel Economy – a New Perspective*, available on the company's Web site: www.bridgestonetrucktires.com. (Select 'Real Answers Magazine' to find the guide).

The guide suggests the role tires play in a fuel conservation strategy is heightened as vehicles become more aerodynamic.

"Once, tire rolling resistance accounted for about 15-20% of total fuel consumption," the guide reads. "As truck designs became more aerodynamic, it represented 25-35% of fuel used. With contin-



INFLATION IS KEY: As illustrated by this chart from *Tires and Truck Fuel Economy – a New Perspective*, a 40 psi swing in tire pressures can impact fuel mileage by 2%.

Chart courtesy Bridgestone Bandag Tire Solutions

uing improvements in aerodynamics, the importance of tires increases."

BBTS promotes a multi-pronged approach to maximizing fuel consumption.

However, maintaining the appropriate air pressure is the simplest way to ensure optimal fuel mileage. The company researched the effect air pressure has on fuel mileage and found that a 40-psi swing in pressure can reduce fuel economy by 2%.

"Inflation pressure has a definite effect on fuel economy, and is

something you can begin monitoring and maintaining immediately – regardless of the type of tires you use," the company says.

Goodyear also addressed the impact tires have on fuel consumption in the Fall issue of its magazine *Tire Logic*.

In addition to maintaining the correct tire pressure, the company suggests controlling speed, using fuel-efficient retreads and maintaining a tire rotation schedule. This will reduce irregular wear and can also improve fuel mileage. □



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New Products

Tires & Wheels

Goodyear has come out with a new **winter retread** for the Canadian market. The Precure G558 retread is designed for winter conditions, the company says, with patented TredLock technology with interlocking microgrooves that provide biting edges for improved friction. It's an open-shoulder tread design, also offering improved traction, and also features an optimized winter compound, according to Goodyear. For more information, ask your Canadian Goodyear retread rep.



Michelin has introduced an **Antisplash version of the fuel-efficient XZA3 truck tire**, which reduces the splash trajectory by more than half when rolling through standing water, the company claims. Michelin says the Antisplash technology will improve highway safety in wet conditions. Michelin's Antisplash tires have a patented deflector on both sides of the sidewall, which lower the trajectory of spray. Ideally, it will improve visibility for motorists in passenger vehicles driving alongside trucks or approaching them from the opposite direction. Michelin's Antisplash technology was first introduced in November, 2006 on the XZA2 tire. For details, ask your Michelin dealer.



RealWheels Corp. has come out with an **aerodynamic truck wheel cover** it claims will cut wind resistance and reduce fuel costs. The stainless steel wheel covers are maintenance-free, according to the company, and were initially marketed for their visual appeal. However, the company said the Aerostyle Covers are also proving to deliver fuel savings. For info, contact www.realwheels.com.

Tracking

ZeroYourX is a new **GPS tracking system** designed to offer affordable vehicle tracking that's easy to manage. The tracking unit is placed in a

vehicle, trailer or container and can then be tracked online by the fleet manager using the ZeroYourX Web portal. A PC or cell phone can be used to track items in real-time, the company says. The unit itself costs \$499 with unlimited asset tracking offered for \$50 per month and up. For more info, visit www.ZeroYourX.com or call 514-845-1555.

ALK Technologies has developed a **portable navigation device** developed specifically for owner/operators and company drivers. PC*Miler Navigation 430 is a stand-alone device that can be attached to a truck's windshield. It provides spoken directions that are developed for truckers in Canada and the US. It includes 850,000 miles of truck restrictions including information on bridge clearances, load limits and dangerous turns, the company says. The cost is US\$349, with no subscription fees. It can be purchased at truck stops or by fleets, directly from ALK by calling 800-375-6453.

Through a new partnership with Iridium, PeopleNet says it now offers universal coverage. The company has added Iridium's **satellite communications** system as an option to complement its own wireless network, so that coverage is possible even in the most remote regions. Iridium's satellite coverage will be available through PeopleNet on a dual-mode basis, the company announced. The system will switch between PeopleNet's wireless network and Iridium's satellite network automatically, as required.

GE has expanded its **telematics solution** to the Canadian market, which the company claims will help Canadian fleets go green and improve their productivity. The system has been available in the US since 2006. It provides Web-based access to vehicle performance metrics, including CO₂ emissions, mapping and exception reports. Customers can track their assets in real-time and develop strategies to improve performance and reduce their emissions, according to GE. Visit www.gefleet.com for more information on GE's Telematics solution.

Trailers



Carrier Transicold says its X2-series reefer units are much quieter now, thanks to the use of a new **V-Force fan** the company says is seven decibels quieter than its predecessor.

The new fan is now standard on all X2-series units. In addition to being quieter, the company says the fan also delivers 8% more airflow to the radiator and condenser than traditional fans. For details, visit www.trucktrailer.carrier.com or contact your Carrier Transicold dealer.

Accessories

The popular **Mark Dalton: Owner/Operator audiobook** series has been expanded. The latest stories to be added to the collection are available from GraphicAudio via its Web site at www.graphicaudio.net. The latest collection of stories run four hours in length and can be downloaded or ordered on CD.



Petro-Canada has introduced a new **CJ-4 grade 10W-30 heavy-duty engine oil**. DURON-E 10W-30 is formulated for on- and off-road fleets and provides performance advantages in the areas of: soot dispersancy; drain intervals; engine wear; and cold weather starts, according to the company. As with all CJ-4 oils, DURON-E 10W-30 is backwards-compatible with pre-07 engines. For info, see your Petro-Canada distributor or visit www.petro-canada.ca.

Trucktax has developed an **online trip report form** the company says will simplify IFTA fuel tax reporting. Drivers complete the online trip report form and hit 'Submit' to file their mileage and then the carrier can take it from there, filing with its IFTA service provider. For info, visit www.trucktax.ca.

Components

Allison Transmission has added **Load-Based Shift Scheduling** to its MY09 Allison 1000-, 2000-, 3000-, and 4000-series models. The company says it selects between economy and performance shift modes based on the vehicle's payload and the grade on which it's operating. The enhancement, which comes standard, will improve fuel mileage while heavily loaded, according to the company.

