

TRUCK WEST

March 2008 Volume 19, Issue 3

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



PREVENTIBLE: This loaded cattleliner needed to be lifted upright by crane after its trailer wheels fell into the ditch – the same ditch Mugwumps' owners are fighting to have filled to provide easier truck access.

Tax war

O/Os duke it out with CRA over excise fuel taxes

By Anne Peters

WINNIPEG, Man. – It's a classic David and Goliath story.

David is Larry Babins, a chartered accountant leading the fight to get fuel tax rebates for trucking companies running into the States. Goliath is Revenue Canada. And Israel Alexander Ludwig is the Manitoba-based transportation lawyer who believes Babins and the trucking companies can win.

"It all started in the late 80s, when my partner and I realized there was a loophole in the tax law," says Babins, executive vice-president of Permicom Permit Services, a fully-owned subsidiary of Comdata Holdings Corporation, best known to the trucking industry as a fuel card company and based in Nashville, Tenn.

At the time, Babins and his partner Paul St. Pierre (now Permicom president) were running an accounting firm servicing the trucking industry.

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Continued on page 7 ■

'Mom-and-Pop' shop takes on MTO

Wants to provide truck parking at base of Salmo-Creston Pass

By James Menzies

CRESTON, B.C. – It's been three years since we first reported on the struggles of Dan and Bonnie Ward, owners of a mom-and-pop country store that wanted to convert their small diner into a 24-

hour truck stop for road-weary truckers.

They had the land to do it – they're adjacent to 10 acres, enough to park 100 trucks. And definitely the location, at the foot of the Salmo Creston Pass – the

highest peak in Canada, where a tired trucker faces the frightening prospect of careening off a cliff if he or she's not razor sharp.

However, after three years of locking horns with various

Continued on page 6 ■



Inside This Issue...

- **Back in business:** Alberta's professional driver certificate program is rescued and expanded. Page 10
- **User pay:** Reports in Canada and in the US suggest more road tolls, fuel taxes are required to fix our highways. Should the trucking industry have to pay more? Page 11
- **Feel the force:** International provided an up-close look at its MaxxForce engine at a recent ride-and-drive. Find out what editor James Menzies had to say. Page 18
- **A green supply chain:** A look at how companies are striving to 'clean up' their supply chain from beginning to end. Page 28

The LoneStar is born

International's new star promises to turn a lot of heads.

See pg. 27

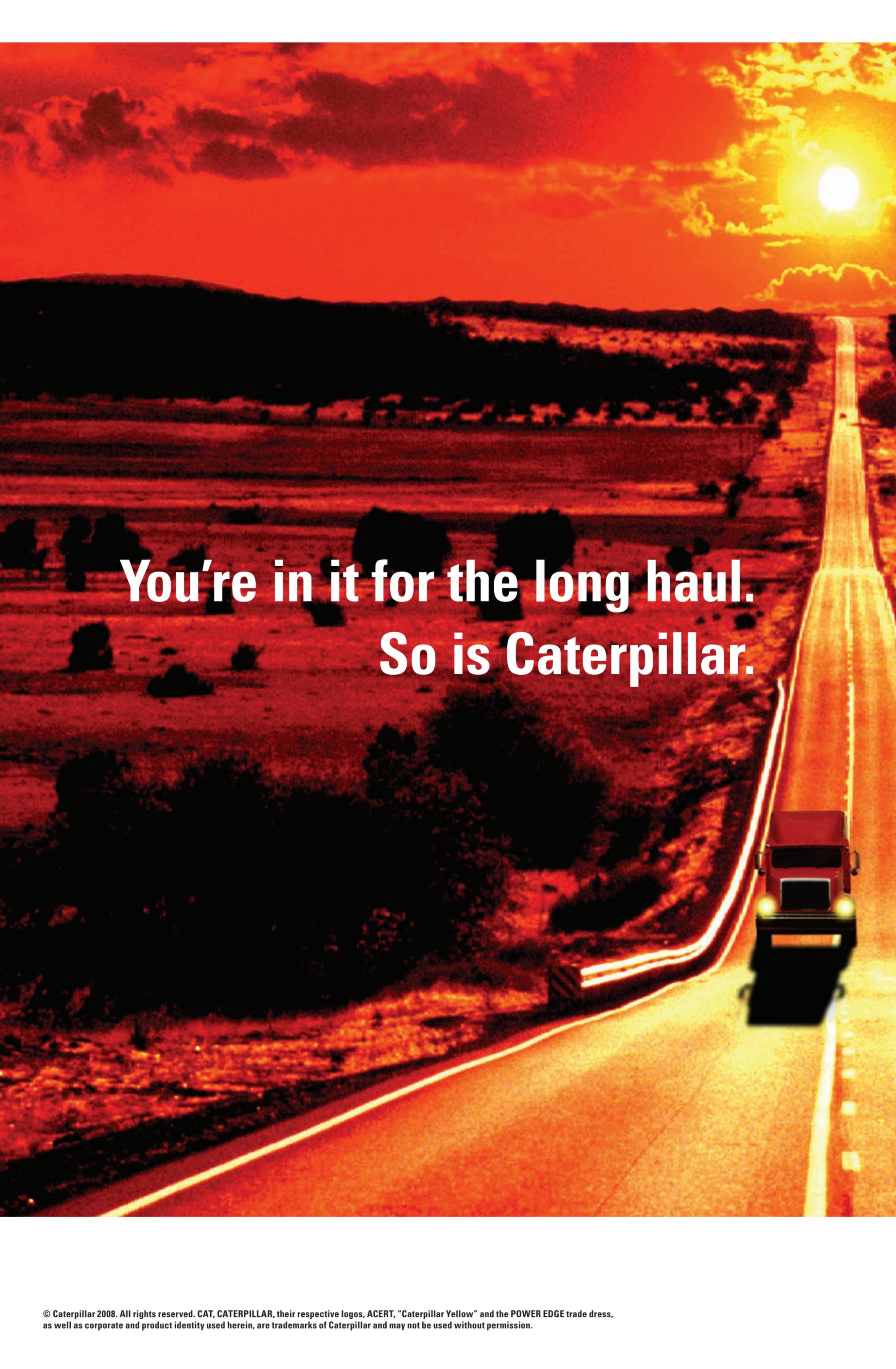


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A red Caterpillar truck is driving away from the viewer on a long, straight road that stretches into the distance. The scene is set at sunset, with a bright sun low on the horizon, casting a warm, golden glow over the landscape. The sky is filled with soft, orange and yellow clouds. The road is flanked by sparse, dark vegetation and low hills in the background. The truck's headlights are on, illuminating the road ahead.

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— Robert Long, CFO, USA Logistics Carriers

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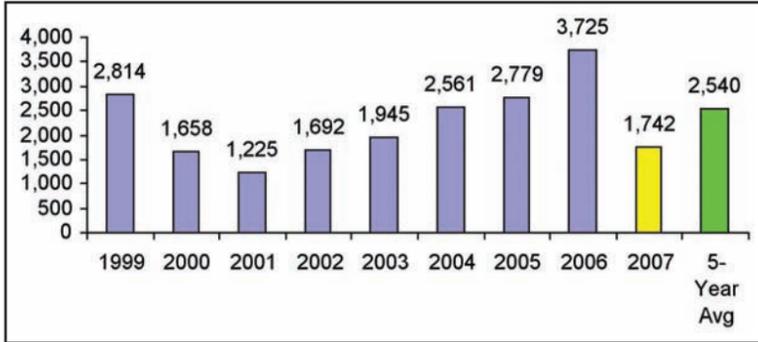
CLASS 8 TRUCK SALES TRENDS

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Monthly Class 8 Sales - Dec 07

OEM	This Month	Last Year
Freightliner	327	716
International	237	600
Kenworth	325	687
Mack	134	264
Peterbilt	242	349
Sterling	178	275
Volvo	205	513
Western Star	94	321
TOTALS	1,742	3,725

Historical Comparison - Dec 07 Sales



Motor Vehicle Production to Dec 07

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

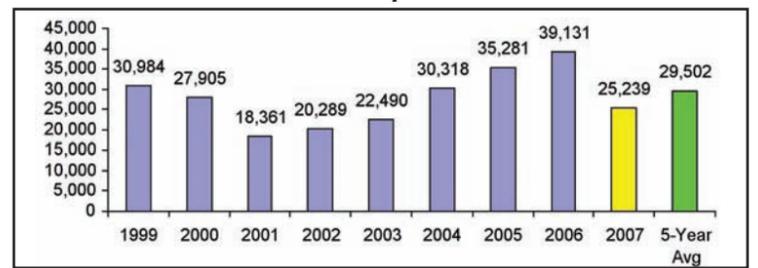
There were 26,259 trucks reported produced in Canada this year (note that the Sterling total includes 1225 medium and light duty trucks). The vast majority of those are intended for export to the US market. Sterling's St. Thomas, Ont. plant is by far the largest producer of trucks in Canada, easily outpacing production at International's Chatham, Ont., plant and Paccar's St. Therese, Que., plant.

The dramatic drops in Class 8 sales experienced during the third quarter have continued into the final quarter. December sales were more than 50% off last year's record pace in December, similar to the previous month's drop while October sales were 42% off the mark. There was a similar drop in September while August sales were 58% off last year's and July saw sales drop 36%. Other significant monthly drops this year included: a 39% drop in June, a 30% drop in April and a 25% drop in March. The 1,742 Class 8 trucks sold made for the fourth worst December sales since 1999. They were also below the five-year average for the month by about 800 units.

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

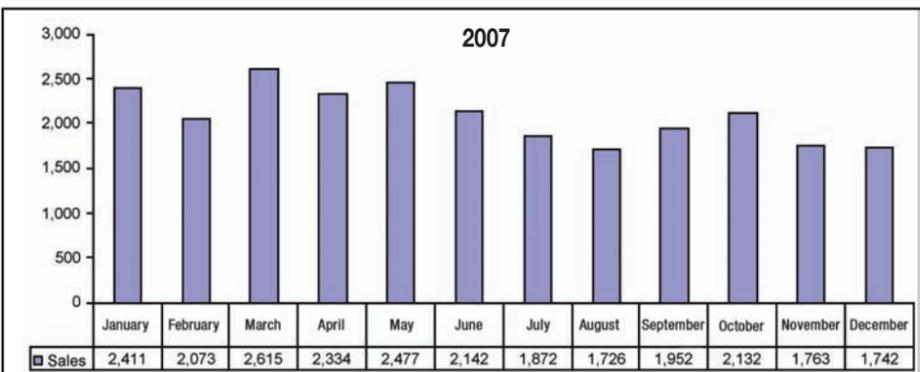
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	367	930	146	200	2,043	675	184	121	0	16	4,682
International	254	936	93	378	2,147	1,225	251	94	19	97	5,494
Kenworth	796	1,347	239	247	838	649	0	35	0	0	4,151
Mack	185	236	122	184	675	192	32	29	0	0	1,655
Peterbilt	409	804	330	174	719	422	154	45	0	0	3,057
Sterling	249	587	76	55	818	539	35	66	17	54	2,496
Volvo	203	192	86	180	859	221	90	72	0	5	1,908
Western Star	349	626	64	69	356	230	56	40	2	4	1,796
TOTALS	2,812	5,658	1,156	1,487	8,455	4,153	802	502	38	176	25,239

Historical Comparison - YTD



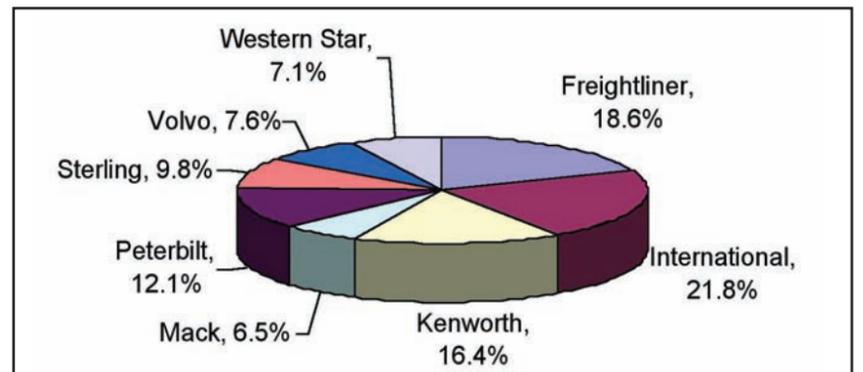
Class 8 truck sales in Canada finished the year at 25,239 units, well within the 24,000-26,000 range forecasted by Transportation Media. The Class 8 trucks sold in 2007 were about 14,000 units short of the record sales posted last year and about 4,000 short of the average for the previous five years. However, the drop in sales from the previous year, bad as it was, did not prove as steep as the most pessimistic scenarios postulated at the start of the year, coming in at about 35% instead of the up to 40% drop some experts forecast. The 25,239 Class 8 trucks sold made 2007 the fourth worst sales year since 1999.

12 - Month Sales Trends



Monthly Class 8 sales continue to range well below the 3,000 mark which was a regular benchmark during last year's record sales year (the mark was reached 7 times last year.) The 1,742 Class 8 trucks sold in December marked the second time in the final quarter that sales dropped below the 2,000 mark. It made for the lowest monthly total of the past 12 months, finishing the year off with a whimper.

Market Share Class 8 YTD



International has unseated traditional frontrunner Freightliner for the market share lead in this tumultuous year. International has been opening its market share lead over the perennial front runner over the past few months and ended up the year three percentage points higher. The Paccar group also did very well, in part thanks to their strong western base. Kenworth finished a strong third with a greater than 16% market share and Peterbilt had a greater than 12.0% market share. Freightliner sister company Sterling is the only other manufacturer with close to a 10% share of the market.

Source: Canadian Motor Vehicle Manufacturers Association

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My report from the ring

Last month, publisher Rob Wilkins wrote about the debut, and subsequent retirement, of Mack Truck Menzies – that's me. At least it was for one exciting evening last November in Toronto.

Based on the feedback and inquiries I've received since then, I figured I'd stray from trucking this month to provide my own account of the events. (Hey, it's the first time I've written about a subject not directly related to trucking in this space since my beloved Flames lost the Stanley Cup in 2004).

So how did, as Rob put it, a "mild-mannered journalist" find himself in the boxing ring? Well, I've dabbled in the sweet science for a couple of years, primarily for fitness and also because I have a real appreciation for the challenges of the sport and the commitment required by its participants.

I love the fact it's an individual sport and there are real consequences for making a mistake. It's not like stick-and-ball sports, where the worst that can happen is a goal against. When your opponent scores against you in boxing, it hurts!

My boxing ambitions were realistic – to get in shape and maybe even do some full-contact sparring from time to time to sharpen my skills. However, when I found out about a charity boxing event for working professionals (mostly bankers), I was intrigued. So I signed on to fight, and spent eight weeks training under former Canadian champ, Mario Lechowski.

Training for a cause was ener-

Editorial Comment

James Menzies



gizing. It's easy to get motivated to go out for a run in the rain when you envision yourself laying on the canvas in front of a few hundred spectators, including friends, family and colleagues.

The weeks flew by and I was feeling confident on fight night. Mario had observed my opponent sparring and gave me the following words of advice: "All he has is a big right hand, if you get hit with that, you did something stupid and deserved to get hit."

My opponent was quite a bit bigger than I was. I wasn't deterred. As far as I was concerned he'd be a lot slower (he wasn't) and would tire quicker (he didn't).

The bell went and the rest was a blur. My nose got introduced to that right hand Mario warned me about early and often. But I hung in there and I think we put on one of the more entertaining bouts of the night.

In the end, I lost a decision, but at least it



went the distance.

And now for the requisite trucking tie-in. Hmm... Well, a lot of you are taking your lumps out there right now. Hang in there, and take some comfort in the fact that final bell will eventually sound. And when it does, if you're still on your feet, you can climb out of the ring with a lot of pride and a little bit stronger.

In Rob's column, he expressed some relief in the fact "Mack Truck" announced his retirement after the fight. It's true, he did – from the heavyweight division, at least. But I'm beginning to get the itch for a shot at redemption. A lower weight class and a new ring moniker could be in order.

Who knows, maybe one day we'll see a return to the ring. How does James "The Frenzy" Menzies, sound? □

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Where the heck is Durango?

Enough, enough, enough already! Until now I have never dedicated even a sentence to the sham that passes as customer service for all those of us who must routinely fly the decidedly "unfriendly skies" as part of our business travel. Like most, I have accommodated myself to the misery. But I will suffer in silence no longer. This time I'm going to share my misery in the hope that it will spark some kind of protest among all the other business travellers who are equally fed up.

My latest misadventure started at 5:30 a.m with a call from a friendly computer voice informing me that my flight to Chicago for that night has been cancelled and alternative arrangements have been made to put me on another flight the following afternoon. If I'm not happy with that arrangement, Silicone Sam tells me, I can call their help desk. Well, I'm not happy with the arrangement as it gets me into Chicago after the event I'm supposed to attend.

So bleary eyed I dial the 1-800 number provided by Silicone Sam and... I get "Maresh" on the line.

"Hello Maresh," I say, "my flight from Toronto to Chicago has been cancelled and I need to get to Chicago faster than the alternative flight provided. Can you help me?"

"Sure, Mr. Smyrlis, let me check my computer." He checks his

Viewpoint

Lou Smyrlis
 Editorial Director



computer and tells me he's having trouble finding a suitable flight from "Durango" to Chicago. What? Durango? Where the heck is Durango? What's he talking about?

"No, no," I say, "I'm leaving from Toronto."

"Durango?"

"No, Toronto, T-O-R-O-N-T-O."

"I'm sorry, I don't show a suitable flight from Durango."

After a few more Durango-Toronto exchanges, I'm fed up enough to ask, where I'm calling.

"India," Maresh tells me.

"So that's why you have no idea where Toronto is," I hotly reply.

"I will put you through to our international desk," he says. "Is there anything else I can help you with?"

"No thanks, you've helped me enough. Put me through to your international desk." He does. After 15-20 minutes waiting for someone to answer, I give up.

This is not a rant against call centres in India. I've dealt with call centres in India before. Usually, the service is good. This is a rant against

the thoughtless corner cutting that has become common in business travel and includes poor training of personnel, a situation exacerbated when dealing with people continents away. And this is a rant against the hijacking of customer service by executives of airline companies who have become so overzealous with slicing the fat from their operations they're now cutting into the bone.

I did some digging. After all this was only the latest in a string of similar incidents recently. It turns out over the past six years, airlines have laid off more than 100,000 workers. And six of the major carriers have shrunk their fleets by 20%. By this summer, nearly a third of all flights arrived late, more flights have been cancelled, far too many planes are overbooked and by June, reports of baggage problems were up 25% from the previous year. A third of all delays are due not to weather or an antiquated air-traffic control system – but simply because the plane was late arriving from a previous flight.

Such aggressive cost cutting has proved beneficial for air carriers – the North American airline industry as a whole cleared more than four billion dollars in 2007. But it has left business travellers stranded and frustrated far too often. It's time we spoke up. □

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

COVER STORY

Shop owners want truckers, associations to help out

■ Continued from page 1

government bodies, the Ward's have still been unable to get the provincial Ministry of Transportation on-board.

In a letter to Ward dated Nov. 2, 2007, John Dowler, district manager with the MTO listed three reasons why the department would not assist in constructing a truck pull-out at the restaurant.

"The truck pullout does not satisfy minimum highway engineering safety requirements; the Ministry of Transportation has not received any correspondence from truck drivers, truck companies or trucking associations outlining this issue as a concern; and public funds would be more effectively used to address truckers' concerns at existing rest areas or in areas with a variety of services available," Dowler wrote.

That reasoning is weak, counters Ward, who notes there are no existing commercial vehicle rest areas in the region. He points out the Salmo Creston Pass is often closed due to weather and truckers don't have a safe area to park and rest at its base.

He also explains city bylaws prevent truckers from parking their rigs within Creston town limits, leaving them without any options. He's hoping truckers and the associations that represent

them will rally behind the cause and help convince the Ministry that the rest area is needed.

"I'm hoping to encourage every trucker, trucking company and association to drop these people an e-mail saying it is needed," he tells *Truck West*. "Hopefully, if we have a big enough response, not only will they widen the ditch but perhaps they'll make a full and proper truck pull-out."

Ward's lobbying has achieved more favourable results with local governments. Tom Mann, a director with the Regional District of Central Kootenay, wrote "There is no serviced

rest stop area in the Creston Valley and as a result, large highway trucks are often stopped on the roadway outside of 7-11 or other convenience stores. A rest stop at this location would provide a location that truckers could stop at to purchase supplies or just take a break before climbing the summit."

And Bev Caldwell, representing the Town of Creston also voiced her support. "Please be advised...Council offered its sup-

port...for the filling in of the ditches on both sides of Hwy. 3 at the junction of Hwy. 3 and Nicks Island Road, for the safety of both pedestrian and vehicular traffic," she wrote.

But because the area falls under provincial jurisdiction, it's the MTO that needs to sign off on any zoning or roadwork. And Ward also wants the province to help with the engineering costs that would be required to comply with Transportation Association

of Canada design standards.

"It's a very small mom-and-pop business and I don't have \$100,000 to hire engineers," he told

Truck West when we first discussed the issue back in 2005.

The lack of proper parking facilities and a safe pull-out have not deterred truckers from stopping at Mugwumps for one of its hearty sandwiches. Drivers are discouraged from parking in Creston town limits and they often welcome an opportunity to charge up with a home-cooked meal before ascending the Salmo Creston Pass.

"They're still coming in, we're

getting anywhere from three to 15 trucks a day but that's peanuts," says Ward, a former trucker himself. "The Town of Creston doesn't want them, I would welcome them. I'd go 24 hours a day."

But as it stands now, Ward cringes when he sees truckers having to cross two lanes of traffic to get in and out of the undersized parking area. Recently, a loaded cattleliner ended up on its side after dropping its wheels into the very ditch Ward has been asking the province to fill in.

"We got all the cattle back standing, so it wasn't a disaster, but it very well could have been," Ward said.

If you think there's a need for a commercial vehicle rest area at the base of the Salmo Creston Pass, Ward would love to hear from you. He can be reached at 250-428-0120. He also offers up several contacts at B.C.'s Ministry of Transportation: John Dowler, john.dowler@gov.bc; and Transport Minister Kevin Falcon, kevin.falcon.mla@leg.bc.ca.

Ward's hoping that truckers will rally together to prove there's a need for the truck pull-off and parking area and that the province will eventually help make the expansion a reality. □

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'The Town of Creston doesn't want them. I would welcome them.'

Dan Ward

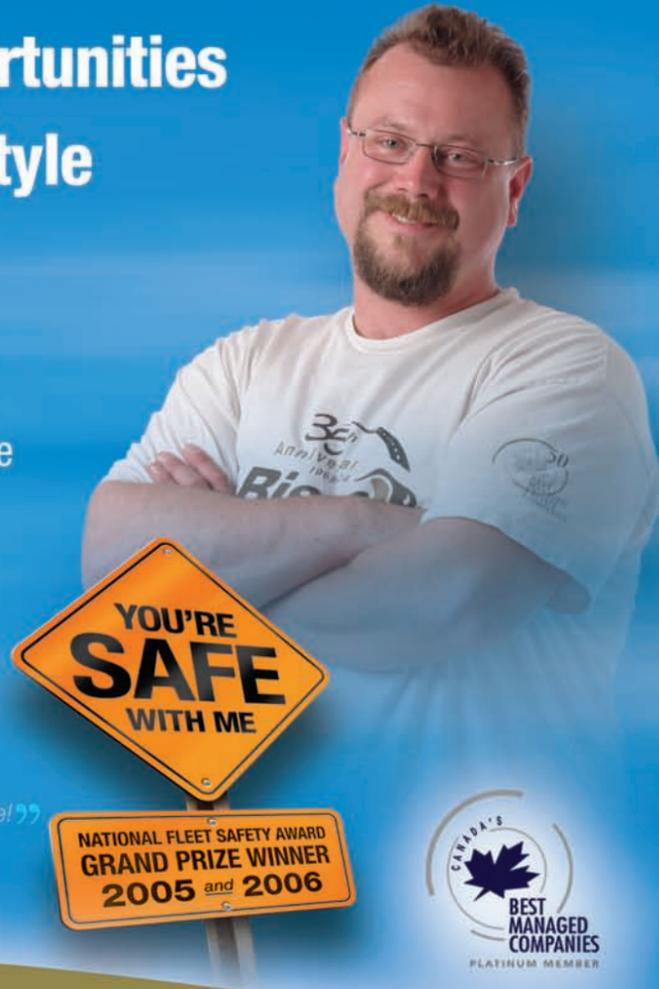
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Carriers won Round 1 of the battle against CRA

Now Canadian owner/operators want their share. As much as \$14.5 million could be at stake, lawyer says.

■ Continued from page 1

"I was doing my reading and came across an article on excise tax refunds and how to apply for them. The article cited a couple of cases, one of which took place in 1880. A ship left Liverpool (England) with coal in its hull (for fuel) and was eligible for a refund on the tax on the coal it used after it left England. I thought 'Why not use this for trucking?'"

The logic was that if manufacturers in Canada could get refunds on the excise tax they paid for items destined for consumption outside Canada, then so should the truckers.

After all, some of the fuel they were paying tax on was being consumed outside Canada too.

The realization led to the accountants applying for the rebates on behalf of a hundred and some trucking customers, explained Babins.

Little did they know they'd fired the first shot in a battle with Revenue Canada that continues to this day.

But even back in the early 90s, it came as no surprise to the accountants that Revenue Canada didn't want to cough up the cash.

So Babins and his partner decided to see if there was a way to make Revenue Canada pay.

"First we talked to our clients to see if they were willing to take on Revenue Canada over this and most of them were," says Babins. "Then it was a matter of finding a lawyer, or someone to partner with on the case. We tried to partner with CN, who were doing something similar, but they ended up going on their own."

The accountants were rapidly running out of options.

"We'd already consulted some of our friends who were lawyers, but we needed someone who was willing to take the case on spec' or at least at low cost," explains Babins. "That's when we met Israel. He was willing to take the case on spec'."

Enter Israel Alexander Ludwig, transportation lawyer extraordinaire.

"I looked into the background on excise tax law and found that it was old, pre-war even," says Ludwig, a lawyer with Duboff, Edwards, Haight & Schacter, located in Winnipeg, Man. "Originally, it was a tax covering the manufacture of all commercial goods. If the goods were exported for consumption, the manufacturer got a refund."

Ludwig figured it was reasonable to infer that the same export-related rebates being offered to manufacturers in Canada were due to trucking companies using fuel to carry those same goods out

of the country.

"The way the law was written in Canada at the time allowed for the tax rebate for all items that were consumed outside of the country. That could include a tax rebate on the fuel being carried out in the tanks of trucks and consumed outside of Canada," he explains.

Tracking the amount of fuel consumed outside the country was no problem.

"All the trucking companies had to do was keep track of their kilometres."

Ludwig took the case in 1998. By that time, Babins and his partner had filed hundreds of fuel tax rebate applications on behalf of over 100 trucking companies.

"We had to keep filing the applications continuously, even though we weren't getting the refund," explains Babins. "That's because we were only allowed to apply for rebates retroactively to two years. So if we let the applications lapse, we would have lost the rebates going back to 1991."

So Ludwig, Babins and 117 trucking companies took their cases to court. It didn't take long to realize that trying all 117 cases would take much more time to try than anyone had.

"Basically we agreed with Revenue Canada to test one case (Bison Transport's) and then use that case to make the decision on all the others," says Ludwig.

\$12 million victory

In 2001, a federal judge ruled against the truckers. But after Ludwig and the truckers appealed, two out of three judges accepted their argument, and agreed the tax law allowed for a rebate on excise taxes paid for fuel consumed outside the country. Revenue Canada appealed to the Supreme Court, but the decision stuck.

In 2003, Canadian trucking companies represented by Ludwig got approximately \$12 million back in tax refunds owed since 1990.

"But they refused to give back the refunds owing to owner/operators," says Ludwig. "They said the owner/operators should have applied for the refunds on their own."

That was bad news for the owner/operators who'd worked for the trucking companies who'd made the refund applications on their behalves, as by 2003 Revenue Canada had rewritten excise tax law to close the loophole allowing for the tax refund on fuel consumed outside Canada.

And so Round Two of the fight between Team Babins and Revenue Canada began. If Team

Babins wins, then owner/operators will be getting their refunds back via the trucking companies they worked for at the time the refund applications were made.

"What we have to do now is establish that the trucking companies did in fact have the right to apply for the refunds on behalf of their owner/operators," says Ludwig.

As trucking companies do so already with regards to other fuel tax rebates, this shouldn't be too hard, according to Ludwig.

To this end, Nolan Transport and Warehousing of Ontario has already been identified as the new test case for the courts.

If this test case wins, then owner/operators who worked for Nolan Transport during the period the refund applications were made should be getting some fuel tax money back.

So should the owner/operators who worked for the other 117 trucking companies who made applications for refunds.

"That could come to about \$14.5 million," says Babins, who'll only be seeing about \$200,000 of that money in fees (divide that over 19 years!)

Still, even if Team Babins does win, owner/operators won't see their money anytime soon.

"It could be as late as 2009 be-

fore Revenue Canada gets through processing all the refunds," says Babins.

Distribution of the money will work as follows: trucking companies will get cheques for the money owed to their owner/operators and the companies will be responsible for distributing it to owner/operators.

"What we'll probably do is put ads in the trade magazines to announce the refund and owner/operators who worked for companies who applied for the refund will be asked to contact these companies or a central number in order to get their money," explains Ludwig.

Fingers crossed

In the meantime, owner/operators who are owed refunds will just have to cross their fingers and hope for the best.

"We have a good case," says Ludwig. "I should think the decision would be obvious."

Nolan Transport general manager Jim Peacock, for his part, is looking forward to playing Santa.

"These refunds should have been made years ago," says Peacock. "I have no idea whether we'll win, but if we do, we have the lists of our owner/operators and their addresses ready." □

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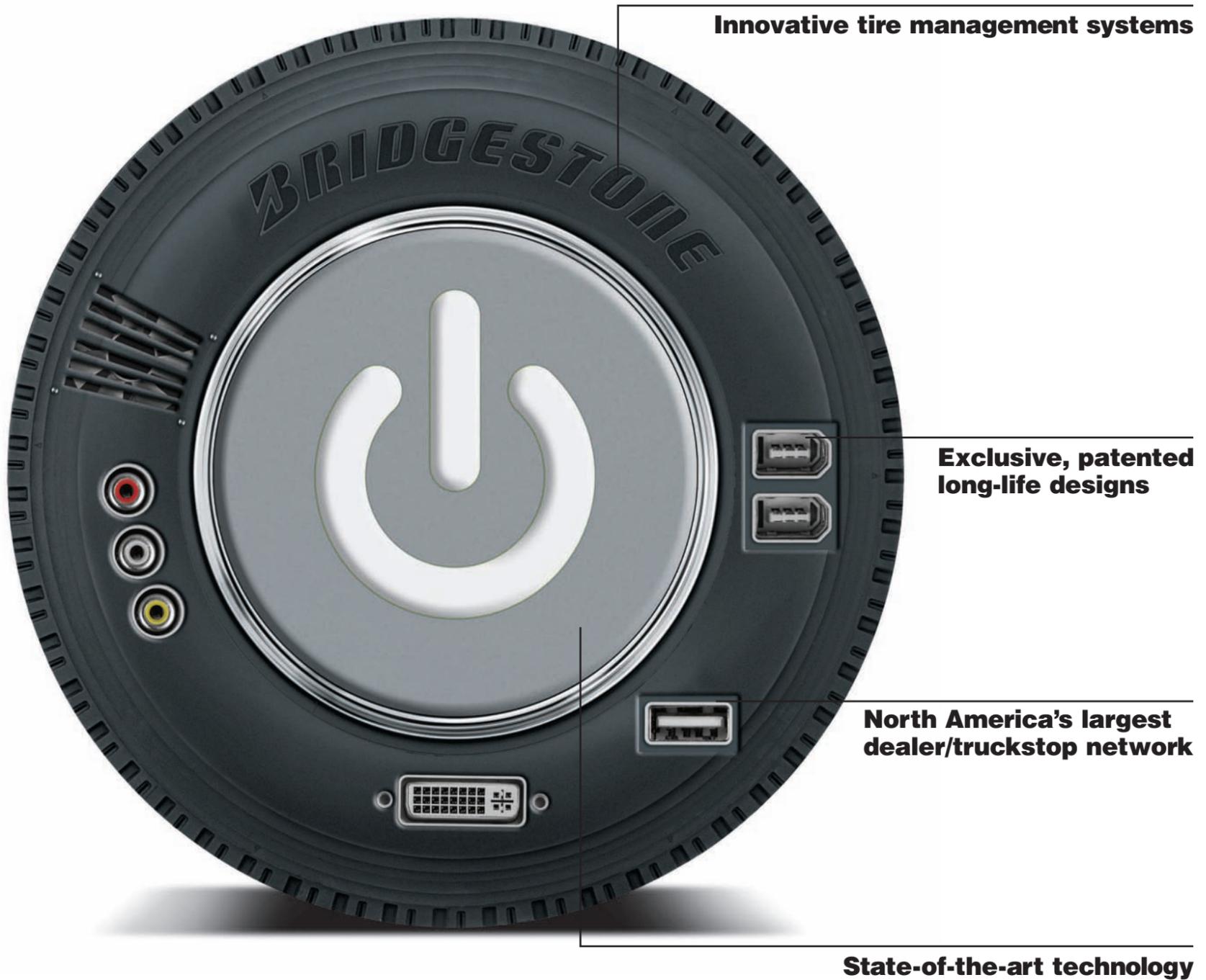
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Feds kill carbon tax recommendation

CTA: Efforts should go towards enviroTruck

By Anne Peters

OTTAWA, Ont. – Canada’s trucking industry breathed a collective sigh of relief in January when the Harper government killed a recommendation by the National Roundtable on the Environment and the Economy to implement a carbon tax to reduce greenhouse gas emissions in Canada.

The advisory panel of Canadian environmentalists in January delivered its report recommending either carbon tax increases or an emissions cap-and-trade system could reduce greenhouse gas emission by 65% by 2050.

But Environment Minister John Baird quickly quashed the carbon tax idea, calling it “Liberal.”

Needless to say, the carbon tax proposal met with no little resistance from trucking industry insiders.

“The last thing we need in the trucking industry is more fuel taxes,” fumed Canadian Trucking Alliance CEO David Bradley. “Besides, we already have a federal carbon tax in the trucking industry – it’s called the excise tax on diesel fuel.”

The excise tax on diesel was introduced by the Mulroney government in the mid-1980s, explained Bradley, for the expressed purpose of reducing the chronic government deficits that persisted at that time.

“However, those days are gone and the federal government is now generating fiscal surpluses. If they want to give the tax a policy purpose, call it a carbon tax, or a green tax or whatever you want so long as the money generated goes to promoting fuel efficiency through initiatives like CTA’s enviroTruck.”

CTA introduced its enviroTruck initiative to the federal govern-



LOOK, NO SOOT: Today’s truck engines are extremely clean, but the industry is reluctant to welcome a carbon cap-and-trade system.

ment during 2008 budget hearings last November.

The initiative, which focuses on accelerating the penetration of emissions reducing technology into Canada’s trucking industry, promises to eliminate smog and GHG emissions up to 22%.

“Would they do that (put the carbon tax into emission-reducing initiatives) or would the money end up in general revenue anyway?” asked Bradley, adding: “The best thing to do with the excise tax on diesel fuel would be to harmonize it with the GST since it is a business input tax and the federal government supposedly wants to get rid of that form of taxation since it discourages investment in new equipment which in turn impairs the Canadian trucking industry’s competitiveness, safety and environmental performance.”

The enviroTruck initiative, meanwhile, has gained a foothold in B.C., “thanks to the hard work of the B.C. Trucking Association and the foresight of the province of British Columbia,” says Bradley.

On Jan. 25, the Fraser Basin Council announced a new incentive under its Green Fleets B.C. program to encourage the B.C. trucking sector to adopt emission reduction technologies.

Up to \$10,000 per vehicle is available for trucks meeting the Council’s enviroTruck standard, to a total of \$70,000 for the entire program.

Program participants will provide monthly usage stats and comments on their experience with their enviroTruck, including details on its combination of components. (The Council accepted applications up to Feb. 15).

“It’s a modest start but a significant step in the right direction which we are hopeful can be built upon over time,” said Bradley.

“It would also be very helpful if Transport Canada were to step up to the plate.” □

@ARTICLECATEGORY:3362;860;

– For more information on carbon taxes and the potential pitfalls of a cap-and-trade system, see David Bradley’s column on pg. 22.