Kenworth has introduced an **after-market crew cab conversion** option for its T170, T270 and T370 medium-duty conventional models. The 157-inch BBC crew cab features a one-piece fiberglass roof with a 4-inch raised rear section providing an interior height of up to 61-inches, the company says. The rest of the structure is aluminum. It comes

standard with Kenworth's DayLite door assemblies and door panels, a Granite Gray vinyl interior trim and interior grab handles. Options include an extended horizontal exhaust pipe, separate heater and/or AC system, exterior access steps and custom trim packages. For details, visit your Kenworth dealer.

Roadranger **Fuel Efficient (FE) 75w-90 Synthetic Axle Lubricant** is now available as a factory-installed option on Freightliner's Cascadia, Coronado, Columbia and Century Class S/T trucks. Independent research has confirmed that the addition of Roadranger FE Synthetic Axle Lubricant may result in reductions of fuel consumption by more than 1%, though officials say results may vary and require proper use/application. In addition to potential cost-saving benefits, Roadranger FE Synthetic Axle Lubricant is designed to extend vehicle life by improving operation in extremely low and high temperatures and by providing better protection against gear-wear in high-horsepower, high-torque, high-speed, heavy-load and severe applications, according to Freightliner.



Fontaine International has revamped its **Web site** to provide more information on fifth wheels. The Web site www.fifthwheel.com, provides more information and easier navigation for visitors, the company announced. Visitors to the site will be able to find advice on spec'ing, using, maintaining, troubleshooting and rebuilding fifth wheels. They can also view or download videos and sales literature. The company says the site is faster, easier and more intuitive than the previous version. It's also interactive – the company says you can click on a top plate name to see all the information a customer may want to know about that specific product. The page also links to mounting options, schematics, instruction handbooks, coupling and uncoupling procedures and maintenance requirements, according to Fontaine.

Electronics

Peterbilt has upgraded its Model 387 with a **multiplex instrumentation system** and driver information centre. The new instrumentation provides drivers with real-time information on fuel efficiency, performance and service requirements, according to the company. Peterbilt also announced it is also offering crew cab conversion kits for its medium-duty models. The conversion kits provide more cab space and a four-door crew cab for the Models 325, 330, 335 and 340. □

LNG Sterling trucks help clear the air at California ports

Vancouver's Westport Innovations contributes natural gas engine technology

By Paul Hartley

LONG BEACH, Cal. – Breathing near the California seaports at Long Beach and Los Angeles is probably a little easier now, two months after Daimler Trucks North America began delivering 232 natural gas-fueled day cab tractors to customers working in and around the two busy cargo hubs.

All of the new units – intended to replace aging, much less environmentally-friendly ones – are Sterling L-113 flat-roof conventionals, powered by 8.9-litre Cummins Westport ISL G engines rated at 320 hp and 1,000 lb.-ft. of torque.

More than half the total, 132 to be exact, went to California Cartage Company, a family-owned drayage and warehousing firm with operations across the US. The other 100 were destined for smaller carriers and owner/operators doing business with the ports.

These “green” trucks were not cheap. They sold for roughly US\$160,000 a copy. Cal Cartage, however, was rewarded for being an “early adopter” under a local initiative called the Clean Trucks program, the goal of which is to reduce air pollution at the ports by more than 80% by 2012.

As such, the company was able to score a significant discount on its purchase, thanks to a collaborative funding project between the US Environmental Protection Agency, California Air Resources Board and the South Coast Air Quality Management District.

The agencies put together grants and tax incentives totaling nearly US\$12 million, or about US\$90,000 per truck.

The amount of governmental subsidies available for other buyers was unclear, although some assistance seems certain because the ports now levy fees on containers to sponsor a truck replacement program.

Obviously, the cost of engines burning natural gas, whether compressed or liquefied, is much higher than that of comparably-sized diesels.

But truckers switching from the latter to the former do benefit somewhat from lower fuel prices – even though diesel offers better economy.

The chief advantage of natural gas is its effects, or lack thereof, on the environment. During a press event to publicize Sterling's sizable sale at the ports, officials from Daimler Trucks North America referred to the Cummins Westport ISL G as a “near-zero emissions” engine.

They said that it already met the EPA's 2010 diesel exhaust mandate – without particulate filters or other aftertreatment devices. The engine uses an advanced combustion system, cooled exhaust gas recirculation (EGR) and a three-way catalyst to quell emissions.

Nitrogen oxide emitted from the engine is at a CARB-compli-



CLEANER, GREENER: Natural gas-powered Sterling trucks will help clear the air at the ports of Los Angeles and Long Beach, Cal. *Photo by Paul Hartley*

ant 0.2 gram per brake horsepower/hour; particulate matter is at 0.01 gram bhp/h. Greenhouse gases are almost non-existent because natural gas contains little carbon.

DTNA president Chris Patterson, speaking at the event, pointed to yet another benefit of natural gas: It's abundant throughout North America. “Each of these tractors will reduce the use of imported oil by 500 barrels per year,” he said. Multiplied by 232, the total reduction could be as much as 116,000 barrels annually.

Of course, the abundance of domestic sources doesn't mean the fuel is readily available on the street, at least yet.

Bob Lively, vice-president of strategic planning for Cal Cartage, says the ports currently have just one LNG fueling station.

Until more are built, this could pose problems for drivers who might spend a lot of time waiting for their turn at the pump, especially because the trucks in question have an operational range of only 250-300 miles between 100-gallon fills.

Lively says truckers and other motorists actually have better access to CNG, which also holds true here in Canada.

Still, he's bullish about the future of both types of natural gas,



A NATURAL FIT: LNG-powered trucks are a good fit at California ports, but in Canada compressed natural gas is more widely available. *Photo by Paul Hartley*

and he expects his company to continue buying trucks powered by those fuels.

That might be true, but it won't be ordering many more with a Sterling nameplate.

Last fall, DTNA announced the

brand's discontinuation (scheduled for March) in an effort to cut costs during these lean economic times.

Officials have chosen Freightliner's M2-112 to replace Sterling's L-113 as the designated medium- and heavy-duty natural gas vehicle.

Whatever body panels are used, executives said, the environmental benefits of these new trucks will be considerable, noticeable and immediate.