CTA addresses Commons committee

OTTAWA, Ont. – In a recent appearance before the Commons Standing Committee on Industry, Science and Technology, the Canadian Trucking Alliance (CTA) told MPs that the trucking industry is being hit hard by current economic conditions in Canada and the US, by rising fuel prices and by an array of costly, often overlapping security programs.

CTA senior vice-president Graham Cooper told the committee that, “Trucking is a derived demand industry, so economic conditions in domestic and international markets are reflected in the industry’s freight volumes and financial performance. The high value of the Canadian dollar combined with the general weakening of the US economy, the resulting reduction in Canadian exports to the US, and the manufacturing downturn (particularly in central Canada), are all having a profound impact on the trucking industry in most parts of the country.”

It is in the cross-border market that the Canadian trucking industry is being particularly hard hit and as Cooper told the committee, “From November 2006 to November 2007, Canada’s total exports to the US declined by 3.8% and imports by 1.9%. However, these aggregate figures do not tell the whole story. Trucking specializes in the carriage of relatively lower weight and higher value products when compared with other freight modes. A comparison of export statistics for November 2006 and November 2007 shows year-over-year decreases of 4.4% in industrial goods, 3.7% in machinery and equipment, 5.9% in automotive products and 9.9% in other consumer goods.” □

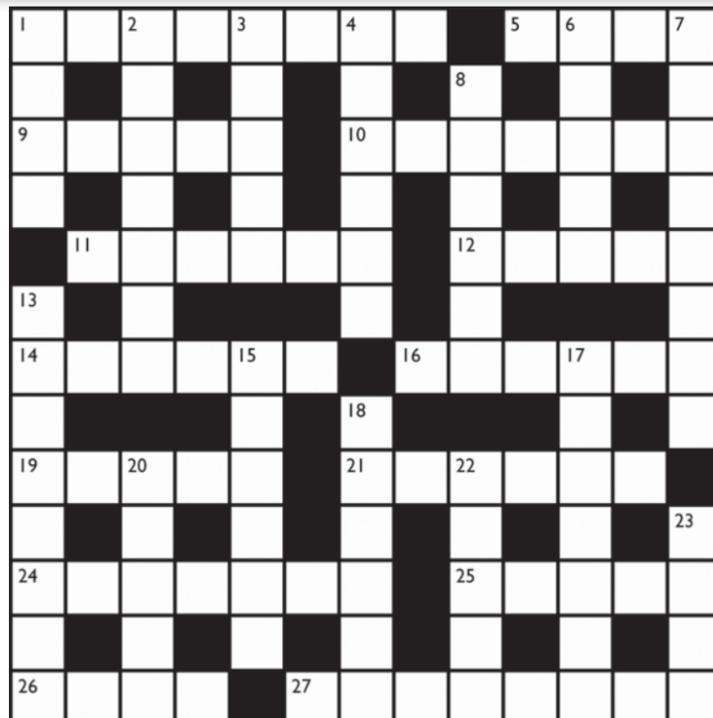
THIS MONTH'S CROSSWORD PUZZLE

Across

1. New-truck price add-on (5,3)
5. Word preceding cab, in the pickup world
9. Aluminum-wheel brand
10. Name on walk-in truck bodies, once
11. Trucking companies' rolling stock
12. Chevy's clone of GMC General
14. Location, on the CB
16. Truck-buyer's need, usually
19. Front turn-signal colour
21. Woman's description, in Roy Orbison song
24. Vehicle volume, in a word
25. Accident outside a steakhouse, perhaps (1,4)
26. Commercial Vehicle Safety Alliance, briefly (1,1,1,1)
27. International 8500 or 8600 model

Down

1. Device placed on in-bond trailer
2. Border crossing south of Montreal
3. Roadside weigh station
4. A Freightliner cabover model
6. Divided-highway entrances and exits
7. Fasteners shaped like Mouseketeer hats
8. Meat Loaf song, “Where the ____ Meets the Road”
13. The first A in APTA
15. Schedule of duties on imports
17. Michigan's Motor City metropolis
18. Drivetrain-components brand
20. They're sometimes in the air
22. See 18-Down clue
23. Component that's just meshing around



Answers on page 32

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Alberta driver training program no longer in jeopardy

Class 1 training component added, students now qualify for EI benefits

By Jan Westell

RED DEER, Alta. – An Alberta professional driving program has been revamped to include a Class 1 component for heavy-duty transport, which is intended to appeal to both students and the trucking industry, on many levels.

The expanded professional driver certificate pilot program is offered by Red Deer College in partnership with the Alberta Ministry of Advanced Education and Training.

As of Jan. 21, 2008, the modified program was approved by the provincial government, and expanded to include a Class 1 license component, which is being offered over a 12-week period,

rather than a now eliminated 20-week supervised work experience.

The training will include: eight weeks of in-class theory and in-cab supervised training, and a four-week supervised practicum placement with a carrier.

The newly expanded program is similar to an apprenticeship program, which will allow participating students to be eligible for employment insurance funding, one obvious financial benefit to the new program.

“More importantly, it’s no longer a post-Class 1 program,” says the Red Deer College program director, Dennis McCarty, who emphasizes the course has been designed for new and expe-

rienced drivers.

“It is a basic pre-Class 1 program, which means the student gets Class 1 (certification) within the program.”

The program director believes professional driver training is crucial for the trucking industry. Otherwise, he fears that the uninitiated may consider that driving a truck doesn’t require any specialized education, other than on-the-road experience.

“A lot of people have the misconception that driving a truck is a no-brainer.”

Instead, the reality is extremely complex, with an obvious requirement for mechanical and advanced technological skills.

However, professional drivers also require strong public relations skills, which are essential when dealing with clients, cargo personnel, regulatory officials and even unexpected cross-border delays.

“Students need to be better prepared professionals for on-the-road issues,” says McCarty.

However, without the newly expanded Class 1 component, and a more condensed course that offers financial benefits through accompanying EI benefits and more immediate employment, the previous 20-week program suffered from lack of sufficient participation.

This caused concern for a number of Alberta transportation stakeholders, which along with Red Deer College, proposed the successfully modified program.

As a result of the recent changes, there has been vast approval, including from the Alberta Motor Transport Association (AMTA), according to an editorial on its Web site.

“This is a major step forward for the Professional Driver Certificate program but it is now up to the transportation industry to come forward with support and involvement,” the statement reads.

“Carriers and training schools need to encourage drivers to enroll, and carriers need to provide mentoring opportunities with their companies. Together, we can make this pilot program work and make the PDC program an Alberta Transportation Industry success! The result will be more ‘qualified’ drivers, which was the goal from the beginning.”

However, there is still one little glitch, and that is an element of dissatisfaction from “some private driving schools,” according to the AMTA’s Web site, about unfair competition.

However, the AMTA considers that any driving school can go through the process of becoming accredited to provide the training that meets the national standard for the industry.

The professional driver certificate pilot program is offered through Red Deer College at four locations: Red Deer, Calgary, Edmonton and Lethbridge. Application requirements for the program, include: a valid Alberta Class 5 licence, driver abstract, a criminal record check, Alberta Grade 10 or equivalent, completion of TOWES (Test Of Workplace Essential Skills).

Once qualified, admission to the professional driver certificate pilot program will cost an estimated \$3,430, which includes a \$50 application fee, tuition and materials fee, and a student association fee. For more information about this training program, call toll-free 888-732-4630 or contact Dennis McCarty at 403-356-4861, or write to him at dennis.mccarty@rdc.ab.ca. □

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 — No. of Off-Road Vehicles _____

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

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 c) Food Production / Distribution / Beverages
 d) Farming
 e) Government (Fed., Prov., Local)
 f) Public Utility (electric, gas, telephone)
 g) Construction / Mining / Sand & Gravel
 h) Petroleum / Dry Bulk / Chemicals / Tank
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 j) Retail
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TODAY!

User fees may take a bigger toll

Studies north and south of the border call for more fuel taxes, road tolls

By Adam Ledlow

TORONTO, Ont. – Two recent studies from unrelated groups in Canada and the US have each called for an increase in federal fuel taxes within weeks of each other. An Ontario-based alliance composed of management and labour groups in the construction industry has released a study urging a range of new municipal taxes – including road tolls and fuel taxes – in order to fund road and public transit systems, reduce traffic congestion and cut greenhouse gas emissions.

The study, commissioned by the Residential and Civil Construction Alliance of Ontario (RCCAO) and authored by Trent University economics professor Harry Kitchen, was released Jan. 21.

The study says local governments in the Greater Toronto Area including Hamilton (GTAH) should be allowed to adopt these new taxes to ensure the well-being of the region's infrastructure.

The groups says municipalities current revenue sources – most notably property taxes and user fees – are no longer sufficient to fund the massive operating and capital requirements of public transit and roads.

“Much of this infrastructure was built years ago and is nearing the end of its life span. Billions of dollars, perhaps tens of billions, will be required to ensure that the GTAH has the public transit and transportation systems critical to remaining competitive,” Kitchen said at a news conference at Queen's Park.

“Not only would it be politically difficult to raise property taxes to levels that would generate the needed revenue, but property taxes also do nothing to change people's behaviour when it comes to road and transit use,” RCCAO reps said in a release. “Specific transportation charges, on the other hand, can be designed to provide an incentive for people to make efficient decisions about how they use the services, where they should live, and where they should work.”

According to the study, the best instrument for reducing gridlock in the GTAH would be the implementation of area-wide road tolls.

It has been estimated that a toll of seven cents per kilometre on the 400-series highways in the GTAH would produce \$700 million in revenue annually.

Road tolls have been successful in a number of cities (Singapore, Stockholm, and London, UK) in reducing congestion and travel times, lowering emissions, and increasing transit use, according to RCCAO officials. Although the study cautions that there will be resistance to road tolls, it suggests public support will be higher if the revenues are earmarked for transportation and public transit purposes.

The study suggests that tolls could be designed so that they are higher for vehicles that cause relatively more road damage, travel longer distances, travel in peak-demand hours,



HOSED: If the US initiates recommendations from a recent report, diesel could go up as much as 40 cents/gallon. The American Trucking Associations says it's in favour of the increase, provided all funds go towards highways.

and/or produce higher emissions, meaning long-haul truck drivers would likely experience the highest tolls.

The study recommends that road tolls be applied on a regional basis on the major 400-series highways, the Queen Elizabeth Way, the Don Valley Parkway, the Gardiner Expressway, the Red Hill Creek and Lincoln Alexander Parkways.

Other major arterial highways could also be included if they were deemed appropriate.

As for a GTAH-wide fuel tax, suggested to be set by a governing body and piggybacked onto the provincial fuel tax, the study indicates that this would be a relatively inexpensive and simple plan to administer. It has been estimated that a charge of six cents per litre would generate new revenue of between \$300 million and \$420 million per year.

“A municipal fuel tax is a blunter instrument than road tolls for controlling individual behaviour but it is almost certain to have an impact as commuters are likely to drive less if gas prices rise,” Kitchen noted.

Currently in a few jurisdictions in Canada, fuel tax revenues are shared between the province and the city or region. The Greater Vancouver Transit Authority (TransLink) receives 12 cents per litre from B.C., and 2.5 cents per litre is remitted to the transit system in the Victoria region.

Calgary and Edmonton receive provincial grants for transportation infrastructure that are estimated at five cents per litre. Agence Metropolitaine de Transport, which provides transit services to Montreal and surrounding municipalities, receives 1.5 cents per litre.

Other initiatives suggested by the study include non-residential parking space taxes and motor vehicle registration fees.

The study comes on the heels of a report by the National Surface Transportation Policy and Revenue Study Commission in the US, released in December, which calls for the increase of fuel taxes by as much as 40 cents per gallon to pay

for infrastructure improvements. The report says that an annual investment of \$225 billion is necessary over the next 50 years to update the current system to a state of good repair. Less than 40% of this total is currently being spent, according to the commission.

The report has drawn both praise and criticism from the American trucking community. The American Trucking Associations has commended the efforts of the commission “for its hard work and dedication to analyzing the future infrastructure needs of the nation.”

“As the Commission report makes clear, trucking is, and will remain, the dominant mode of freight transportation,” the ATA said following the announcement.

ATA officials say fixing infrastructure problems in the US is “a significant financial undertaking” and noted the “current revenue streams are failing to keep pace with infrastructure needs.”

The ATA said the report acknowledged the need for a new and improved investment strategy which “not only supports the health of the highways, but the health of our future economy. One that includes a combination of steps designed to ease congestion, alleviate bottlenecks and repair aging infrastructure.”

ATA said it was particularly pleased that the commission recognizes the need to address freight movement; the important role that goods movement plays in the overall health of the US economy; the need to reform the program to ensure a more performance-based system; and the need to maintain a user-fee based system.

The American Automobile Association (AAA) is also applauding the commission's “positive contribution,” saying the group is “making a strong recommendation for change.”

“We have been saying for some time now that America needs a new vision for how the nation's transportation system is planned, funded and implemented,” AAA representatives said. The AAA said that

based on its research, it found that the motoring public may be willing to pay more in taxes “provided they trust that the money is invested responsibly in programs and projects that will provide enhanced safety, improved mobility and system reliability.”

The Owner-Operator Independent Drivers Association (OOIDA) however, disagreed with the commission's call to increase fuel taxes, saying instead that there needs to be a restructuring of the way money from the Highway Trust Fund is used.

“They need to show us the money,” says Todd Spencer, executive vice-president of OOIDA. “Where it's going, how it is being used, what are our true national needs, how the system is going to be cleaned up top to bottom, and then we'll talk about paying more. Truckers pay enormous sums into the Highway Trust Fund, contributing as much as 36% of it, and deserve better than just ‘a new beginning’ – which really just means paying even more money.”

The association admits that runaway earmarks are part of the nation's problem, but reform efforts should also focus on where other highway tax dollars are spent, adding that many federal agencies and programs are funded by those tax dollars.

“Some of those agencies and programs should be streamlined or done away with, and others should be funded by other means,” said Spencer. “Simply put, highway tax dollars should be spent on highways.”

OOIDA officials say they also appreciate the Commission's recommendations on limiting tolling and reigning in highway privatization.

“Increased tolling and privatization will no doubt have a crippling effect on the trucking industry and on the nation's economy,” adds Spencer.

He noted that truckers pay significant amounts in highway user taxes in the form of registration fees, state fuel taxes, tolls, highway usage fees, and excise taxes specific to trucking equipment.

Three members of the 12-member commission sided with OOIDA's stance on the tax increases, rejecting the idea outright. One of those members, Transportation Secretary Mary Peters, has said that increasing federal gas taxes “is not leadership – it is ludicrous.”

“According to recent surveys, the public overwhelmingly opposes the idea of raising (federal gas taxes). They have no confidence that their gas taxes – which go into the Highway Trust Fund – will be spent either wisely or well,” Peters was quoted as saying at a Portland seminar in October.

“Washington's misplaced priorities have caused Americans to lose trust in the trust fund. They are tired of paying for excellent bridges to nowhere and horrible commutes to everywhere else. And I do not blame them one bit.”

Peters has said the better way to move forward is offering incentives to states willing to pursue more efficient approaches to relieving congestion and investing federal funds more effectively. □

Feel good in your bones

This month let's look at one of the main difficulties with digesting milk – lactose intolerance.

First of all, what is lactose intolerance? It is a condition triggered by the digestive system because someone cannot digest lactose, the major sugar found in milk. When the lining of a person's small intestine does not produce enough of the enzyme lactase, their body cannot break down lactose.

Lactose intolerance affects between 30 and 50 million North Americans. Some ethnic and racial populations are more affected than others – up to 80% of African Americans, 80 to 100% of American Indians, and 90 to 100% of Asian Americans are lactose intolerant.

However, people of northern European descent are least likely to have this condition. Interestingly, if you were a premature baby, you're quite likely lactose intolerant, because your intestines may not have been fully developed at birth.

For whatever reason, if you are lactose intolerant, you've experienced these common symptoms: nausea; cramps; bloating; gas; and diarrhea.

You usually experienced those symptoms about 30 minutes to two hours after you ate or drank a food with lactose in it.

Preventive Maintenance

Karen Bowen



Your symptoms may have been mild or severe, depending on many factors, including: how much lactose you ate; how sensitive you are to lactose; how old you are; how fast your digestive system works; and what ethnic background you're from.

If you have all these symptoms after having milk products, your doctor can test you using a lactose intolerance test, a hydrogen breath test, or a stool acidity test to be sure the actual problem is lactose intolerance.

If it is, unfortunately there is no treatment to make your body better at producing lactase. Yet, you can control your symptoms by adjusting your diet.

You may not have to totally eliminate all milk products and usually you just find out how much lactose you can comfortably handle through trial and error.

Most adults can tolerate a little, but each person is unique in the amounts and types of foods they can handle.

As well, be sure to know how much dairy you're really getting,

some foods may actually have hidden dairy ingredients. So, before buying a food, make sure you read the label. If it says: milk, lactose, whey, curds, milk by-products, dry milk solids, and non-fat dry milk powder, the product will contain lactose.

If you're not careful you may be eating dairy ingredients in some unsuspected places because lactose is often added to prepared foods.

Here are some common ones: bread and other baked goods; instant potatoes; processed breakfast cereals; soups; margarine; breakfast drinks; lunch meats; salad dressings; candies; mixes for cakes, pancakes and cookies; and powdered meal replacement drinks.

Even some "non-dairy" products, like coffee creamer and whipped toppings, can have some dairy ingredients. Some prescription drugs and over-the-counter medicines may, too.

If you are a person who reacts to even a very small amount of lactose, you may want to keep handy a lactase enzyme in tablet or liquid form. You can get it without a prescription at the drug store. To avoid discomfort, take the tablets or a few drops of the liquid with the first bite of any dairy food.

Even if you must avoid eating dairy completely, you can still maintain your health and get enough calcium each day. If you never drink milk or eat cheese

again, you can still get the recommended daily amount of 1,000 mg/day from other food sources.

Here are some good ones and the amount of calcium they contain: One ounce fortified ready-to-eat cereals, 236-1,043 mg; one cup calcium-fortified soy beverage, 368 mg; three ounces Atlantic sardines in oil, 325mg; half a cup tofu, 253 mg; three ounces canned pink salmon with bone, 181 mg; half a cup cooked collards, 178 mg; one tablespoon blackstrap molasses, 172 mg; half cooked spinach, 146 mg; half a cup cooked, green soybeans, 130 mg; half a cup cooked turnip greens, 124 mg; three ounces Atlantic ocean perch, 116 mg; one packet plain or flavoured, fortified oatmeal, 107 mg; half a cup cooked cow peas, 106 mg; half a cup cooked white beans, 96 mg; half a cup cooked kale, 90 mg; half a cup cooked okra, 88 mg; half a cup cooked soybeans, 88 mg; three ounces canned blue crab, 86 mg; half cup cooked beet greens, 82 mg; half a cup cooked Chinese cabbage, 79 mg; three ounces canned clams, 78 mg; half a cup cooked dandelion greens, 74 mg; and three ounces cooked rainbow trout, 73 mg.