Cal Cartage president Bob Curry Sr. agreed, saying he was proud to be involved with an effort to improve the area's air quality: “At our company, we want to be a part of the solution, not the problem.” □

Sterling NG L-113 basic spec's:

Front axle: rated at 12,000 lbs., set back

Rear axle: rated at 40,000 lbs.

Front suspension: Taper leaf

Rear suspension: AirLiner

Fuel capacity: single 119-gallon stainless steel tank

Cab: 113-inch BBC Flat Roof

Engine: Cummins ISL G, (320 hp @2,000 RPM, 1,000 lb.-ft. @ 1,300 RPM)

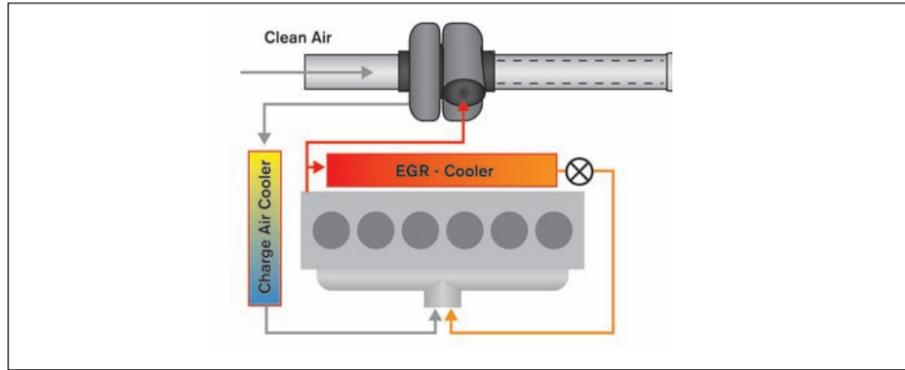
Transmission: Allison 3000 HS Automatic □

Navistar officially launches 2010 awareness campaign

WARRENVILLE, Ill. – Navistar is ramping up its educational campaign about 2010 emissions standards and its EGR-based solution.

The company said it is launching an awareness campaign consisting of customer seminars, public Webinars and trade media advertising, to address issues such as fuel economy, cost of ownership and the operational impacts of Navistar's EPA2010 solution.

Navistar's International MaxxForce engine will meet 2010 emissions standards using "advanced EGR" while all other North American players will be using an exhaust aftertreatment system known as selective catalytic reduction (SCR). The new awareness campaign comes after recent surveys showed there's still a great deal of misunderstanding within the industry about the impact of the impending emissions restrictions



EGR ONLY: Navistar is touting benefits of its advanced EGR solution for 2010.

and the two forms of competing solutions.

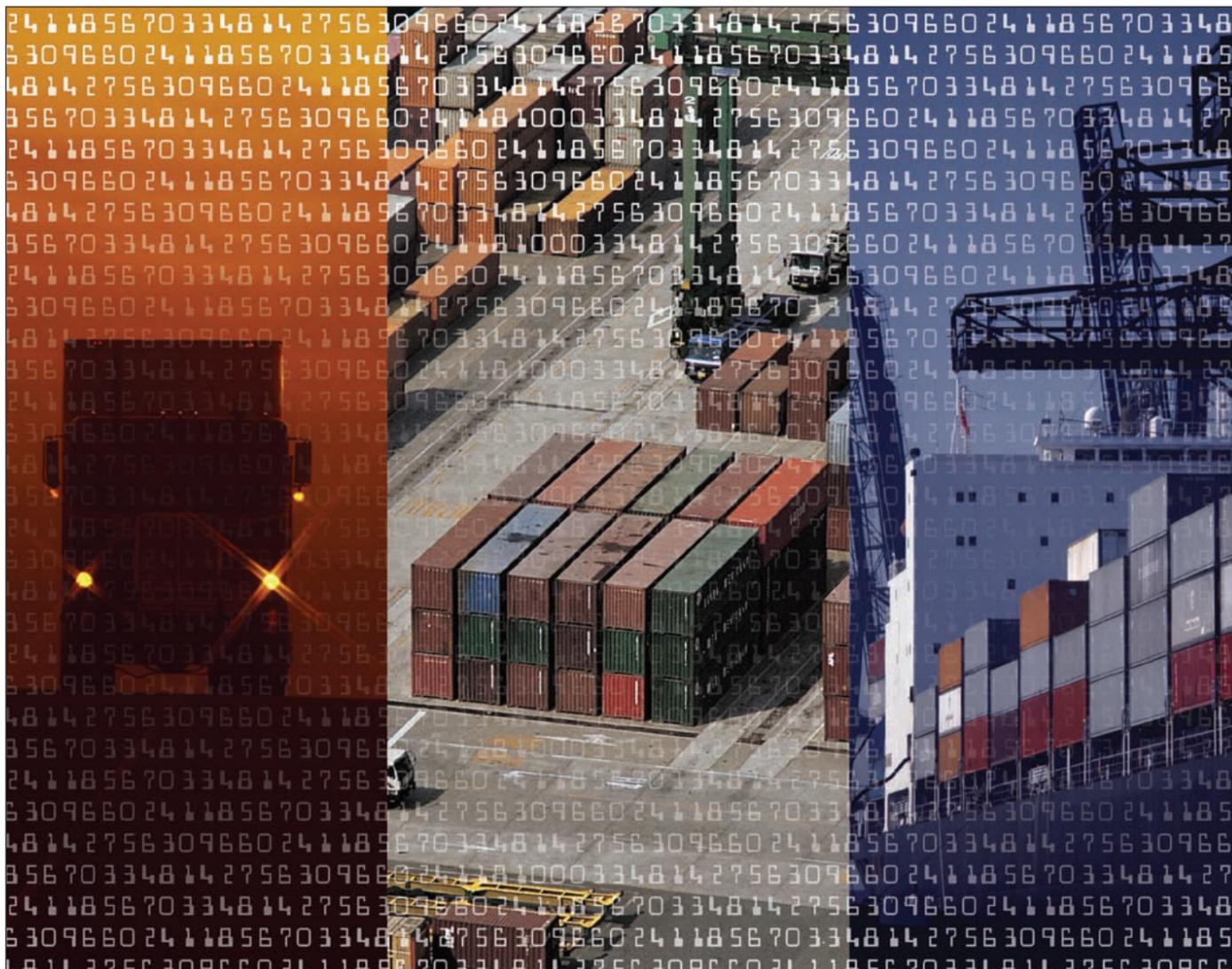
"Because we're the only truck and engine maker that can offer a solution without complex aftertreatment, we need to be aggressive in giving the industry all the facts," said Jack Allen, president of Navistar's North American Truck Group.

Navistar is especially keen on clarifying that it will be EPA2010

compliant by the deadline.

"Looking towards 2010, one of the things we need to clear up for customers who may have been misled is this – all MaxxForce-powered 2010-model trucks and buses will fully comply with EPA emissions standards on January 1, 2010," said Allen.

For information, visit www.maxxforce.com/2010. □



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



Coming Soon!

EPA to stay the course on 2010 emissions rules

WASHINGTON, D.C. – The US Environmental Protection Agency has quashed any hope of an extension on EPA2010 emissions levels, and not all OEMs are upset by the ruling.

The EPA had been asked to delay implementation of EPA2010 rules by the Owner-Operators' Independent Drivers Association (OOIDA) after a study, sponsored by Navistar, outlined some of the costly repercussions of introducing the new restrictions during an unstable economic environment.

However, the EPA said it will stay on course for a 2010 deadline. Volvo and Mack moved quickly to applaud the EPA for refusing to budge on its timeline, since much work has already gone into developing 2010 solutions.

"EPA has clearly stated that it has no intention of changing the 2010 timetable, and it's counter-productive and misleading to suggest that the agency might change its mind in the 11th hour," said Per Carlsson, president and CEO of Volvo Trucks North America.

"Our focus should be on moving forward – making the industry's transition to 2010 as smooth, efficient and uneventful as possible. That's the only way to provide a significant benefit both to customers and the environment."

Carlsson said Volvo is prepared for 2010 and that its SCR technology will allow the industry to achieve better fuel economy than today. Volvo also said diesel exhaust fluid availability will not be an issue. Carlsson pointed out a recent industry forum in the US pegged the cost of DEF at US\$2.70 per gallon.

Volvo's sister company, Mack Trucks, also supported the EPA's decision not to move the deadline for the next round of emissions standards.

"The development and testing of Mack's SCR solution for 2010 is in advanced stages and we are confident in our engines' enhanced performance, emission reduction and fuel savings," said Dennis Slagle, president and CEO. "We found the recent dialogue around the proposal to delay implementation of 2010 to be an unproductive distraction and often misleading." □

Letters to the editor

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You can also e-mail jmenzies@trucknews.com. □

Bendix goes on buying spree

B.C. TPMS maker among its purchases

ELYRIA, Ohio – Bendix announced in early January that it has finalized an agreement to acquire Eaton's Vorad collision warning system.

The radar-based collision mitigation system officially changed hands Dec. 31. The assets associated with Vorad will be incorporated into Bendix's electronics business unit, the company announced. Bendix did not disclose the value of the deal.

Eaton's Roadranger marketing organization will continue to market and support the Vorad system in the North American marketplace.

"Every Bendix employee is passionate about improving the safety on our nation's highways; about reducing the number of fatalities and serious injuries in commercial vehicle-related accidents; and about providing an economic payback to our end-users, through a complete range of active safety systems. This move is another important step in our overall business growth plan," said Joe McAleese, Bendix president and CEO.

Bendix also finalized a deal to acquire SmarTire Systems, a tire pressure monitoring system developed in Canada.

Bendix didn't disclose financial terms of the deal, which closed Dec. 11.

However, Bendix announced it will immediately incorporate SmarTire's assets into its own electronics business unit. □

DEF distribution deal announced

READING, Penn. – Terra Environmental Technologies and Brenntag North America have formed a strategic alliance to distribute diesel exhaust fluid (DEF) to the North American market. DEF will be required for trucks using selective catalytic reduction to meet EPA2010 emissions standards. Under the deal, Terra's TerraCair DEF will be distributed through the Brenntag distribution network, the companies have announced.

"Brenntag is pleased to have secured a single, reliable source of high quality, domestically produced DEF to meet the needs of this rapidly emerging market," commented Brenntag North America president and CEO, Bill Fidler. "The alliance also addresses the two primary concerns that customers have been communicating to us as 2010 rapidly approaches, namely, will we be able to obtain product efficiently, and will it meet stringent quality requirements?"

TerraCair DEF will be distributed in small packages, 55-gallon drums, 275-gallon IBCs and in bulk quantities, the companies claim. □

Allison says research proves automatics pay off

INDIANAPOLIS, Ind. – Allison Transmission says it has proof that its automatic transmission delivers better fuel mileage than both manual and automated transmissions.

The company has completed testing it says shows that a fully-automatic transmission, along with proper spec's for the truck's particular duty cycle, can provide optimum fuel economy.

"A truck's duty cycle can be broken into four components: acceleration, cruise speeds, deceleration and idle. Of these, acceleration and cruising are the main factors impacting fuel consumption," explained Lou Gilbert, director, North American marketing with Allison.

He said automatic transmissions excel during acceleration, because they offer smooth, full-

power shifts with no interruption in engine power.

Recent testing showed a pickup and delivery fleet can average more than 600 up-shifts during an eight-hour driving shift.

"Any interruption in engine power during a shift creates powertrain inefficiencies, loss of vehicle energy, lower average speeds and, ultimately, less work is accomplished with the fuel consumed," explained Steve Spurlin, executive director, 3000/4000-Series transmissions and application engineering, Allison Transmission.

Gilbert added "With full-power shifts, fleet managers will recognize higher average speeds versus manual or automated manual transmissions.

Higher average speeds over a day mean the Allison Automatic

accomplishes more work for the fuel utilized. So it is more fuel efficient."

Allison recently commissioned third-party testing to prove its theory.

It was conducted by the Transportation Research Centre in East Liberty, Ohio.

Allison said the results showed the Allison-equipped truck produced lower RPM compared to an automated manual-equipped vehicle at low speeds, resulting in fuel savings.

The two vehicles achieved similar RPM and fuel usage at higher cruise speeds, according to the study, which focused on medium-duty vehicles.