Whether you like grains, greens or seafood, try these great non-dairy sources of calcium; you'll feel it right in your bones. □

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

Stress and its effect on your body

Today I drove into work in the middle of a snow storm. Visibility was poor and my car was sliding all over the road. By the time I arrived at my clinic, I was stressed out to say the least. As a result of my treacherous drive in, I have decided to write about stress and its effects on the body this month.

Although we all talk about stress on a daily basis, very few people understand what it really is. Stress is basically your body's response to change. Some stress in our life is normal and in some cases even useful. For example, stress can help you perform better in sports or help you finish a work task on time. However, if you experience stress too often or for an extended period of time, it can have harmful effects on your body.

There are two basic types of stress which differ in duration. Acute stress is intense and only lasts for a short period of time. This is what you feel when you are driving down the road and another car or truck pulls out in front of you, causing you to slam on your brakes.

Conversely, chronic stress extends over a longer period and is often more subtle. An example of this type of stress is dealing with a sick spouse.

Now that you know what stress is, let's look a little closer at its effects on the body. Tension is often the first signal of stress. Tense muscles feel tight and hard to the

Back behind the wheel

Dr. Christopher Singh



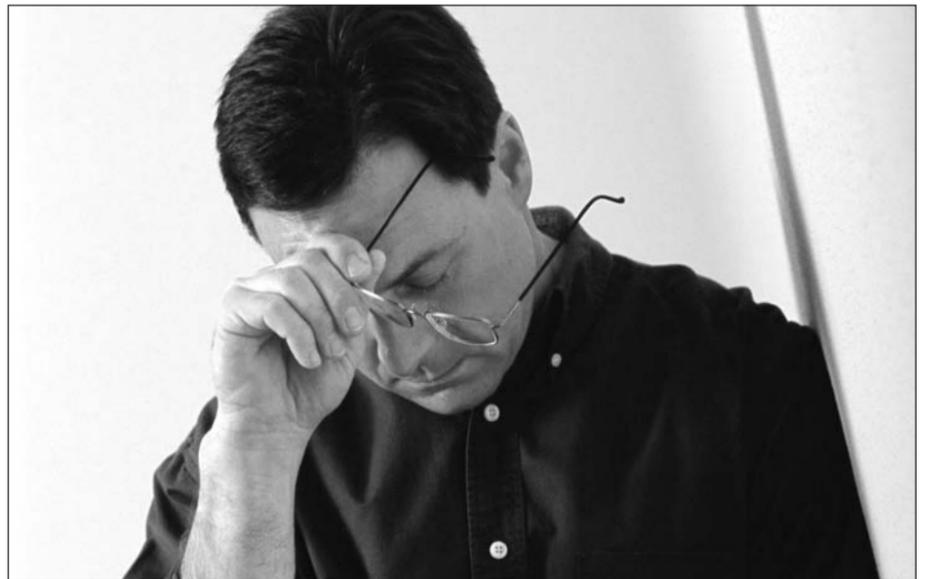
touch. Tension also causes you to feel jumpy, irritable and have difficulty concentrating.

Other symptoms include rapid heart rate, headache, stiff neck or shoulders, backache, rapid breathing, increased sweating and upset stomach. As stress continues for longer periods of time there are other problems that may occur. Chronic stress can lead to problems involving many different organ systems of the body. For example, it can lead to a decrease in your immune system which will make you more vulnerable to illnesses such as colds and minor infections. It can also lead to other problems such as high blood pressure and heart-related conditions, stomach and intestinal problems as well as lung conditions such as asthma.

The first step to treating stress is to recognize and identify its sources. Next, you must look for a way to reduce the amount of stress in your life and finally, you must learn healthy ways to relieve stress.

In some cases, it is easy to pinpoint where your stress is coming from.

You can count on stress while



ARE YOU STRESSED?: Driving in lousy weather or trying to meet unrealistic delivery times will add stress to a truck driver's life.

driving through downtown Toronto traffic or coping with the death of a loved one. However, other times it is not so clear cut. It may help to keep a stress journal in which you document when and what things cause you to feel stressed, as well as how you reacted and what you did to deal with the stress.

Keeping a stress journal will help you identify the major stressors in your life and also reveal patterns in your coping behaviours.

Once you are aware of the sources of your stress you can decide whether it is possible to get rid of them or whether it is something you must learn to deal with. It is important to remember that every one of us is different and react differently to stress, thus you

will have to experiment to find out what works for you.

A great way to deal with stress is to exercise regularly as it will help to decrease muscle tension and build up energy. Going for a walk around a truck stop or rest station is a great form of exercise while on the road. Another good way to reduce stress is to talk about it with someone that you trust.

Finally, take good care your body. Get plenty of sleep. Eat well. Do not smoke and limit how much coffee and alcohol you drink as these substances will act as stimulants and therefore compound your stress. □

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

Feel good in your bones

This month let's look at one of the main difficulties with digesting milk – lactose intolerance.

First of all, what is lactose intolerance? It is a condition triggered by the digestive system because someone cannot digest lactose, the major sugar found in milk. When the lining of a person's small intestine does not produce enough of the enzyme lactase, their body cannot break down lactose.

Lactose intolerance affects between 30 and 50 million North Americans. Some ethnic and racial populations are more affected than others – up to 80% of African Americans, 80 to 100% of American Indians, and 90 to 100% of Asian Americans are lactose intolerant.

However, people of northern European descent are least likely to have this condition. Interestingly, if you were a premature baby, you're quite likely lactose intolerant, because your intestines may not have been fully developed at birth.

For whatever reason, if you are lactose intolerant, you've experienced these common symptoms: nausea; cramps; bloating; gas; and diarrhea.

You usually experienced those symptoms about 30 minutes to two hours after you ate or drank a food with lactose in it.

Preventive Maintenance

Karen Bowen



Your symptoms may have been mild or severe, depending on many factors, including: how much lactose you ate; how sensitive you are to lactose; how old you are; how fast your digestive system works; and what ethnic background you're from.

If you have all these symptoms after having milk products, your doctor can test you using a lactose intolerance test, a hydrogen breath test, or a stool acidity test to be sure the actual problem is lactose intolerance.

If it is, unfortunately there is no treatment to make your body better at producing lactase. Yet, you can control your symptoms by adjusting your diet.

You may not have to totally eliminate all milk products and usually you just find out how much lactose you can comfortably handle through trial and error.

Most adults can tolerate a little, but each person is unique in the amounts and types of foods they can handle.

As well, be sure to know how much dairy you're really getting,

some foods may actually have hidden dairy ingredients. So, before buying a food, make sure you read the label. If it says: milk, lactose, whey, curds, milk by-products, dry milk solids, and non-fat dry milk powder, the product will contain lactose.

If you're not careful you may be eating dairy ingredients in some unsuspected places because lactose is often added to prepared foods.

Here are some common ones: bread and other baked goods; instant potatoes; processed breakfast cereals; soups; margarine; breakfast drinks; lunch meats; salad dressings; candies; mixes for cakes, pancakes and cookies; and powdered meal replacement drinks.

Even some "non-dairy" products, like coffee creamer and whipped toppings, can have some dairy ingredients. Some prescription drugs and over-the-counter medicines may, too.

If you are a person who reacts to even a very small amount of lactose, you may want to keep handy a lactase enzyme in tablet or liquid form. You can get it without a prescription at the drug store. To avoid discomfort, take the tablets or a few drops of the liquid with the first bite of any dairy food.

Even if you must avoid eating dairy completely, you can still maintain your health and get enough calcium each day. If you never drink milk or eat cheese

again, you can still get the recommended daily amount of 1,000 mg/day from other food sources.

Here are some good ones and the amount of calcium they contain: One ounce fortified ready-to-eat cereals, 236-1,043 mg; one cup calcium-fortified soy beverage, 368 mg; three ounces Atlantic sardines in oil, 325mg; half a cup tofu, 253 mg; three ounces canned pink salmon with bone, 181 mg; half a cup cooked collards, 178 mg; one tablespoon blackstrap molasses, 172 mg; half cooked spinach, 146 mg; half a cup cooked, green soybeans, 130 mg; half a cup cooked turnip greens, 124 mg; three ounces Atlantic ocean perch, 116 mg; one packet plain or flavoured, fortified oatmeal, 107 mg; half a cup cooked cow peas, 106 mg; half a cup cooked white beans, 96 mg; half a cup cooked kale, 90 mg; half a cup cooked okra, 88 mg; half a cup cooked soybeans, 88 mg; three ounces canned blue crab, 86 mg; half cup cooked beet greens, 82 mg; half a cup cooked Chinese cabbage, 79 mg; three ounces canned clams, 78 mg; half a cup cooked dandelion greens, 74 mg; and three ounces cooked rainbow trout, 73 mg.

Whether you like grains, greens or seafood, try these great non-dairy sources of calcium; you'll feel it right in your bones. □

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

Stress and its effect on your body

Today I drove into work in the middle of a snow storm. Visibility was poor and my car was sliding all over the road. By the time I arrived at my clinic, I was stressed out to say the least. As a result of my treacherous drive in, I have decided to write about stress and its effects on the body this month.

Although we all talk about stress on a daily basis, very few people understand what it really is. Stress is basically your body's response to change. Some stress in our life is normal and in some cases even useful. For example, stress can help you perform better in sports or help you finish a work task on time. However, if you experience stress too often or for an extended period of time, it can have harmful effects on your body.

There are two basic types of stress which differ in duration. Acute stress is intense and only lasts for a short period of time. This is what you feel when you are driving down the road and another car or truck pulls out in front of you, causing you to slam on your brakes.

Conversely, chronic stress extends over a longer period and is often more subtle. An example of this type of stress is dealing with a sick spouse.

Now that you know what stress is, let's look a little closer at its effects on the body. Tension is often the first signal of stress. Tense muscles feel tight and hard to the

Back behind the wheel

Dr. Christopher Singh



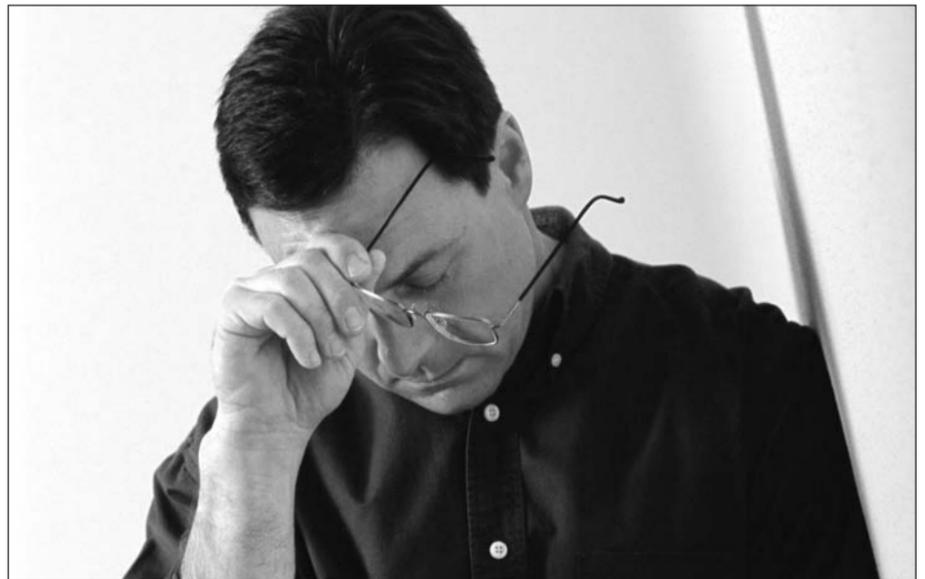
touch. Tension also causes you to feel jumpy, irritable and have difficulty concentrating.

Other symptoms include rapid heart rate, headache, stiff neck or shoulders, backache, rapid breathing, increased sweating and upset stomach. As stress continues for longer periods of time there are other problems that may occur. Chronic stress can lead to problems involving many different organ systems of the body. For example, it can lead to a decrease in your immune system which will make you more vulnerable to illnesses such as colds and minor infections. It can also lead to other problems such as high blood pressure and heart-related conditions, stomach and intestinal problems as well as lung conditions such as asthma.

The first step to treating stress is to recognize and identify its sources. Next, you must look for a way to reduce the amount of stress in your life and finally, you must learn healthy ways to relieve stress.

In some cases, it is easy to pinpoint where your stress is coming from.

You can count on stress while



ARE YOU STRESSED?: Driving in lousy weather or trying to meet unrealistic delivery times will add stress to a truck driver's life.

driving through downtown Toronto traffic or coping with the death of a loved one. However, other times it is not so clear cut. It may help to keep a stress journal in which you document when and what things cause you to feel stressed, as well as how you reacted and what you did to deal with the stress.

Keeping a stress journal will help you identify the major stressors in your life and also reveal patterns in your coping behaviours.

Once you are aware of the sources of your stress you can decide whether it is possible to get rid of them or whether it is something you must learn to deal with. It is important to remember that every one of us is different and react differently to stress, thus you

will have to experiment to find out what works for you.

A great way to deal with stress is to exercise regularly as it will help to decrease muscle tension and build up energy. Going for a walk around a truck stop or rest station is a great form of exercise while on the road. Another good way to reduce stress is to talk about it with someone that you trust.

Finally, take good care your body. Get plenty of sleep. Eat well. Do not smoke and limit how much coffee and alcohol you drink as these substances will act as stimulants and therefore compound your stress. □

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

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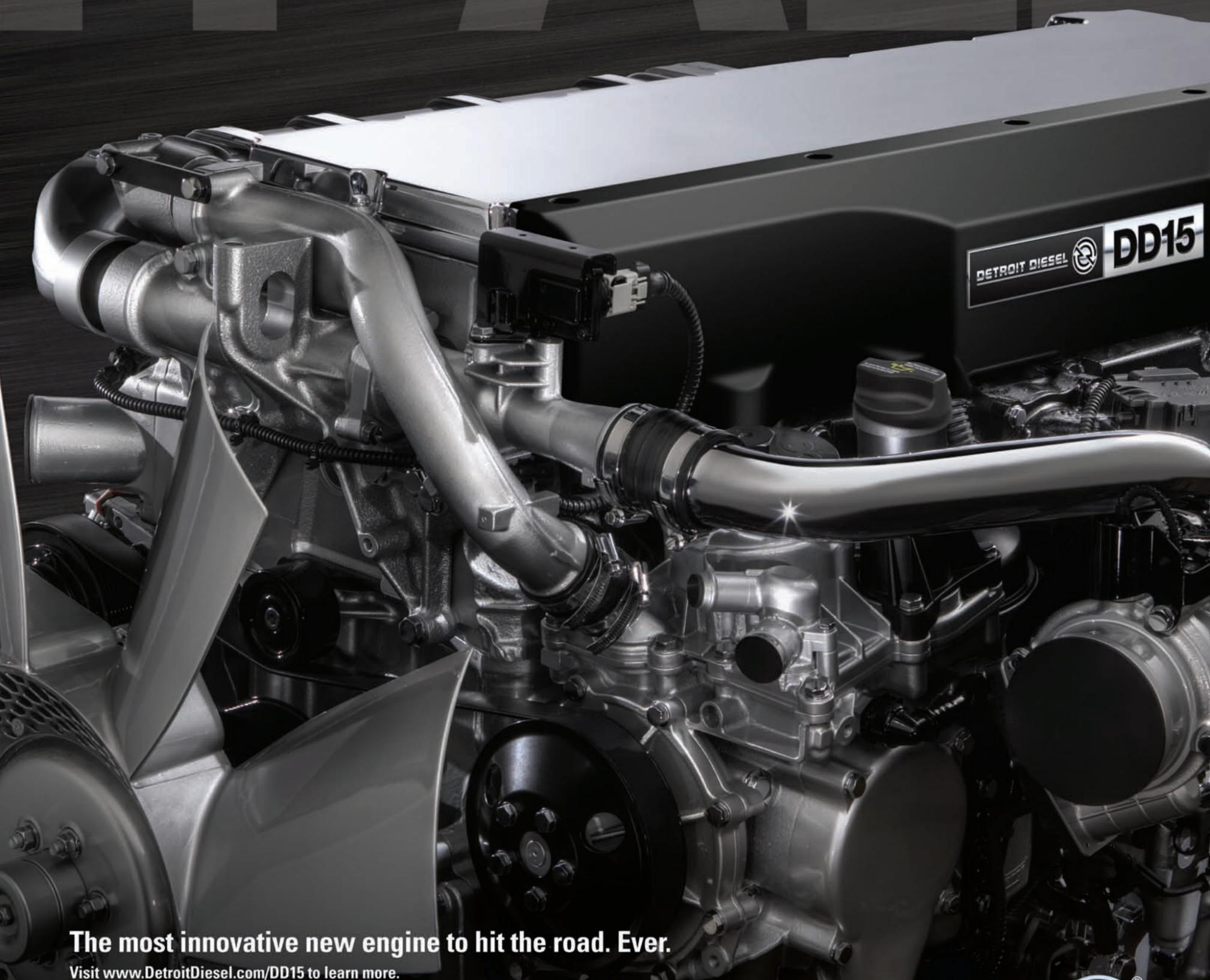
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Happy returns: Helpful tips for filing your 2007 tax return

Like some kind of financial equinox, March is the time when personal income tax planning shifts to personal income tax preparation. The guest bed in the back room becomes a landscape of paper piles: income statements, assessment notices, logbooks, receipts, and any other item that offers the hope of a deduction.

As you work your "system" this month, remember that every federal budget adds or alters credits and deductions that can affect your tax payable. Here are four items not to overlook when you prepare your 2007 return:

Meals, lodging and showers

After years of ambiguity, Canada Revenue Agency's 2007 Employment Expense Guide now includes an entire chapter on how to claim meal and lodging expenses (including showers) if you're a transportation employee.

The big change is a new category of worker called "long-haul truck driver," an employee whose main job is operating a heavy truck or tractor designed for moving freight. Starting on March 18, 2007, an employee in the long-haul truck driver classification can deduct 60% of a meal and beverage expense incurred during an "eligible travel period."

An eligible travel period is one where the driver is away from home for 24 hours or more, and his route takes him beyond a 160-kilometre radius from the location where he regularly reports for work. If the meal is not consumed during an eligible travel period, the 50% deduction limit applies.

The increased meal deduction limit for long-haul truck drivers applies to employees and self-employed owner/operators. It will be increased by 5% a year (2008 is 65%) until 2011, when the deductible portion will be 80%. Meal expenses made before March 18, 2007, are subject to the standard deduction of 50%.

If you do not fit the definition of a long-haul truck driver, you are entitled to deduct 50% of your meal expense. You should apply the 50% deduction limit for all of 2007.

Lifetime capital gains exemption

The lifetime capital gains exemption limit will be increased to \$750,000 from \$500,000 on gains arising from dispositions of qualified property after March 18, 2007.

This is great news for owners of incorporated small businesses. A "qualified property" includes shares in a small corporation owned by you, your spouse or common-law partner, or a partnership of which you were a member.

We've discussed before that sometimes the most tax-beneficial way to pass along your business when you retire is through the sale of your corporate shares rather than the assets. There are quite a few rules regarding this exemption, and taking advantage of this opportunity requires time and deliberate planning.

Tax Talk

Scott Taylor



Consult with your tax advisor two years before your planned exit to make sure your corporation qualifies.

Canada employment credit

In 2007, anyone with employment income is eligible to claim a \$1,000 tax credit for work-related expenses. You can claim \$1,000 or the total of the employment income you report on your return, whichever is less.

Credits for families

The 2007 tax year brings several new credits and deductions for families. Among them:

Child Tax Credit: You can claim \$2,000 for each child who is under 18 years of age at the end of 2007. You may be able to transfer this amount to your spouse or common-law partner, or to claim his or her amount.

Scholarships: Elementary and secondary school scholarships and bursaries are no longer taxable. Post-secondary scholarships, fellowships, or bursaries you received in 2007 are not taxable if you're entitled to the education deduction provided with a valid tuition receipt.

Children's Fitness Credit: Parents can claim up to \$500 of expenses for a child in a program that promotes physical activity. To qualify, the child must have been under 16 at the start of 2007 and the program must be ongoing; supervised; suitable for kids; and require physical activity.

Life beyond deadlines

The deadline for submitting your personal income tax return is Apr. 30. If your return is late, there's a minimum 5% penalty of the balance owing, plus 1% per month for a maximum of 12 months. If you have filed late before, the penalties may be higher.

Even if you can't afford to pay the balance, filing the return on time can save you penalties and fees. You will also be in a better negotiating position with CRA regarding a payment plan. Filing late sends a bad message.

If you need help preparing your return, see a qualified professional, preferably one who's familiar with trucking companies.

Then, the day after you mail your return, tilt your world back into tax-planning mode. Talk to an accountant or business advisor about how to reduce your tax obligation in 2008 and beyond. □

— Scott Taylor is VP of TFS Group, a company that provides accounting, fuel tax reporting, and other services for truck fleets and owner/operators. For info, visit www.tfsgroup.com or call 800-461-5970.

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*Compared to a Detroit Diesel Series 60 EPA 2007 engine with comparable engine ratings and load weights. **Effectiveness of turbo compound is based on load on the engine. The turbo compound returns horsepower back to the engine's flywheel.



Safety savings: Tight budgets still leave room for effective safety programs

When times are tough and freight is scarce, fleet managers at every level need to find savings that can contribute to the bottom line. For their part, safety departments can contribute to the process by taking steps that establish affordable – and effective – programs.

Focus the investments

Effective training strategies are always linked to specific targets – and for more reasons than one.

This approach certainly presents an opportunity to address every aspect of a challenge. If hours-of-service violations are on the rise, for example, there may be a need to audit the submitted paperwork and offer some related training to show drivers how to comply with specific aspects of the regulations.

But the focus will also make it possible to identify benchmarks that can be used to measure the strategy's success. Did the number of violations drop in the months after the training? Is there a noticeable difference between one group of trainees and the next?

Remember that some individuals may require more training than others, and improvements should be rewarded with positive feedback.

Quantify all the savings

While every fleet will track the amount of money invested into safety programs, it is also possible to prove a program's value in fi-

Ask the Experts

Ross Johnson



financial terms.

Just remember to quantify *all* of the related savings. A program that helps drivers perform a proper vehicle inspection may lead to a drop in fines linked to roadside inspections, but it will also help to eliminate the price of service calls that would be required at an inspection station, and the cost of downtime associated with roadside repairs.

Sweat the small stuff

The smallest collision could cost your fleet more than \$10,000 once towing charges, missed deliveries and the price of downtime are factored into the equation.

It proves that every fleet should sweat the "small stuff."

The good news is that the cause of these smaller collisions can often be addressed with minor investments. One company was able to slash the number of backing-related collisions in fleet yards with little more than a mirror adjustment clinic to show drivers how to use them.

Use the power of information

An engine's Electronic Control Module (ECM) contains valuable

information about driving habits, identifying the rapid accelerations of drivers who like to speed, and the hard-braking events of those who tend to tailgate.

Smaller fleets may balk at the cost of the tools and software to download such data, especially if they need multiple versions of the software to address engines from a variety of manufacturers, but the information can still be downloaded at a relatively low price during outsourced maintenance procedures.

Think about the root causes

Safety budgets can quickly be wasted on training programs that try to address a symptom rather than a root cause. Before investing in a new driver training program to address hours-of-service issues, for example, take a moment to assess your company's dispatch procedures. Are drivers running afoul of the rules by choice, or are they trying to meet unrealistic delivery times and perhaps dispatchers should receive additional training as well?

Your insurance company's loss prevention experts can also help to identify the connections between seemingly different challenges, such as a rash of speeding tickets and an increase in the number of rear-end collisions.

Leverage the free support

There are costs associated with any training program, but support mate-

rial can often be enhanced with free resources.

Markel Insurance provides its policyholders with information on a variety of operational and training solutions. Natural Resources Canada includes fuel efficiency driving techniques within its SmartDriver training manuals. And equipment suppliers can offer material or personnel to explain safe operating and inspection techniques related to certain components.

Refine the safety incentives

Never underestimate the value of small incentives such as work gloves, caps or gift cards for doing a good job. These incentives are appreciated, especially when delivered with a heartfelt thank-you.

But beware of any plans to reduce safety bonus payouts by simply increasing the related criteria. This will do little more than discourage drivers from trying to meet outlined objectives. While that may look like it's 'pennywise,' in the long run it can prove to be much more expensive. □

– Ross Johnson has 25 years experience in occupational health and safety, fleet safety management and driver training. He started with Markel as a training specialist in 2002 prior to becoming a safety and training services senior advisor in 2004. Send your questions, feedback and comments about this column to letstalk@markel.ca.

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Work Preferences:
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Owner Operator? Manufacturer: _____ Year/Model: _____ Engine Type/Size: _____

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Preferred driving region: Canada U.S.A. Both

Preferred Trailer Type: (Check all that apply)
 Flatbeds Heavy Hauling/Specialized Moving Vans
 Tankers Straight Trucks Super B Reefers
 Vans Other _____

Trailer Type Experience: (Check all that apply)
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 Tankers Straight Trucks Super B Reefers
 Vans Other _____

Current Drivers License:
 Do you have a Commercial License? Yes No
 License Number: _____ Expiry Date: _____ Province/State Issued: _____ License Type: _____
 Has your license ever been suspended? Yes No
 Number of accidents in last 3 years: _____ Personally responsible for: _____ Not personally responsible for: _____

Total Truck Driving Experience: _____/yrs

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 Job Description: _____ Reason for leaving: _____

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 Job Description: _____ Reason for leaving: _____

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PERFORMANCE DRIVEN

May the Force be with you

There's a new player in the big bore engine market

On the road

Well, I didn't have a week. And the thought of filing the gears while knocking the rust off on a brand new truck possibly destined for some poor, unsuspecting customer didn't appeal to me on this day. So I decided to ride along with seasoned shifter Dave Hutson in a TranStar day cab equipped with a MaxxForce 13 with 430 hp and 1,450 lb.-ft. of torque.

Our route would take us up a subtle but lengthy grade and we were grossing about 60,000 lbs – a good test for the new engine. The fact we were in a day cab negated some of the noise reduction characteristics built into the MaxxForce.

Day cabs are inherently noisy and generally don't have the same insulation packages found in most sleeper cabs. Nonetheless, it was still remarkably quiet as we climbed through the gears and merged onto the highway.

The MaxxForce's turbo response was immediate and impressive, you didn't have to wait for it to spool up. The engine pulled constantly, even when lugged down to low RPMs.

I noticed Hutson generally kept his RPMs lower than you'd expect, and he confirmed he drives the MaxxForce at a lower average RPM than other, similar sized engines that he's more accustomed to. This helps with fuel economy.

The RPM needle rose and fell sharply, in immediate response to pedal input – it's one responsive engine.

Like the engine itself, the engine brake was quieter than normal. It's barely audible from inside the cab and some old-school truckers may miss the sound of the old 'Jake.' But at least you can keep the engine brake activated in urban areas with little fear of reprisal.

All in all, the MaxxForce performed on the highway exactly as International officials promised it would in the build-up. It's hard to find fault in an engine that does what it's supposed to do and lives up to its hype.

Availability

The MaxxForce 11 is currently available in horsepower ratings ranging from 330-390 hp with torque between 1,250 lb.-ft. and 1,400 lb.-ft. The 13-litre offering is available with 410-475 hp and 1,450-1,700 lb.-ft. of torque.

International has enhanced its support network and launched a technician training program to ensure its dealers are prepared to service the new engine when called upon.

Speaking of serviceability, maintenance intervals on the MaxxForce have been synchronized, to reduce downtime and improve productivity, a subtle detail that's bound to be appreciated by customers.

For more information on the newest player in the big bore engine market, visit www.maxxforce.com. □

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RAVE REVIEW: Cliff Viessman Trucking's TranStar equipped with the MaxxForce is getting better fuel mileage than the fleet average, the company says.

gested, which causes that knocking sound within the cylinders.

The MaxxForce's new fuel system, however, is "completely programmable" and can dose the fuel in stages or sequences for each combustion cycle, eliminating the need for the engine to combust large amounts of fuel at once and reducing engine "clatter."

International's Steve Perkins said the use of CG iron allows the MaxxForce 13 to weigh-in dry at just 2,244 lbs.

On your typical ProStar, that's a weight savings of up to 500 lbs compared to some other engines when also taking EPA2007 emissions hardware into account, according to International officials. Perkins also pointed out CG iron is 70% stronger than run-of-the-mill "gray" iron and it is 40% stiffer, with twice the fatigue limit.

Because of the fuel system's ability to inject fuel into the cylinders in stages, International engineers explained that peak fuel pressure of 26,000 psi is maintained at virtually any engine speed.

This allows the engine to reach peak torque at 1,000 RPM, enabling drivers to operate the engine at lower speeds without sacrificing pulling power, which naturally contributes to better fuel efficiency.

The MaxxForce also features twin-series turbochargers and an integrated heat management system called Eco-Therm. The small, primary turbo takes care of take-off at low engine speeds while its larger twin maintains peak power at high speeds, International engineers explained.

Eco-Therm controls the exhaust temperatures to optimize the DPF regeneration process and also allows for faster warm-ups and im-

proved operation in cold weather, the company said.

What customers are saying

International invited several customers to the event to share their real-world testing experiences. Among them was Wayne Viessman, fleet manager for Minnesota-based Cliff Viessman Inc., a 450-truck operation hauling mostly food-grade products.

Viessman said the company took delivery of a MaxxForce 13 with 475 hp and 1,700 lb.-ft. of torque in a TranStar day cab last April. The company has put 112,000 miles on the engine with no reliability issues. But it's the driver himself who offers the most telling review.

"It pulls well, there's a really good torque curve," driver Tim Antony told me.

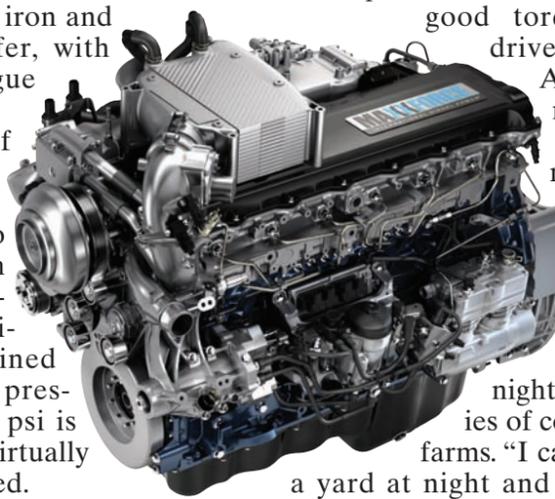
But he's most impressed by the low noise levels, especially when making nighttime deliveries of corn gluten to farms. "I can come into a yard at night and the farmers don't know I'm there unless the brakes squeak."

For Viessman himself, it's the fuel consumption that captured his attention. He said the MaxxForce is achieving 5.52 mpg hauling heavy loads compared to a fleet average of 4.85 mpg. Incidentally, he now has eight more MaxxForce engines on order.

The biggest challenge, according to Antony, was re-learning how to drive the truck.

He said he had to learn how to shift all over again because he previously shifted by engine noise and that's no longer possible.

"It took about a week to get used to shifting without hearing it," he said.



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NEW PRODUCTS

The moose is on the loose

But night vision can help you avoid hitting it



By James Menzies
WINNIPEG, Man. – As owner/operator Kent Harvie hand-bombed a couple hundred 50-lb bags of salt onto his flatdeck following another close call with a moose, he knew he had to find a solution.

It wasn't his first run-in with a moose, and while he didn't make contact with the beast, he still scattered part of his load all over the Northern Ontario highway while making an evasive maneuver.

To make matters worse, the constant threat of a collision began to stress Harvie out and fatigue became a constant battle when driving at night-time.

"I was starting to get really fatigued at night. I over-concentrated and three or four hours a night – that was it for me," he recalled. Harvie began searching for a solution to prevent wildlife collisions. The obvious one was the moose-bumper, which is already widely used in the north.

"But that doesn't cure the problem," he said. "You still end up hitting the moose and still end up getting damaged."

In researching the problem, Harvie learned of night-vision cameras that were initially being sold to the OPP for their helicopters some 20 years ago.

Like something out of a James Bond flick, they detect heat and project clear images onto a dash-mounted camera.

Harvie decided the same technology could be used in trucks to reduce wildlife collisions and he set about obtaining a patent. Unfortunately for him, he eventually found out the technology was already patented in the US under the name PathFindIR.

So he struck up a deal to become the Canadian distributor and more importantly, the company's first Canadian customer in the trucking industry.

Harvie says he now sees about five to 15 moose each night on his regular run between Toronto and Winnipeg.

"I never did before I had the camera; they're there, you just don't see them," he said. "I would say, since last summer it has probably saved me from about five direct hits."

Harvie has the camera mounted on the roof of his truck and he insisted there have been no reliability issues, even in temperatures of -40 C. The camera's lens is heated so snow and ice doesn't obstruct its view and it is also waterproof. It has a wide-angle view, so animals at the side of the road are detected.

Inside his cab, he has a small black and white monitor mounted on the dash. It shows the road ahead and displays anything that generates heat in a bright white light.

The camera has a range of about 2,000 feet compared to the

typical high-beam headlight range of 450 feet, according to company literature.

While both the camera and monitor can be mounted anywhere, Harvie likes having the camera mounted high so it offers a view over any approaching hills so he can see what lies beyond before cresting the hill.

"It just buys me a few extra seconds," he explained.

Installation is simple, he said. The system taps into a truck's existing 12-volt wiring. The package comes with mounting brackets and all other hardware required for installation.

Now that he's convinced the system works, Harvie wants to begin marketing it to owner/operators and fleets.

The fleet he drives for is currently testing the cameras on company-owned units that run in Northern Ontario. Harvie said the 500-truck fleet shells out about \$250,000 per year to repair damages caused by truck-moose collisions. However, the main barrier to getting the units more widely used in the trucking industry is price. It lists for \$4,997.

"They are pricey, no question about it," admitted Harvie. "Until it becomes a little more main-

stream, the price is up there, but we've secured financing for anybody like myself who isn't rich."

Harvie's company RoadOx has partnered with a financing company in Barrie so customers can sign onto a payment plan which makes the cost a little easier to swallow.

For more information about the PathFindIR system, contact Harvie at 416-988-4539 or e-mail roadox_transport@yahoo.com. □

@ARTICLECATEGORY:856;



The carbon tax debate: Be very wary

Conditions would have to be met before accepting carbon tax

In January, the National Roundtable on the Environment and the Economy issued a report which says that Canada could achieve a 65% reduction in GHG emissions by 2050 if it introduced measures now that place a price on carbon or CO₂ emissions – the policy argument being that if the appropriate price signals are sent to the market either through a cap-and-trade emissions credits system or a carbon tax, consumers will behave accordingly.

The days and weeks that followed the report touched off renewed debate on the pros and cons of carbon taxes in particular.

The idea of a carbon tax is not new. Discussion of carbon taxes was very much in vogue about a decade ago – though I suspect most people now as then have only a vague notion of what one is or what one could be. From a tax policy point of view, a carbon tax is not necessarily a bad thing if designed properly, at least when compared to other consumption taxes.

Broadly speaking the tax economist's rationale for such a tax is to increase the cost of burning fossil fuels in order to change consumer behaviour (consume less or switch to alternative fuel); to

Industry Issues

David Bradley



force industries to become more fuel efficient; and to reward fuel-savings by reducing other taxes so the overall effect is revenue-neutral and/or allocating the funds generated by the tax to investment in fuel-saving technologies and activities.

The problem is a carbon tax can take many forms. It can be a direct tax on CO₂ producing fuels such as oil, natural gas and coal with the rate set arbitrarily or in direct correlation with the level of CO₂ emissions produced.

It can be imposed at the producer or distributor level, or at the consumer level. (The reality being of course that even if it is imposed at the industrial level, the tax is eventually passed along in terms of higher consumer prices).

Perhaps the biggest problem is

that it will be politicians, not tax practitioners that will design and implement a carbon tax. And, as we all know, governments do not have a good track record when it comes to tax fairness, to dedicating tax revenues to the issues they were supposed to address (road taxes anyone?), or to revenue neutrality to individuals or groups of taxpayers.

Carbon taxes are not in as widespread use as some might think. Countries like Norway and the UK have some form of the tax. They are being talked about in the EU but have not seen the light of day yet. California is considering

'The trucking industry doesn't need to pay even more for diesel fuel to realize that increased fuel efficiency is a good thing.'