Allison has published the findings of the study on a Web site: www.allisontransmission.com/realproof. □

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Rig Review

By James Menzies

FORT WAYNE, Ind. – Even on the roads surrounding Navistar's truck development centre – birthplace of the International LoneStar – the company's new flagship tractor continues to turn heads.

During a recent drive on the snowy roads that circle Fort Wayne, it occurred to me that the LoneStar's appeal transcends the trucking industry, as four-wheelers craned their necks for a better look. It also occurred to me that we were doing this truck a disservice, by running it in some of the most foul weather winter can dish out – this truck was too pretty to be driving through mud and snow and slush. The LoneStar didn't seem to mind, however. The 475-horse Cat C-15 purred along, largely muted on the inside thanks to the LoneStar's premium insulation package.

Behind the wheel was Tom Harting, director of global vehicle engineering and validation with International Truck and Engine's Truck Group. In these conditions, I was pleased to let him do all the work while I sat back, took in my surroundings and simply enjoyed being along for the ride.

Before its glitzy introduction at the Chicago Auto Show last February, the International LoneStar made an unplanned debut on automotive Web sites after several "spy shots" were posted on the Internet. The buzz surrounding this extraordinary (some would say peculiar)-looking truck grew to the point where one had to wonder if the pictures had been planted intentionally as part of a clever marketing ploy.

David Allendorph, the LoneStar's chief designer, insisted that wasn't the case.

"That was literally an accident, but we thought it was great," he said.

The story has it that the LoneStar was on the US West Coast for some promotional photo and video shoots. The dealer that was entrusted with its safekeeping parked the two International LoneStars nose to nose in the parking lot, where



A highway beacon International's new flagship tractor is equally distinctive inside and out

they were surrounded by other trucks. A curious passerby armed with a cell phone camera happened along and snapped the pictures, which were soon making the rounds on the Internet.

"It was a really exciting time," recalled Allendorph. "I think that

Internet buzz and the word of mouth really helped take it to the next level."

Since then, the LoneStar has been rolled out and marketed in a rather unorthodox manner, befitting a truck this unique. It was formally introduced to the media at

the Chicago Auto Show and then showcased to the trucking public at the Mid-America Trucking Show in March. A multi-million dollar documentary *Drive and Deliver* was unveiled in the fall, which followed three American drivers on the road as they drove and lived in one of the very first International LoneStars.

Finally, the first production model LoneStars are beginning to hit the highway. I've seen only one, and there was no missing it as it motored down the 401 decked out in Erb Transport livery. Another has been delivered to Jeramand Enterprises in Moncton, N.B. and a delivery company in Southern Ontario has also placed an order.

Heather Street, marketing communications manager, heavy vehicle segment with Navistar's Truck Group, said more than 300 LoneStars have been delivered across North America.

"We're pleased with what we're seeing," she said. She admitted that sales to date are slightly below projections – but those projections were made in better times, when people were still buying trucks.

Strictly on-highway

The LoneStar is an on-highway truck, available with 46,000-lb rear ends but not yet tailored for off-road applications. The exterior borrows heavily from International's C- and D-Series trucks of the 1930s, marrying a sleek, classic look with advanced aerodynamics. Even bulky components such as the air cleaners are wind-resistant – a close look reveals they are not round, but D-shaped to channel air around the vehicle.

Street said the LoneStar is about as aerodynamic as the ProStar, but a whole 10% more aerodynamic than traditional, square-nosed tractors. She also pointed out the LoneStar is the first classic-styled truck to become EPA SmartWay-certified.

While the LoneStar was built with the owner/operator in mind, International has found the truck has also caught the interest of fleets, which have been purchasing it as a reward truck for top-performing drivers.

Even Wal-Mart has placed an order, I'm told, which speaks volumes about the truck's fuel efficiency. The retailer (which operates its own private fleet in the US) is known to spec' only the most fuel-efficient vehicles.

The truck looks sturdy – which is usually synonymous with "heavy." However, Navistar officials said the LoneStar weighs only a few hundred pounds more than a similarly-spec'd ProStar. The truck we drove around Fort Wayne was a pretty typical spec' – if there is such a thing.

"There are lots of options, so you can get a truck just like you want and you're not going to see another one exactly like it on the highway," Allendorph pointed out.

International has launched its DoubleSix Customs line of accessories, consisting of about 40 parts today and growing. Customers can simply visit their International dealer and dress up their LoneStar however they wish. The line currently includes components such as:

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sun visors; light bars and panels; door handles; shifter accessories; and exhaust stacks, to name a few.

A 'lifestyle' vehicle

"We wanted to create a lifestyle vehicle, so you can go back to the parts department, hang out, buy parts, talk trucks and then go home and play with your truck," Allendorph said, comparing it to highly-customizable brands such as Harley-Davidson and Mini.

While the truck's unique exterior is what first grabs one's attention, it's the interior that really won me over.

Designers have gone to great lengths to create what Allendorph aptly termed: "A way to delineate the office from the home part of the truck."

Wood floors are standard in the sleeper, creating "a very obvious, intuitive transition from the office (cab) to the living area."

The LoneStar also features a curved couch with fold-out desks and tables that create a comfortable and ergonomic workspace. Working with Carnegie Mellon University students and polling hundreds of professional drivers, International found drivers don't particularly like eating on their bed. When the bunk is stowed, the couch gives the sleeper the ambience of a living room.

The fold-out bunk with 42-inch mattress sits higher than most, making it easier to climb in and out of bed, Allendorph pointed out.

Perhaps the only drawback of the sleeper's design is that it's only available with a single bunk. Team drivers requiring double bunks, however, can order the 'Limited Plus' version of the LoneStar, which comes with what essentially amounts to a ProStar sleeper.

The LoneStar practically glides down the road, muffling wind and engine noise and minimizing bumpiness.

When I can take notes in the passenger seat while travelling down the highway and then read them afterwards, it's a good indication of a smooth ride.

Harting attributed this in part to chassis-mounted rear hood mounts, which limit input and vibrations into the cab. Long springs, 11-inch frame rails and some other subtle design traits add to the ride quality.

"Performance was the mantra," explained Allendorph. "We wanted



it to look hot and sexy, but we needed it to perform too."

Good visibility

Visibility through the large, curved one-piece windshield is better than you'd expect from a classic-styled truck. The LoneStar is also nimble for its size. It has a 41-inch bumper-to-axle (BA) measurement, and boasts a 50-degree wheel cut. Harting told me he maneuvered it through downtown Chicago without any trouble and it doesn't get a whole lot tighter than that.

Currently, the LoneStar is available with Cat and Cummins power, but in 2010 a 13-litre version of International's own MaxxForce engine will be the standard offering. Having driven trucks equipped with the inherently quiet MaxxForce, I anticipate that will be an even quieter combination.

When it comes to price, most OEMs hold their cards close to their vests. Since it's a "premium" truck geared towards image-conscious owner/operators and fleets, the price will probably be comparable to the likes of classic Peterbilt, Kenworth and Western Star models. Street said the LoneStar that was featured in *Drive and Deliver* pushed about US\$160,000 – and that one was decked out with all the bells and whistles. (Incidentally, one of the drivers who starred in the film has since placed an order for a LoneStar of his own).



THE GREAT DIVIDE: It's a work truck that's easy to live in. The truck's sleeper features a stylish couch and wooden floors to help separate the work and living spaces.

Whether or not the bold design of the International LoneStar appeals to your individual taste, it's difficult not to want to see the truck succeed. Navistar ventured far from the beaten path with this design, and has carved out its own spot in the North American marketplace.

Does the LoneStar signal an evolution towards more aerodynamic classic-styled trucks? Or will receding diesel prices make owner/operators more reluctant to give up

their traditional long-nosed conventional designs? Only time will tell what the long-term impact of the LoneStar will be.

But for now, owner/operators can be thankful they have yet another option – one that's unlike anything else on the road today.

The LoneStar combines a bold, sleek exterior design with a luxurious interior and sleeper that's as "homey" as anything else I've seen on the road. □

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By Edo van Belkom

The story so far...
Mark is driving a load of roof trusses to a new ski resort in Northern Quebec when he sees the car in front of him swerve across the road. Thinking the driver's drunk or having a fight with his passenger, Mark prepares to call the police, but the cars suddenly stops on the side of the road...

Mark stopped Mother Load on the shoulder and left the engine idling. With the cost of fuel what it was these days, Mark didn't like to leave his truck idling for more than a minute or two, but he decided to leave it running this one time in case the woman needed to be someplace warm.

By the time Mark climbed down from the truck, the man from the Toyota was already racing toward him, shouting in French.

"Aidez-moi! Aidez-moi!"

Mark didn't understand a word of it.

"Sorry, my friend," he said. "I only speak English. Non parlais Francais." That much he remembered from elementary school French class.

"You must help me please," the man said. Kid was more like it. He couldn't be more than 18 years old, with a wisp of facial hair, a couple of zits on his left cheek and a look of stark terror in his eyes. "My wife is having a baby."

"When?" Mark asked.

"Now!" he said. "Right now!"

Mark jogged toward the car. As he approached, he could hear the woman in the back seat crying out in pain.

"Can you help?" the man said again.

Mark shook his head. "I'm just a truck driver," he said.

"S'il te plait!" the man said. "Please!"

Just then the woman let out another shriek. Mark looked down at her in the back seat, clutching at the passenger seat in front of her with one hand and trying to push against the closed window over her head with the other.

Mark had done a lot of crazy things both on the road and on the side of it in his lifetime, but he'd never delivered a baby before. There's always a first time for everything, he thought. Why the hell not? "Did you call 911?" he asked.

"I don't have a cell phone."

Mark pulled out his cell and started dialing.

The woman on the other end answered in French. Mark recognized the word Securite and knew it meant police, but the rest was lost on him.

"My name is Mark Dalton," he said, hoping the operator spoke more English than he did French. "I'm 10 kilometres north of Mont Tremblant on Highway 117. There's a woman having a baby right here on the side of the road. Send some help, please."

"She's in labour?" she said with only a hint of a French accent.

"Yes."

"How long since her water broke?"

"Hold on," Mark said. He turned to the young man. "How long...how long since her water broke?"

There was a confused look on the man's face.

"How long?" Mark repeated, this time with some wildly exaggerated hand gestures. "When did her water break? Her water?"

"Oh, yes, about 30 minutes ago."

Mark relayed the information.

"And how far apart are the contractions?"

Just then the woman screamed. Mark guessed she was experiencing another contraction and that the last one had been no more than two or three minutes earlier. "Two or three minutes."

"You need to start timing them."

"Okay." Mark set the timer on his watch. "When will an ambulance be here?"

"EMS has been dispatched, but they might not be there for 30 minutes or more."

"Half an hour?"

The woman let out another scream.

"I don't think the baby is going to wait that long."

"Don't worry, sir," the dispatcher said. "I will stay with you on the line until EMS arrives."

"Don't worry!" Mark said. "Can't you hear her screaming?"

"Sir," the woman said the word so calmly, he almost felt a reassuring hand on his shoulder. "Women have been having babies for thousands of years without much help. You won't have to do much."

"Easy for you to say."

Ignoring Mark's comment, the woman said, "Is there anyone there with you...besides the mother?"

"The father's here." He took the phone away from his ear. "Hi," he said. "My name's Mark, Mark Dalton."

The two men shook hands. "I'm Georges LeMaire. This is my wife Elise."

Mark shook the woman's hand. "Hi, how are you?"

She screamed in response.

He put the phone back to his ear. "We all know each other now."

"Good, you'll need to collect some towels or blankets, even newspapers for when the baby comes."

"Towels and blankets," Mark told Georges, gesturing that his wife might be cold.

Georges went behind the car and opened the trunk, then came back with some old clothes to cover up his wife.

"Okay, what next?" Mark said.

"I need you to ask the mother some questions."

"Like what?"

"Is there any problems? Any specific pains? Is the baby positioned in the right way? Is it one baby or twins?"

Mark relayed all these questions to the woman, Elise. She answered no with the shake of her head to each question.

said. "You have to pant." Mark began panting, so did Georges. Finally, Elise did to.

Back on the phone, Mark said, "So when can she push?"

"She can push when the contractions are strong and you can see the baby's head coming out."

Mark checked. "Nothing yet."

"Then tell her to keep breathing, and to rest."