David Bradley

a carbon tax.

At the federal level in Canada, both the governing Conservatives and the Opposition Liberals have previously rejected the idea of a carbon tax – although at times it is hard to tell whether they still hold to that view and/or whether they will continue to do so.

Beware the so-called "Green Tax." Recently, federal finance minister Jim Flaherty – clearly not a fan of carbon taxes – seemed to intimate that if the country is going to go down the carbon tax road then shouldn't we at least have one national tax as opposed to a hodge-podge of provincial taxes?

You can bet that the provinces are not keen to see money raised from carbon taxes going to the federal government which would then decide what the revenue should be used for and what the shares of the various provinces would be.

No province in Canada, other than Quebec, has introduced a carbon tax, though others – like B.C. – have or are thinking about it. In October of 2007, Quebec introduced a direct tax of less than one cent per litre on all fuel sold by oil and natural gas companies.

The tax which is set at 0.9 cents per litre for diesel fuel is expected to generate about \$200 million per year which the Quebec government says will be used for energy-saving projects like public transit.

Government officials also said they hoped the oil companies would pay the tax and not pass it along to consumers. (Right). Other provinces like Alberta, not surprisingly, strongly object to the idea.

Where does the trucking industry stand? Notwithstanding the current economic climate, many carriers take their environmental accountabilities seriously and could perhaps see some merit replacing other taxes that do nothing for the industry with a proper-

ly structured carbon tax – if it was actually revenue-neutral to them and/or the funds were used to offset the costs of investing in new smog-free trucks, and fuel saving technologies like APUs, low rolling resistant tires, etc. (In other words, if the revenues were used to fund the proposed enviroTruck program). That's a big "if."

Because the last thing the trucking industry needs are higher fuel costs and more fuel taxes. At 15% to 30% fuel is the second largest component of carrier operating costs after labour.

The current provincial and federal diesel fuel taxes are antiquated and regressive.

In combination, Canadian fuel taxes are among the highest on the continent.

With fuel prices and fuel taxes where they are today – and even with fuel surcharges – the trucking industry doesn't need to pay even more for diesel fuel to realize that increased fuel efficiency is a good thing. Behaviour in the industry is changing.

Most tax policy practitioners also agree that taxes on business inputs whether they are imposed on commercial fuel or equipment are counter-productive and job killers.

The trucking industry – particularly in those jurisdictions that have not harmonized their sales taxes with the GST – already pays too high a share of tax on its business inputs compared to other industries.

Keep in mind, for example, that the four cent per litre federal excise tax on diesel fuel was introduced by the Mulroney government in the mid-1980s for the expressed purpose of slaying the chronic government deficits that persisted at that time.

It must have worked, because we now live in an era of massive fiscal surpluses at the federal level. But, the tax still exists even though it serves no policy purpose and is just a cash grab.

I suppose the federal government could repeal the tax; call it a carbon or green tax; make sure all carriers regardless of where in the continent they are from paid the tax; and maybe use some of the funds for fuel efficiency.

Perhaps we could live with that. But, again there are just too many "ifs" for my liking.

We have too many examples of governments justifying bad policies, programs and taxes in the name of worthy goals. (Border security is but one example).

To me the excise tax on diesel fuel is just another tax on a business input and if I had my druthers it would be harmonized with the GST.

Maybe then we could sit down and have a reasonable debate about carbon taxes. Until then, I remain wary. □

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

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NEW PRODUCTS

Meritor WABCO launches active collision avoidance system

By James Menzies

ORLANDO, Fla. – Meritor WABCO has introduced a new collision avoidance system with active braking, that uses radar to detect when a collision is imminent and takes control of the vehicle to safety stop it before a rear-end collision occurs.

The company demonstrated its new OnGuard system to trade press journalists in Orlando recently. It already has installed the system on nearly 200 trucks and the company plans to roll the system out commercially in the third quarter of 2008 as a factory-installed option with several OEMs. Meritor WABCO officials say their OnGuard technology is the first collision safety system with active braking available on North American commercial vehicles.

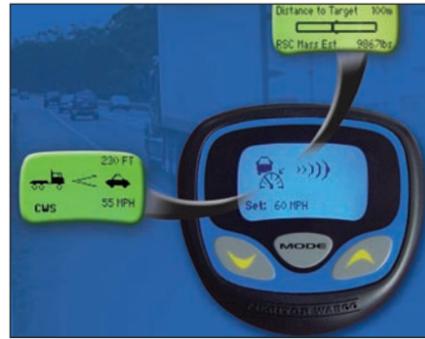
“This system is an active system,” explained Alan Korn, director of engineering with Meritor WABCO.

“It will not only warn, but will actively intervene and dethrottle, apply the engine brake if necessary and apply the foundation brakes if necessary to achieve a relatively high rate of deceleration.”

He explained a deceleration rate of up to .25 G can be achieved by the system, which he suggested “is going to be able to reduce rear-end accidents.”

Simply put, the system alerts drivers when a pre-set following distance is compromised and, if necessary, it will activate the foundation brakes to safely slow the truck down to restore the desired following distance.

“As part of our ongoing efforts to improve vehicle safety for highways, drivers and fleets, OnGuard was designed to equip drivers with automated features that help ensure safe following distances and provide ac-



CAB DISPLAY: The in-cab display, pictured, will eventually be integrated with the OEM's own dash display.

“The driver is still the most important element in maintaining vehicle safety however, the system can provide the additional split-second deceleration needed to maintain con-

trol of the vehicle in an emergency situation.”

Other systems on the market alert the driver when an unsafe following distance is established through audible alarms and by activating the engine brake – but not the foundation brakes, officials pointed out. The OnGuard system also includes an audible alarm, a visual warning and retarder control. The foundation brakes can account for up to one-third of a full brake application, engineers explained.

Korn insisted the company has gone to great lengths to ensure there are no “false” interventions. “It’s one thing to falsely warn, it’s a whole ‘nother ball game to falsely brake,” he said. “The technology had to be ratcheted up to minimize false detection. We don’t want to make decisions based on erroneous information, especially decisions that involve generating a deceleration.”

The OnGuard system was designed to be fully-integrated with Meritor WABCO’s anti-lock braking and stability control systems. Morrison explained this is advantageous because a customer can employ multiple safety systems using just one ABS ECU as opposed to having several independent systems, which add complexity.

The National Highway Transportation Safety Administration (NHTSA) has said rear-end collisions account for over 20% of all heavy truck crashes. In about 60% of those accidents, the truck is the striking vehicle. Driving too fast for the conditions or following too closely are the most common causes, according to the agency.

Meritor WABCO officials said OnGuard can help mitigate those accidents. The system can detect fixed and moving objects at up to 500 feet away. The system uses an algorithm to calculate the time to collision and then takes action when required. Other systems utilize a less sophisticated formula, Meritor WABCO officials said. So far in field testing the units have racked up more than 10 million fleet miles over a two-year period. □

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Chevron introduces new CJ-4 motor oils

SAN RAMON, Cal. – Chevron has introduced a replacement to its current CI-4 Plus motor oil with a CJ-4 and CI-4 Plus formulation the company says will offer improved performance. Chevron RPM LE SAE 15W-40 and Texaco Ursa Super Plus EC SAE 15W-40 heavy-duty diesel engine oils will be rolled out in January in bulk form. A full transition is expected by March, the company says. It will continue offering its CI-4 Plus only products in bulk and drums within its portfolio of Delo 400-branded products.

“The market is ready for the shift. With 95% of the country’s heavy-duty vehicles operating on ultra low-sulfur diesel (ULSD) it makes sense to offer engine oil with improved performance in these conditions for new as well as older engines,” said Nicole Fujishige, business sector manager for Chevron. □

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Introducing the LoneStar

CHICAGO, Ill. – In an effort to marry style with functionality and comfort, International has introduced its new flagship truck, the LoneStar. Instantly recognizable by its sleek chrome grill, the LoneStar is being called “the world’s most innovative big rig truck” by International.

Automotive-style features built into the LoneStar include: standard ABS; roll stability; traction control; Bluetooth integration for hands-free phone use; a leather-wrapped steering wheel; automotive-style dash and gauges with rosewood or titanium trim; and a 50-degree wheel cut.

The LoneStar’s interior is as distinctive as the exterior, with highlights including: wood flooring in

the sleeper cab; sofa-bed design with back pillows; swivel chairs; closed “airline” cabinets; monsoon stereo system with 11 speakers, sub-woofer and amplifier; pull-down bed with 42-inch premium mattress; workspaces to plug in laptop computers and work in a desk-like setting; and a mini refrigerator.

To top things off, the LoneStar is projected to be 5% to 15% more fuel efficient than classic trucks, equating to an annual savings of \$3,000 to \$8,000. The LoneStar will be available for order from nearly 900 dealer locations in North America beginning in April.

The LoneStar was unveiled just as *Truck West* went to press. For a full review of the LoneStar, see next month’s issue of *Truck West*. □

PACCAR engines to use SCR in 2010

BELLEVUE, Wash. – PACCAR has announced it has joined the Selective Catalytic Reduction (SCR) camp, for its own EPA2010 engines. The company said in its most recent financial statement that PACCAR engines will use SCR in combination with exhaust gas recirculation (EGR). Volvo and Daimler Trucks have also announced they’ll be using SCR and Cummins will use the urea-based solution on its medium-duty engines. On the heavy-duty side, Cummins has announced it can meet EPA2010 standards without using SCR, and most recently International made a similar announcement.

“The combination of SCR and EGR will provide PACCAR customers a highly efficient solution to meet the rigorous 2010 emission requirements. PACCAR’s world-class vehicles have successfully operated SCR emission systems in Europe for several years,” said Craig Brewster, PACCAR assistant vice-president. □

Cummins now California-compliant

ORLANDO, Fla. – Cummins has announced it’s now able to comply with strict new anti-idling regulations in California. The company now offers Clean Idle-certified engines that comply with anti-idling regulations in all 50 states. They can be idled indefinitely under the new rules, since they produce less than 30 grams/hour of NOx while idling.

The ISX, ISM, ISL, ISC and ISB all comply with the new regulations, the company announced at the Technology and Maintenance Council meetings here in February. Customers must request a 50-state Clean Idle-certified engine when placing their order. They can also update their current EPA07 engines to meet the new California requirements, the company announced.

“We are very pleased to announce the availability of our Clean Idle Certified on-highway engines,” said Jeff Jones, vice-president of sales and market communications. “Cummins ability to offer these products demonstrates our strong commitment to customers and the environment.”

The company also announced its ComfortGuard APU can meet California’s latest emissions requirements. The latest regulations, which went into place Jan. 1, require APUs to have exhaust aftertreatment systems in place. The ComfortGuard will now be available with two options capable of meeting the new California requirements.

One involves a stand-alone particulate filter and the other is an installation kit that routes the exhaust through the truck’s primary Diesel Particulate Filter (DPF).

“These new 2008 CARB-certified APUs will give drivers cost-effective options to idling when necessary, with increased benefit to the environment,” says Shawn Wasson, APU business leader for Cummins.

Once it receives its formal approval, the new options will be available through Cummins distribution channels. □

Michelin offers improved regional tire

ORLANDO, Fla. – Michelin has introduced a new version of its most popular regional truck tire which the company says will boast a dramatically longer tread life. The XZE2 all-position tire was showcased at the Technology and Maintenance Council meetings here in February.

The tire will eventually replace the XZE, which will be phased out over time, Michelin officials told *Truck West*.

“Michelin continues to raise the bar for truck tire technology through continued innovations that improve tire life and durability,” said Marc Laferriere, vice-president of marketing, Michelin Americas Truck Tires. “This in turn helps regional fleets and operators reduce their total cost of operation over the long run. The Michelin XZE tire has been the leading tire of choice for regional fleets. With the new XZE2 tire, the best just got better.”

Michelin claims its newest tire will extend tread life by 15% compared to the XZE.

The tire features Michelin’s matrix siping which provides additional traction and protection against irregular wear.

The tread itself is 6% wider than its predecessor which also improves traction and stability as well as handling and maneuverability. And the compound has been improved to provide more chip and cut resistance, officials said. Michelin representatives at the show also said a 5% reduction in rolling resistance has been achieved, which should result in improved fuel mileage.

The XZE2 will be available in March, in sizes: 11R22.5; 275/80R22.5; and 11R24.5, with a 275/80R24.5 becoming available in April. □

MISSING



Melanie Nadia Ethier
5441-S

D.O.B.: Dec 25, 1980

When Last seen:

Height: 5’5”

Weight: 120 lbs.

Eye Colour: Brown

Hair Colour: Black

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Logistics and the environment

Industry leaders share their secrets on the risks, costs and benefits of a greener supply chain

By Lou Smyrlis

QUEBEC CITY, Que. – Greening the supply chain is such a Herculean task one can be excused for likening it to the rather unecological sounding “eating an elephant.” Especially if that someone is Lesley Smith, who as vice-president of supply chain with Wal-Mart Canada, is involved with some of the most forward thinking corporate greening strategies on the continent.

And particularly when that someone has a sensible solution to the daunting task and a catchy phrase to go with it. How do you eat that proverbial elephant representing the daunting task of greening the supply chain? According to Smith: one bite at a time.

Smith was the first of several leaders in green supply chain practices to share her insights at a half-day summit on logistics and the environment dubbed *Turning Green into Gold*.

The summit, which included three different panels on the environment, kicked off CITT's well-attended annual conference in Quebec City.

The summit brought together shippers, carriers, academics and government representatives to openly discuss the challenges, costs and benefits of moving towards more sustainable transportation and logistics practices. Smith's panel mates included Peter Robinson, CEO of Mountain Equipment Co-op, another company with a strong reputation for showing leadership on the environmental sustainability front; Robert Johnson, president and CEO of Purolator, a courier that has captured the transportation



LEADING THE WAY: Wal-Mart has taken a multi-prong approach to reducing its carbon footprint, including spec'ing its trucks for fuel-efficiency.

industry's imagination with its willingness to experiment with bold green vehicle designs; and Lynda Harvey, who as senior manager of Natural Resources Canada's FleetSmart program is tasked with administering the right incentives to help transportation stakeholders improve their sustainability practices.

Harvey outlined the breadth of the task ahead. Transportation on its own accounts for 26% of greenhouse gas emissions in Canada, and is the fastest growing contributor. Although our affection with the automobile is the largest component of transportation's contribution to greenhouse gases, heavy-duty vehicles used to transport freight contribute close to a third of transportation's total.

Wal-Mart, which has 6,759 retail stores around the world (296 of them in Canada) staffed by 1.6 million workers (70,000 of them in Canada) has been making head-

lines with its lofty sustainability goals, which include: to create zero waste, to be totally powered by renewable energy, and to stock more environmentally preferable products where available.

“We knew this was a huge project and we had to break it down into little bite sizes. There are things that can be done that are not huge but can make a difference,” Smith told the audience, explaining that 14 networks were formed within the company and they included outside help from government and non-government organizations, suppliers, vendors and even environmental groups.

Wal-Mart's packaging reduction initiative has garnered much attention over the past year. The company's sustainable scorecard system is pushing 60,000 of its suppliers worldwide to lower the amount of packaging they use 5% by 2013, use more renewable materials and slash energy use.

If the packaging reductions are met, this will be an effort equal to removing 213,000 trucks from the road, saving approximately 324,000 tonnes of coal and 67 million gallons of diesel fuel per year, Wal-Mart claims.

Wal-Mart Canada held its second packaging expo in November where vendors and merchants got together to discuss and share best practices and look for ways to reduce their packaging.

Keeping with the one-bite-at-a-time theme, Smith related how even a small reduction in packaging can have a large impact down the line.

She pointed to the example of a package for a toy that was reduced by just 1.5 inches, without impacting the size of the toy.

In doing so, Wal-Mart figures it has saved the equivalent of 5,190 trees in packaging material, needed 727 fewer shipping containers and saved 1,358 barrels of oil through reduced transportation needs. The bottom line impact: Wal-Mart saved \$3.5 million in transportation costs worldwide, just by reducing the size of one of

its packages by 1.5 inches.

“Supporting the environment and being a profitable organization are not mutually exclusive,” Smith said, echoing the frequently-quoted mantra of Wal-Mart's CEO.

Another initiative, this one originating in Canada, involves moving to plastic shipping crates for break pack items rather than cardboard boxes.

The plastic boxes are tough enough for 60 or more trips while the cardboard boxes were good for only a couple. The move has saved the company about \$4.5 million over the last five years and reduced waste by 1,400 tonnes, according to Smith.

Wal-Mart Canada has also been heavily involved in discussions with its transportation partners aimed at reducing their environmental footprint.

A sustainability scorecard was launched this fall which addresses the equipment, operations, facilities and corporate commitment of companies that haul for Wal-Mart.

In July 2006, Wal-Mart and shipping supplier SCM changed how many products were delivered to 10 stores in Nova Scotia and Prince Edward Island, from road to rail, reducing carbon emissions by 2,600 tonnes, according to the supermarket.

For products where road haulage is necessary, 20 truck generators were converted to electric, saving 40,000 litres of fuel.

The combined measures are expected to save about \$2 million in costs each year, according to Wal-Mart.

In the future, Smith said Wal-Mart is considering solar panels for its distribution centres, some of which are in excess of 1.5 million sq.-ft.

“What else is out there? It's an exciting time we are in and we're looking forward to what the future has to offer. We can't be afraid to look forward,” she advised.

Mountain Equipment Co-op, which has 2.7 million members, has been imbedding sustainability practices in its corporate strategy years before the issue captured the national spotlight, according to president and CEO Robinson.

It has been developing a comprehensive program since 1999 and many of the practices have actually been driven by staff rather than from the top down.

The company procures products from more than 600 factories based in 49 countries. All factories must sign a code of conduct and are audited for compliance.

Next year their environmental performance will also be audited, Robinson said.

He added that the company has also been working with its transportation vendors to first establish a baseline measurement of greenhouse gas emissions.

“If you are looking for a place to start, that's the best place because then you can set targets,” Robinson advised. “Our target is to reduce our total greenhouse gas emissions from transportation

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by 5% over the next five years, while continuing to grow our business.”

Other transportation-related initiatives include choosing ports of entry to avoid traffic gridlock that add to emissions and re-evaluating the use of air freight in situations where moving goods by marine container is feasible.

The company has already reduced emissions from its own building operations by 52% since 2003 and is close to completing a new facility in Surrey built on green design principles that Robinson said aim to be 70% more energy efficient than the national model.