Mark relayed the instruction.

The operator said nothing for a while and Mark thought he'd lost his connection. "Hello, hello, are you still there?"

"Still here, not to worry sir."

"Sorry," Mark said. "I didn't hear you



Then Georges answered the last question, "One baby, thank God!"

"Tell her to breathe," the operator said.

"Breathe," Mark said, not sure why he was saying it, but happy to have something to say.

George repeated the instruction for his wife, then began breathing with her.

"Now tell her that when the next contraction comes, she should resist the urge to push."

"And what should she do instead?" Mark asked.

"Pant."

"What?"

"Pant."

"You mean like a dog?"

"Yes."

So mark told her. "Don't push yet," he

anymore and she's still screaming."

"Childbirths are supposed to be noisy, sir. They are also scary and messy."

"I can see that," Mark said. "But is there anything else I can do while I'm waiting?"

"You could stop people passing by on the highway," the operator said. "Who knows, you might get lucky and one of them might be a doctor or nurse."

Mark looked up and down the highway. No one was coming in either direction.

However..Elise let out another scream. And it suddenly became obvious that there was someone else who was about to join them. □

— Mark Dalton returns next month in Part 3 of Special Delivery.



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

Good news for Fergus Truck Show

As most of you probably know, the Fergus Truck Show has managed to sort out its differences with the local land barons. Yes indeed, the show will go on. For those of you who aren't up to speed, the owners of the land just south of the Sportsplex were balking at allowing the show to use their land. This was going to necessitate a change in location, something that all involved were not keen on. Thankfully, after lengthy negotiations, they managed to sort out their differences.

After reading the press release, what really impressed me was that despite current business conditions, the show managers will continue to provide top value for your increasingly rare entertainment buck.

Publisher's Comment

Rob Wilkins



None other than Terri Clark (Canada's only female member of Nashville's Grand Ole Opry) will headline this year's entertainment. I'm not a huge country and western fan, but even I know and enjoy her music. It should be a great show.

Another exciting development is the addition of a free midway. Throughout the entire show, all rides are included with your admission so you won't have to worry about

shelling out your hard-earned loonies in order for the kids to enjoy it. And that's not all, they are expanding the show to include Thursday as well. The truck and tractor pull will be taking place along with an extended evening of entertainment at the popular beer tent.

There will only be 220 weekend camping passes available and these will go quickly. If you haven't already reserved yours, go to www.fergustruckshow.com. Hopefully they are not all gone (they actually went on sale Jan. 8).

The highlight of the weekend for us, is presenting the Owner/Operator of the Year Award. We facilitate this award on behalf of its sponsors: Freightliner, Goodyear and Castrol.

It recognizes a guy or gal who goes

above and beyond the normal call of duty. They don't have to be heroes. Past winners include volunteer firefighters, charity workers and little league coaches. A nomination form can be found on page 2. If you know of someone deserving, please let us know.

For the day and time of the presentation, refer to the outside back cover of the official show guide. You'll find these at the entrance to the grounds. Fergus is just one of many truck shows.

If there is one in your area, check it out. Rub shoulders with your peers, relax and enjoy the atmosphere. These shows are for you. □

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

People

Ridewell Suspension's Canadian sales manager, **Gary Wasney**, is retiring. He will be replaced by **Claude Sauriol**, who joins Ridewell from Hendrickson International, where he served as Canadian aftermarket sales manager, the company has announced.

Wasney served as Ridewell's Canadian rep for seven years. He launched his career in the transportation industry by driving specialized heavy-haul equipment some 40 years ago. Wasney's replacement also boasts an extensive transportation background. Sauriol has served the trucking industry for 20 years, with special expertise in managing

technically-complex products.

The Manitoba Trucking Association (MTA) presented Manitoba Driver of the Month awards to seven professional truck drivers, at a recent awards ceremony. The seven drivers honoured for the months of January to July 2008, together have contributed over 163 years and 20 million kilometres of driving.

Driver of the Month for January 2008 is **Evan Lounsbury**, a professional driver for 21 years who has driven over two million accident-free kilometres on highway, rural and city roads in Manitoba and Saskatchewan. Lounsbury drives for

Earle's Transfer.

Driver of the Month for February 2008 is **Peter Wiens**, a city and local driver for over 40 years who has logged over 3.2 million accident-free kilometres. Wiens drives for Penner International.

Driver of the Month for March 2008 is **Jeffrey Dales**, a professional driver for six years who has accumulated over three million accident-free kilometres. Dales drives for Len Dubois Trucking.

Driver of the Month for April 2008 is **Dennis Barkman**, a professional driver for more than 27 years who has logged over four million accident-free kilometres. Barkman

drives for Penner International.

Driver of the Month for May 2008 is **Max Pieper**, a professional driver for 20 years who has covered nearly two million career kilometres, accident-free, for 19 years. Pieper drives for Bison Transport.

Driver of the Month for June 2008 is **Leonard Swedick**, a professional driver for over 32 years who has driven over 4.5 million accident-free kilometres. Swedick drives for Penner International.

Driver of the Month for July 2008 is **Russ Toperoski**, a city driver for 16 years who has covered over one million kilometres. Toperoski drives for Reimer Express Lines. □

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Trailer Type Experience (check all that apply): Flatbed Heavy Hauling/Specialized Moving Van
 Tanker Straight Truck Super B Reefer
 Van Other _____

Current Drivers License: Do you have a Commercial License? Yes No
 License # _____ Exp. Date _____ Prov/State Issued _____ Type _____
 Has your license ever been suspended? Yes No Total Truck Driving Experience _____ /yrs
 Last Employer _____
 Name _____ Company City _____ Prov/State _____
 Tel _____ Start/End Date _____
 Job Description _____ Reason for Leaving _____

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BOWMANVILLE, Ont. – Greenhouse gas emissions have been wreaking havoc on our environment for decades, and renewed interest in the effects of diesel fumes on the environment has prompted the trucking industry to severely reduce the GHG emissions produced by new heavy-duty trucks. Less discussed has been the effect of diesel fumes on the health of truck drivers; that is until a recent California study found increased cases of lung cancer and other respiratory diseases in truck drivers as opposed to other professions. The findings have prompted the Air Resources Board to move to aggressively reduce emissions in trucks. But what about drivers who have been sitting on diesel engines day in and day out for years? *Truck West* went to the Fifth Wheel Truck Stop in Bowmanville, Ont. to find out if drivers are concerned about the negative effects of diesel emissions on their health.