Some of the strategies included retaining some of the initial structure's building material which reduced construction costs from \$100 per square foot down to about \$60 per square foot, implementing insulated re-useable steel panels, and setting a goal to use 30% less water than standard, in part by capturing and using rain water.

“If you're thinking about greening the supply chain, it's worth thinking about your buildings,” Robinson advised.

Purolator is another company that embarked on a path towards improved environmental practices years before the issue received national prominence and is credited with experimenting with some of the most innovative commercial vehicle designs on the road today.

Company president and CEO Johnson explained that Purolator began looking for ways to reduce its environmental footprint back in 2001, analyzing its activities and services with two main objectives: to identify which areas of its business produced the largest environmental footprint and to figure out how it could reduce the impact of its operations and improve efficiency and profitability.

It got started by implementing a route optimization program which reduced overall distances travelled by its vehicles as a way to cut fuel consumption and emissions.

It also introduced a strict no-idling rule that imposed an automatic 60-second maximum idle time on all its road vehicles and an energy efficient lighting program at its terminals which resulted in a 40% reduction in energy consumption.

To reduce packaging, it introduced PuroLetters and boxes made from 50% recycled fibres.

Purolator moves 275 million pieces of freight each year, using more than 3,500 delivery vehicles, 800 highway trailers and 15 chartered aircraft moving between 275 operations and shipping centres.

“We knew that if done right, introducing a greener fleet would help us cut fuel consumption, reduce costs and improve efficiency,” Johnson said, adding the company opted for a three-phased integrated approach that allowed it to test different technologies and determine their impact on its system as a whole.

Over a five-year span, Purolator



FAST ADOPTER: Purolator was one of the first carriers to employ hybrids. Pictured is its fully-electric Quicksider.

explored hybrid electric, fuel cell and electric technologies.

In the initial phase of its green fleet program, Purolator considered a hybrid electric vehicle base design that would reduce emissions by up to 50% and not change the driver interface or truck.

It now has 49 such vehicles in its fleets, running in urban areas such as Toronto, Montreal, Ottawa and Vancouver.

In phase two, the company advanced to a fuel-cell technology that would produce zero emissions by using non-carbon based fuel. It partnered with Hydrogenics Corp. to test a fuel cell hybrid electric vehicle and an on-site hydrogen production, storage and refueling station.

The fuel cell project was also one of the first in a series of early deployments of fuel cell technology as part of the Hydrogen Village program, which is a partnership of some 40 companies dedicated to the development of a sustainable commercial market for hydrogen and fuel cell technologies in the Greater Toronto Area.

“Phase three, is where things got even more interesting,” Johnson said. “Not only did we advance to fully electric power sources but also played an active role in the design of a completely new courier vehicle, called the Quicksider, which we introduced this September in Toronto.”

Operating on a battery with fully electric motors, the Quicksider, developed by Unicell, is the first vehicle of its weight class to be used in the courier industry in Canada.

Because it's fully electric, the vehicle produces zero emissions while in operation.

And its electric drivetrain with no transmission may mean less maintenance than would be required with a conventional diesel or gas powered delivery vehicle.

The Quicksider is currently be-

ing tested in Purolator's Toronto Metro West facility.

Purolator piloted its first hybrid electric fleet in the Toronto market in 2005. After more than 700,000 kilometres on the road, the vehicles have saved Purolator more than 120,000 litres of fuel and prevented the emission of more than 380 tonnes of greenhouse gasses, Johnson said. In terms of fuel consumption, all this translates into a more than 40% fuel economy improvement as compared to Purolator's base fleet.

“We've learned quite a bit over the past five years. We've learned that making the transition to greener technologies doesn't happen overnight. We learned that a stepped, integrated approach is critical if we want to test and accurately measure impact on operations. And we also learned that support from and collaboration with third parties plays a key role in helping accelerate the pace at which a company can make environment-friendly conversions that make good business sense. But perhaps most importantly, we learned that a greener fleet can achieve improved fuel economy and lower emissions without compromising reliability or customer service.”

But Johnson also cautioned that while he believes transportation can implement new green technologies and “there is no time like the present to do so”, there is no silver bullet to addressing the issues affecting the environment. So he plans to continue investigating and testing a variety of new technologies.

In fact, he has already placed an order for 105 gas-parallel hybrid electric vehicles suited for highway driving.

“We will also continue to push for more government funding for early adopters of hybrid electric vehicles and other green technologies, so they can be a

viable option for more businesses,” he said.

To that end, Natural Resources Canada's Lynda Harvey outlined the federal government's initiatives. Although all programs are voluntary at this stage and Canada has not set up any cap and trade initiatives, there are some monetary incentives for industry stakeholders looking to improve the sustainability of their supply chain practices.

ecoFREIGHT is a \$61-million initiative jointly run by NRCan and Transport Canada and has six components:

- The *National Harmonization Initiative* aims to remove the legislative obstacles to efficient transportation of truck freight posed by conflicting provincial regulations.

- With the *Freight Technology Demonstration Fund*, Ottawa has set aside \$10 million to help companies fund the demonstrating of new green technologies in real world conditions;

- With *Freight Technology Incentives*, another \$10 million has been earmarked to help companies fund the purchase and installation of proven green technologies

- Another \$7 million is available under the government's *ecoFREIGHT Partnerships* initiative which engages shippers and forwarders on capacity building issues

- A *Marine Shore Power* program has a \$6 million budget to demonstrate the GHG and air pollutant emissions reduction potential of Marine Shore Power equipment in Canadian ports

- The *ecoEnergy for Fleets* initiative includes the \$22-million FleetSmart program run by NRCan and designed to help commercial and institutional fleets reduce fuel consumption and emissions through improved energy efficient practices. □

EXECUTIVE VIEW

One-on-One

With Peterbilt's Bill Jackson



Truck manufacturers have faced a sharp decline in sales in 2007, which came on the heels of record sales the previous year. Recently, editorial director Lou Smyrlis had the chance to sit down with Bill Jackson, Peterbilt general manager and PACCAR vice-president to discuss how the company is coping with the challenging market conditions:

TW: Obviously 2007 has been a tough year for truck manufacturers with steep drops in sales, as expected following the pre-buy trend the last couple of years. How are you feeling about 2008?

Jackson: It will be a good year for Peterbilt. Initially, buyers were wary of the new engine technology and the price, however the technology has proven itself and is working well. We were the first to be 100% on the installation of the new engine technology. We've installed only the 07 engines in our new models since March. There is a higher price with the new engines but there are also benefits.

Buyers are now starting to think about the next emissions deadline in 2010. If they are going to replace their fleets ahead of that deadline they will have to start buying equipment soon. We are seeing some of the larger fleets asking for trucks.

TW: You mentioned they were scared of the technology. Is that not disappointing considering the experience after the 2002 emissions change was that the engines performed better than expected?

Jackson: I think in certain cases, the OEs may have contributed to the scare by talking so openly about our testing of the technology. And then there was the price tag. So the industry may have induced that pre-buy a little bit because of that.

Plus, the 2006 freight markets were strong and buyers were expecting those historic levels to continue. They were buying at the upper end of freight levels and also pulling things forward to delay purchases in 2008, which created a double bubble and that hurt us this year. But we are starting to see the tide turn. From a Peterbilt standpoint, more than 80% of our inventory on dealer lots is the new technology.

TW: Last year you produced your final Model 379 Legacy Class Edition. The 379 had a 20-year run. How have the needs of your customers changed over this time?

Jackson: In a way, the needs of the customer have not changed. They have always looked for a quality product that has good drivability and that they can be proud to drive. The market has not changed in terms of the respect the Peterbilt Model 379 received.

Our Model 379 will always be an industry icon – it was the highest quality vehicle out there. But the new Model 389 is also of the highest quality and doing very well in the market. Customers now respect that vehicle as well, including the aerodynamic enhancements we engineered. As long as the Peterbilt oval is on the truck, driv-

ers know the quality is there and that we stand behind the product.

TW: Another thing that hasn't changed much in recent years is the challenge of attracting and retaining quality drivers. What role can a truck manufacturer play in helping fleets meet this challenge which has so far evaded them?

Jackson: You can't look at any one thing. But I can tell you that fleets buy Peterbilts because our trucks have proven to retain drivers. It's the whole experience of the drivability of the truck, the overall quality of the truck. Drivers gravitate to the Peterbilt product.

We focus on building the highest quality product that is easy to drive, has the right driver comforts, is designed ergonomically with the driver in mind and we work diligently to ensure the customer has an excellent service experience.

If a Peterbilt driver breaks down on the side of the road or goes into the dealership for service, they will be taken care of quickly.

Our TruckCare Call Center is a free service to any driver, driving any truck, for any company. We are still the only service that is free. Our goal is to get that truck moving as quickly as possible, and our dealers do whatever they can do to make that happen. And while the customer is waiting at the dealership, we will provide them with phone and Internet access and other amenities.

TW: You recently entered the Class 5 market with your Model 325. Why was this the right time to do so and how does the 325 address the specific needs of this market segment?

Jackson: The Class 5 market is one of the fastest growing segments in the medium-duty market place and until the new Model 325, Peterbilt did not have a specific product for that market. We saw the growth potential and developed a product to serve that customer.

We believe the high quality we bring to every vehicle, in terms of low overall lifecycle costs, durability and reliability for example, is something the industry appreciates no matter what class of vehicle. Further proof of the strength of Peterbilt's medium-duty product is the J.D. Power Medium-Duty Conventional Customer Satisfaction Award which we have won two years consecutively.

TW: Can we infer from your move into the Class 5 market that there may be future plans to offer vehicles in Class 3 or Class 4?

Jackson: We are always looking for opportunities to grow our business. I don't think you will see anything in the immediate future, but we are looking to expand into

other areas.

TW: Your two most aerodynamic trucks, the Models 387 and 386, have been recognized as fuel efficient and environmentally friendly by the Environmental Protection Agency's SmartWay program. You claim an impressive 10% to 20% improvement in fuel efficiency for these vehicles. Can you outline the most important design elements that are helping you achieve such fuel improvement? How far can this envelope be pushed?

Jackson: There isn't one single feature that has led to the improvement in fuel economy but rather a combination of several design enhancements. Both models have sloped hoods, roof fairings or a high roof off the sleeper into the trailer and they both have side fairings.

It's really a question of not disturbing air as you're going down the road. We do a lot of testing and analysis, both our own and at third parties. The envelope has not been reached, and I believe we can continue to make strides in aerodynamic efficiencies. I also believe you have to look at the truck and trailer as a fully integrated package. We must deliver a total solution to the customer.

TW: So what's the next step for you?

Jackson: The next step is examining how to integrate engines into Peterbilt trucks and what we can do on the drivetrain side to optimize the power and fuel economy of our vehicles and maximize performance. Cummins and Caterpillar will continue to supply engines and we will also have our own engines as well. We have to look at ways to optimize that integration with the vehicle as well, as opposed to trying to engineer multiple solutions for each model.

TW: Last spring you introduced your latest hybrid initiative: a hybrid electric Class 8 Model 386 for long-haul applications. The truck is being developed in coordination with Eaton and Wal-Mart. What are the most significant accomplishments and challenges revealed during the testing and evaluation process to date?

Jackson: For the Model 386 hybrid electric, we're seeing fuel savings from 5-7% through improved launching, accelerating and hill climbing capabilities. For hybrid applications in particular, the advantage is in stop-and-go situations in the medium-duty models.

In addition, when the idle reduction mode is active, engine operation is limited to charging the battery, which is an automatically controlled process that takes only about five minutes per hour to fully charge the system.

During rest periods, we're seeing

a 90% reduction in idling, while still providing high-power A/C, 120VAC, and 12VDC to accommodate the sleeper hotel loads. We will continue to work with both supplier and customer to keep the momentum going.

We will have a Class 8 hybrid product in the marketplace by 2010 and medium-duty products in production in mid-2008. We are focusing more on how we impact the environment and the community, whether it's Peterbilt, one of our dealers or our customers. There's a lot of interest in environmental solutions and hybrid vehicles and we feel fortunate to have partners like Eaton and Wal-Mart.

TW: For fleets looking to invest in such vehicles, can you provide an idea as to what they should expect in terms of price compared to similarly equipped non-hybrid vehicles? We've heard estimates on the cost of adding a diesel/electric system ranging from \$8,000 to \$40,000.

Jackson: I would love to tell you but I don't think we know enough at this point to say what the price is going to be. There are still transitions and technology changes we are going through. We are also building hybrids now in small quantities, which affects price.

Building five is much different than building 5,000 in terms of price. We may also go through additional design changes. So to give a price now would be premature.

TW: What has the response been so far from your fleet customers? Are they ready for such technology?

Jackson: Hybrid technology is absolutely on the radar because most businesses see the importance of going green. From an operating standpoint, if hybrid vehicles can extend service intervals, improve mileage or reduce costs – everyone is interested, especially when considering the margins fleet operators live on.

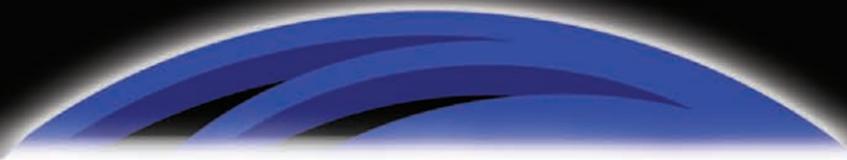
We have one over-the-road Class 8 hybrid, the Model 386. We will offer a hydraulic hybrid version of our Model 320 for the refuse market. And our medium-duty hybrid Models 330 and 335 will go into full production early 2008. Peterbilt is leading the way in hybrid technology.

TW: Are government incentives necessary to encourage adoption of hybrid systems? Would you favour government legislation mandating such vehicles by a certain deadline?

Jackson: I don't believe incentives should be necessary for customers to adopt hybrid technology. We have customers who want the vehicles now. However, I believe incentives would encourage more customers to include hybrids in their operations. Europe just went through an emissions change.

It's interesting that they offered an incentive to adopt the new technology and it was a smooth transition with no bell curves in the market like we've experienced in North America. I believe incentives provide opportunities for more customers to experience the technology. □

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TRUCK PRICING

Trucks 4 \$ale

Making sense of the dollar's impact on truck pricing

By James Menzies

MISSISSAUGA, Ont. – In this topsy-turvy world of ours, it's difficult to make heads or tails about the impact the surging loonie is having on equipment pricing.

On one hand, the rise of the Canuck-buck has been favourable, driving down the price of new trucks and mitigating the increased costs of new-emission engines. But on the flip side, come trade-in time, owner/operators may have lost all the equity they were counting on having built-up in their existing ride.

"A lot of people that bought trucks a few years ago, bought them at an exchange rate when our dollar was at 65 cents and they bring them in today and if the truck was worth \$140,000-\$145,000 five years ago, it's worth \$110,000-\$115,000 today," explained John Nelligan, dealer principal with Harper Ontario Truck Centres, a Sterling and Western Star dealer in Mississauga. "They owe more than it's worth. They're kind of in a crunch right now and they can't get out of the truck for what they have in it."

That creates a double-edged sword for owner/operators and small fleets. For one, they may not be able to take advantage of the bargains that are out there on the market today. And at the same time, they may see no alternative to extending the life-cycle of their current truck, which will inevitably result in higher maintenance costs.

"It's a good time to buy," said Barry Dzikowski, a salesman with Kenworth Truck Centres. He noted for every penny the Canadian loonie increases, the cost of a new truck drops about \$1,000. "But the thing that overshadows this is that the highway market is dead, regardless of the better pricing. Guys that financed in 04-05 are trying to get a whole lot more

money than the market will pay right now. So they're electing to hold onto them and put more miles on them when they should be trading in and getting into a new warranty."

Dennis Sheehan of Sheehan Truck Centre warned some self-serving dealers are taking the opportunity to prey on these owner/operators and allowing them to roll the outstanding amount owing on their current truck into the financing of a new one.

"Some dealers are doing creative financing and burying these guys in their trade-ins," Sheehan said. "If they owe \$50,000 on a trade that's worth \$40,000 and they roll that extra \$10,000 into the new one, these guys are getting upside down."

He advised owner/operators not to get sucked into that trap and to hold off purchasing until a down payment has been saved.

"You have to pay for it eventually, why not put it down upfront?" he suggested.

Canadian Class 8 truck sales are forecast to remain weak this year, with some projections at about 20,000 units. Many trucks ordered by dealers to meet demand during the 2006 pre-buy are still sitting on dealer lots. That's exacerbated by the fact the US economy is slowing and freight volumes are softening, especially in north-south lanes.

Meanwhile, imports of used Class 8 trucks from the US more than doubled last year as bargain hunters looked south to find better deals, according to Kenny Vieth, a partner with A.C.T. Research.

However, dealers *Truck West* spoke with downplayed any effect an increase in used truck imports may be having.

"We're not seeing a lot of used US trucks come here because usually they're not spec'd right for Canada. They're not heavy enough for the weights that we



LOTS ON THE LOT: There are bargains to be had if you're looking for a new or used truck. The tricky part is recovering the investment you've made in your current rig, dealers explain.
Photo by Adam Ledlow

haul," pointed out Nelligan.

And Sheehan added "A lot of US trucks don't have block heaters and most don't have the insulation packages we have up here. When we order new trucks, they're built to Canadian standards, with coolant good to -40 C, block heaters, insulation packages and daytime running lights. The US guys don't think of that. They'd freeze in the winter."

Canadian owner/operators and fleets also tend to spec' higher horsepower engines and 13-speed transmissions compared to the 10-speeds favoured south of the border. Another trend in the truck market today is that the value proposition for purchasing new rather than used trucks is evolving.

The 2006 pre-buy was aimed largely at delaying the higher purchase prices of 2007 engines, which in the US increased costs by up to \$10,000 per truck. Here at home, however, new trucks with 07 engines have actually decreased by about that same amount, thanks to the strength of the dollar.

"Today you're paying about the same for a new tractor as you did three to four years ago, and that's incorporating all the model year changes and price increases over the years," said Denis Legault, general manager of Cambrian Truck Centre in Sudbury.

Now that 07 engines have been on the road for some time with no widespread reports of reliability or fuel consumption issues, dealers we spoke with say customers are more inclined to buy new trucks with the latest generation of engines under the hood.

"If you're talking just a few dol-

lars more for a new-emission truck, it's a choice to make," said Nelligan.

For dealers, much like for fleets and owner/operators, times are tough. However, the vocational market has remained strong and there is a light at the end of the tunnel. Owner/operators can't hang onto their current trucks forever.