Truck Stop Question

Adam Ledlow
Managing Editor

Do you worry about the effect of diesel fumes on your health?



Claude Roy

Claude Roy, a Montreal-based trucker with 34 years of experience, says he's not too worried about the findings.

"All trucks are already on the

safety check every now and then so there's not too much smoke. But is it worse than a gasoline engine? I guess they have to do something about it," Roy wonders.

Manell Meri, a driver with Celadon based out of Kitchener, Ont., said he was surprised to hear about the study's findings.

"This is the first I've heard that it causes cancer. But it would be a good idea if companies put (in an APU) which runs a gallon for 24 hours. It's better to use that than running the trucks like this."



Bruce Kaplar

Bruce Kaplar, a driver with Reimer Transport out of Winnipeg, Man. says that the risk of breathing diesel fumes is minimal unless you're in close quarters. "I'm not a mechanic and they're the ones that are at more risk than us," said the 39-year veteran.



Dave Whalen

Dave Whalen, a driver with Maple Leaf Cartage in Toronto, says that he often wonders what kind of effect sitting above the truck's fuel tank is having on his health.

"The toxins are coming up through the floors, you're blowing back heat from the exhaust, it's leaking out, it's coming through somehow or another, so you're sitting in the cab, you're exposed to it. I'm always worried about the health risk," says the driver of 31 years. "The truck I'm driving here is a new Freightliner and when they go in for service, they try to cut down on the fumes and stuff as best they can, but the toxins have to come out through somewhere. It's always a wonder what you're subject to. I burn an average of \$700 worth of fuel a week so that's a lot of toxins."



Steven Crawford

Steven Crawford, a driver with Challenger Motor Freight based in Cambridge, Ont., says that if he was concerned about his health, he would have chosen another profession.

"I drive a company truck and a lot of company trucks have idlers in them and that works really good at night. My truck has an idle time right now of about 4.2% which is really low," he says. As for air quality and the effects of global warming, Crawford says what's happening now is all part of the earth's natural cycle. "Just like anything else in nature it will recycle itself eventually, but not in my time." □



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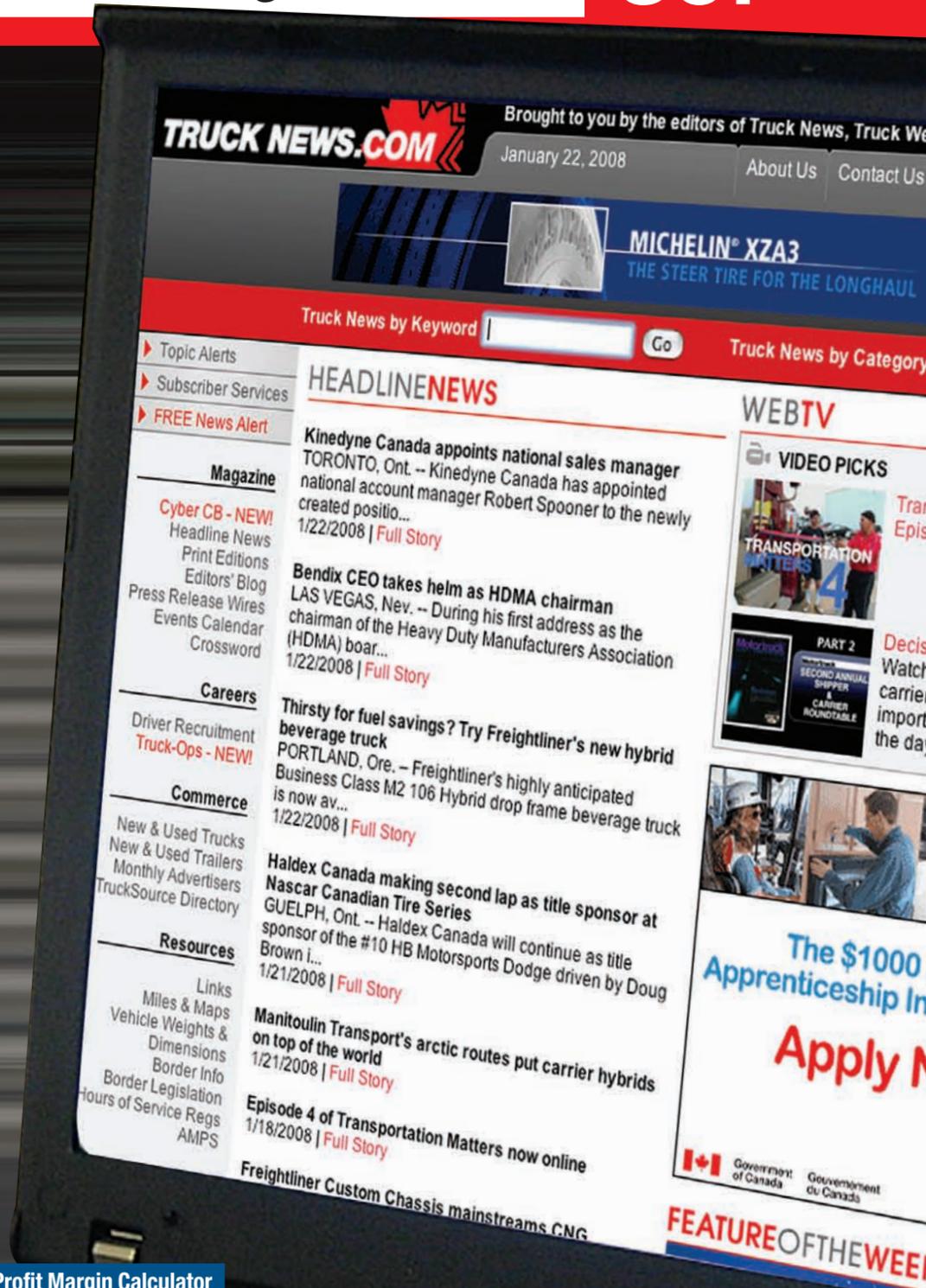
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