"There's going to be a balancing point eventually as they cost more to maintain," Dzikowski said. "Right now we don't see it, but repair costs will factor in there and that will get it back on-side."

Nelligan expects the market to rebound later this year and hopes some balance is restored to the market.

"It's going to be a slower year until we get into August and September. By the time we go into September, I think the combination of a US election and the US hopefully getting out of its doldrums a little bit will get us moving," predicted Nelligan. "I think there will be a pretty quick up-cycle to 2009. I'm not sure how much of a pre-buy there will be this time. A lot of fleets bought trucks last time and a lot of dealers bought a lot of trucks, and a lot of those trucks are still around."

For those owner/operators who are frustrated because they're stuck in a truck that was due for a trade-in, the dealers we spoke with didn't have any simple solutions to offer. Perhaps the best words of advice are to take good care of your equipment and keep a close eye on market conditions. Most of all, don't bury yourself with a financing arrangement you can't afford. □

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Globalization: A truck maker's perspective

International chief says SCR is "fraught with challenges"

By James Menzies

LAS VEGAS, Nev. – In a speech to the Heavy-Duty Manufacturers Association (HDMA) in late January, International Truck and Engine Corp. president Dee Kapur said North American truck makers must continue to make inroads in emerging markets.

Kapur said International has its eye on three key markets: India; China and Russia. However, he said the company must work alongside other North American manufacturers, associations and government groups to have barriers to entry, such as length limits that make conventional style tractor-trailer configurations, removed.

"We need to drive acceptance of the US alternative without going through expensive modifications to meet the European requirements in those markets," said Kapur. "We need a coordinated effort to at least accept the US standard as an alternative. If we don't do this, we'll be sucking wind. It's very important for our industry and our country to be on a level playing field (with domestic and European manufacturers)."

Kapur said International's desire to enter non-traditional markets is based on the fact "there's only so much growth in North

America now, there's a lot more growth...in different markets, emerging markets particularly."

He pointed out the global truck market grew 3% in 2007 and also noted there are no North American manufacturers among the top five in the world by volume. North America's market growth is "meager" compared to global markets, Kapur said. He added going global brings "synergies and economies of scale."

Not surprisingly, India and China have been identified by International as the most appealing emerging markets to leap into. In India, there are nearly four times as many trucks per kilometre of highway as in the US. Kapur said trucks there offer crude cabs offering little in the way of driver comfort. Kapur said International sees an opportunity there to provide trucks that offer improved driver comfort and safety standards, especially as the country's highway system expands to allow for higher speeds and longer distances. International has already partnered with Mahindra to penetrate the truck market in India.

In China, Kapur said a local partner is required to gain access to this emerging market. The challenge is to find a compatible partner to pair up with.

"I think now they have more miles of paved roads than the US does," noted Kapur. He suggested International may have an advantage over North American manufacturers in China, because the very first truck built there was a copy of an International model.

The third market where International would like to make inroads is Russia. The company previously viewed Russia as a market for used trucks only, but with an improving economy, operators there are beginning to drive a stronger new truck market.

"Economics allow them to play more in new trucks," Kapur said. The challenge there is that European manufacturers currently dominate and they will be difficult to displace. However, Kapur noted "There's growing appeal for the North American product, the aero-nosed product. The distances are huge and the comfort of the North American sleepers is appreciated."

In Russia, Kapur said International may be able to go it alone without a local partner, but it would require constructing a production facility there.

One of the trends that may accelerate the globalization of the trucking industry is that emissions standards are beginning to converge. Kapur is disturbed, however, that some regions of the world view compressed natural gas (CNG) as a preferred way to meet impending emissions standards.

Kapur pointed out clean diesel, which is what's used in North America today, is cleaner, cheaper, safer, more fuel efficient and more reliable. He also pointed out CNG produces higher levels of NOx and particulate matter than today's North American solution, as well as 20 other pollutants.

And speaking of emissions standards, Kapur had some strong words about Selective Catalytic Reduction (SCR), widely used in Europe and the preferred method of reaching EPA2010 emissions standards in North America by Volvo and Daimler. Kapur said SCR "is fraught with challenges."

International has announced it will meet 2010 emissions standards using technology already in use today, along with advancements in fuel systems, air management, combustion processes and controls. "We don't like it," Kapur said of SCR. "There's a whole bunch of reasons."

He said SCR will be costly and overly complex. He also said there will be major urea distribution challenges and it has a tendency to freeze in cold weather and evaporate when it's hot. More importantly, Kapur said urea is simply the carrier of ammonia, which is the reductant in SCR systems. When the ammonia is extracted from the urea, CO₂ is created, Kapur explained. And CO₂ is the "next frontier" for the Environmental Protection Agency.

"We're convinced, on the computer and in the lab, there are solutions that meet 2010 without urea," Kapur said. He admitted alternatives will have challenges of their own, such as increased heat rejection and possible fuel economy degradation.

But he concluded by saying even if some manufacturers do forge ahead with SCR, it will become obsolete in 2013 or 2014 when the EPA cracks down on CO₂ emissions.

"Who's going to buy it? Not many people. Somebody's going to take an awful lot of write-offs," he said. □

Bendix CEO takes HDMA helm

LAS VEGAS, Nev. – During his first address as the chairman of the Heavy Duty Manufacturers Association (HDMA) board of directors, Joe McAleese, president and CEO of Bendix Commercial Vehicle Systems, encouraged members to be in a position to adapt, achieve and grow as the trucking industry enters what is expected to be a period of long-term growth. McAleese was installed as the organization's 2008 chair during Heavy Duty Dialogue in Las Vegas.

McAleese urged his fellow members to prepare for the future by planning for sustainable growth, recognizing the emergence of the global economy, and ensuring safety through means such as new technology and anti-counterfeiting measures.

"As we look to the future of our industry, we must be even more steadfast in our efforts to develop and protect our brands and our intellectual property," McAleese told the audience. "We must create even more attractive work environments that enable us to win the competition for talent. And we must continue to provide the best value to our customers; to become suppliers capable of delivering on a worldwide scale, capable of growing and evolving to fit the needs of our customers in the global marketplace."

McAleese, who will serve as chairman during HDMA's 25th Anniversary, spoke about the economic difficulties the industry has faced over the past year and stressed

it will likely be the second half of 2008 before things turn around. But he was optimistic about the future, citing the economic indicators that forecast a prosperous period in the years to come.

Despite economic cycles such as the downturn expected to accompany the next round of engine emissions regulations in 2010, McAleese referred to recent studies conducted on behalf of the American Trucking Association that predict the overall truck population will increase by 44% over the next decade, presenting a great opportunity for the commercial vehicle industry to continue to develop. By preparing for the future through research and development, continued cultivation of strong government relations, and further improvement of overall industry productivity through technology and process enhancements, McAleese said he is confident the industry will have the ability to adapt to an ever-evolving, competitive market.

"To me, growth is about more than achieving the bottom line," he added. "It's about how we develop as an industry. It's about increasing the value we deliver to our customers. And it's about how we prepare for the ebbs and flows that are inevitable. We will only achieve sustainable, long-term growth if we prepare for both the highs and lows we will surely face in the future."

McAleese has served on the HDMA board's executive committee since 2004. □

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Eaton touts safety features of hybrid systems

By James Menzies

ORLANDO, Fla. – Eaton Corp. held a press conference at the Technology and Maintenance Council meetings here recently to reinforce the message that hybrid power systems are as safe as any other form of vehicular power.

The company said many important safety features have been built into its hybrid-electric power systems so that drivers, maintenance personnel and emergency response officials can work safely with hybrid-powered vehicles. Some users have voiced concern about the risk posed by high-voltage electrical components and lithium batteries.

“Safely Green has been our maxim from day one in the development of our hybrid systems,” said Shane Groner, technical service manager, North America for Roadranger Marketing. “All of the components were selected and specified to provide safety for not only the driver, but also for any technician who might be working on the vehicle, and even for motorists and others who might be involved in an accident with a hybrid vehicle. The bottom

line is this – hybrid power is as safe as any other power source. It’s just different, and calls for different training and product support.”

Groner pointed out all high-voltage components are isolated from the 12-volt power system and high-voltage cables are enclosed and intentionally placed outside the cab. They are also clearly marked in the universal bright orange colour that warns of high voltage.

“We provide bullet-proof safety,” Groner said. The lithium batteries are environmentally-sealed in impenetrable cases, he added. “Without proper tools, most people cannot enter these boxes.”

He also insisted the lithium batteries do not increase the risk of a vehicle fire when involved in a collision. When an accident occurs, an inertia switch shuts down the high-voltage components.

Eaton’s hybrid system features a “limp home” capability, which allows the vehicle to be driven back to the shop without use of the hybrid components in the event of a malfunction. And the system continuously scans itself to detect any high-

voltage leakage, and warns the driver in the event one does occur, Groner explained.

Eaton officials said the company has been very active in training OEMs, dealers and fleets as well as emergency response officials.

“Working with our OEM partners, we require that every dealer receive training and become an authorized hybrid dealer before they can order or take delivery of a hybrid vehicle,” explained Groner. “This system ensures compliance by linking hybrid Vehicle Identification Numbers to authorized dealer codes. Authorized dealers have been trained in the safe operation and service of the hybrid system and are required to have the parts, tools and procedures that are necessary to safely diagnose and repair a hybrid system.”

Eaton’s hybrid system is now available on several makes of commercial vehicles, including International, Freightliner, Peterbilt and Kenworth.

The value proposition for hybrid vehicles varies depending on appli-



UNIVERSAL LANGUAGE: High-voltage wires on hybrid systems are coloured bright orange and thickly insulated to protect maintenance personnel.

cation. Utility and telecomm companies are realizing an 87% idle-time reduction and up to a 60% fuel savings since they can operate auxiliary power devices without idling, Eaton officials said.

In city delivery medium-duty applications, fuel savings of 50% and emissions reductions of about 90% are common, the company announced.

And now it’s taking a closer look at Class 8 on-highway applications where lab and road testing have suggested fuel and maintenance savings could total about US\$9,000 per truck each year. □

A quieter Sterling now comes with new options

By James Menzies

ORLANDO, Fla. – Detroit Diesel’s new flagship engine, the DD15 is now available for order on Sterling Trucks, Sterling officials announced at the Technology and Maintenance Council meetings in February.

The new engine will be available on the Sterling Set-Back A-Line and Set-Back L-Line models. Detroit Diesel recently unveiled the new engine which it claims offers significant improvements in fuel economy and performance. It’s available in horsepower ratings of 455 hp to 560 hp with 1,550 to 1,850 lb.-ft. of torque.

“The DD15 is a great addition to our component offerings,” said Richard Shearing, manager of product strategy for Sterling Truck Corporation. “It’s a reliable, powerful engine that pairs well with our Set-Back A-Line and Set-Back L-Line models for a complete transportation package for LTL and on-highway applications.”

The DD15 will eventually replace the long-running Series 60 and will in time be available on all heavy-duty Daimler truck models.

Sterling also unveiled several safety enhancements at TMC.

A technology truck on display at the show featured a number of safety products that are now available on the Set-Back A-Line and Set-Back L-Line as well as the Set-Forward L-Line and the Acterra.

Proprietary air disc brakes are a new option, ideal for companies in tough applications that are hard on brakes or those that operate in hilly terrain.

“Spec’ing air disc brakes on all wheels eliminates the fade imbalance that results from mixing air disc and standard drum brakes, making the truck safer and easier



QUIETER RIDE: Sterling has made a number of sound-reducing improvements to its highway trucks.

to operate,” Shearing said.

He added they also improve: response rate; stopping distances; brake life; and service intervals. Air disc brakes will be available for order in March with production getting underway mid-year, the company announced.

The Technology Truck also showcased Eaton’s new VORAD collision warning system and SmartCruise system.

The latest generation of VORAD features a new cruise control regulating tool, a more compact sensor and a more user-friendly driver interface, the company said.

The Eaton VORAD VS-400 will be available for order in the fourth quarter.

Sterling Trucks can also be spec’d with Meritor WABCO’s roll stability control system, which helps mitigate rollovers by detect-

ing when a rollover is imminent and taking action by de-throttling the engine and applying the engine brake as well as the drive and trailer axle brakes. The system is already available for order on Sterling trucks.

Sterling has also taken steps to improve the noise levels inside the cabs of its Class 8 vehicles.

The company measured sound inside the cab and identified areas where noise was entering the cab. It then took a number of steps to reduce the entry of noise into the cab and Sterling officials told *Truck West* the changes “put us amongst the best in the industry for noise.”

Coupled with the DD15, which also runs extremely quiet, Sterling officials say they offer a “car-like” environment for drivers.

For more information, visit www.sterlingtrucks.com. □



Haldex making second lap as race car sponsor

GUELPH, Ont. – Haldex Canada will continue as title sponsor of the #10 HB Motorsports Dodge driven by Doug Brown in the 2008 Nascar Canadian Tire Series for the 2008 season.

It will be Haldex’s second year as title sponsor.

“We are thrilled to have Haldex back again in 2008,” Brown said. “Their management and staff have been extremely supportive of our efforts. With their continued support and the interest of others, we are determined to provide Haldex and our other returning and new marketing partners with the exposure and results they deserve.”

“We at Haldex are pleased to continue as title sponsorship leading into the 2008 season,” said Haldex reps in a release.

“We have a wide range of customers across Canada and many have contacted us excited to see the Haldex name so prominently displayed creating enthusiasm within our customer’s organizations. We are excited about the opportunity to take the Haldex name to the next level of familiarity within the NASCAR community, in addition to our industry, and the many opportunities available to us.” □



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Mark Dalton

Survival of the FICTION



PART 2

By Edo van Belkom

The story so far...

Mark has been eating all-day breakfasts at greasy spoons for months and when he finishes breakfast, his pants don't fit him anymore. He pokes a hole in his belt to solve the problem, but when he heads back to Mother Load he sees someone going through the cab. He runs toward his truck to try and catch the guy, but he's gassed after a hundred feet and the thief gets away.

Mark searched for the number on his cell phone and then pushed send. The phone rang four times before someone picked up at the other end.

"Hello?"

"Hi Bud, this is Mark."

There was a pause and Mark wondered if Bud was thinking about asking the question, or just being slow. "Mark who?"

Mark sighed and shook his head. "Mark McGwire."

"The baseball player?"

"Yeah, I'm looking for a home run, you got any?" Mark was currently in Kelowna, British Columbia. He'd been out west for several weeks and he was getting tired of looking at mountains and trees.

"This is Dalton, isn't it?"

"No flies on you, eh Bud?"

"Nope, I have caller ID."

Mark was speechless. If the man had caller ID why in the world did he keep asking, "Mark who?" But that question would have to wait for another day. There was something else Mark had been wanting to ask his dispatcher.

"Bud, how much do you weigh?"

"What?" A pause. "What kind of a question is that? I thought you were looking for a load."

"I'm serious Bud, how heavy are you?"

Bud thought about it, then said, "I haven't checked in a while, but my guess is around 250."

That was a lie. Mark was sure of it. "Really?"

"Okay, alright...maybe 270 or 280." Another pause. "Two-ninety tops."

Bud was a big man. Some might say a huge man, and 290 pounds was starting to get into the range of what Mark – or anyone else who'd ever met him – thought he weighed. "Don't you think that's a bit much?"

"What's with all the questions?"

"I'm curious."

"Okay... No, I don't think it's a bit much. Not for six foot."

"You're not six feet tall."

"Okay, so five ten."

Mark doubted Bud was even that, but he didn't want to stop the conver-



sation over a couple of inches. That wasn't important anyway. What was important was that when Mark first met Bud he was solid and muscular, the proverbial brick outhouse with hands like granite, corded muscles of hardened steel, and a six-pack of ab muscles that wouldn't have looked out of place on the cover of a fitness magazine. He wasn't anything like that now. These days Bud looked more like a brick warehouse, his muscles were like bowls of pasta, and the only magazine he'd be appearing on anytime soon would be something like *Coroner's Monthly*.

"You used to be in such great shape."

"Used to be."

Mark couldn't beat around the bush any longer. "So, what happened?"

Bud let out one of those long wistful sighs of regret. "I became a truck driver."

"Yeah, and..."

"Bacon and eggs for breakfast every day, and coffee all the time. I mean, you buy a coffee at one stop, but you're not really buying it as much as renting it 'cause you're stopping an hour or so later to get rid of it. Then, since you're already at a coffee shop, you might as well have another coffee...and what goes better with coffee than a donut? It got to the point where I was planning my routes based on the coffee shops and rest stations along the way."

"I knew you liked coffee, but..."

Bud cut Mark off. He was on a roll, like a wound had been opened up and it wasn't going to stop gushing until the thing had bled itself out.

"You're working – and the work's hard, don't get me wrong – but you're sittin' on your ass all day long with

nothing else to do but smoke cigarettes and listen to audiobooks. Now how lazy is that, gettin' someone else to read a book for you? And when you get to your destination there's someone waiting to unload your truck for you. The only time you bend over is to pick up a quarter...and these days, I don't even bother for anything less than a dollar." He paused a moment, as if winding down. "Yeah, truck driving's a job that puts a lot of physical demands on a person's body and you don't even realize it's happening until it's too late."

"But you haven't been a driver for years," Mark said.

"Dispatching isn't much better. There's a lot of sittin' around and a lot of stress dealin' with drivers like you." His voice sounded sad now, like he were a beaten man. "The only thing that helps is coffee and cigarettes...and, well, there you are five ten and 290 pounds."

"You ever tried doing some exercises?"

"Sure, I've tried exercising lots of times." He paused and Mark could hear the sound of a lighter being flicked and Bud lighting up a fresh cigarette. "But when I start to sweat just changing my shoes, there's not much left in the tank to go joggin'."

Obviously Bud's health was something that weighed heavily upon his mind. Mark knew Bud had gotten big, really big, but he'd never seemed to worry about it much, and as a result Mark hadn't known it had gotten so bad.

But just how bad was it?

"When you stand up, can you see your feet?"

"The answer's no, if it's any of your

business," Bud said. "Besides, who wants to see my feet anyway?"

"Not me, that's for sure," Mark answered, wondering how many other body parts Bud hadn't seen in a while."

"What's will all the questions, anyway," Bud said. "What's your problem?"

Mark took a second to think about his answer, then said. "I had to punch another hole in my belt this morning."

Bud just laughed on the other end of the phone. Then he said, "Just watch out or you'll end up like me before long."

"What?" Mark said. "Rude and obnoxious?"

"No," Bud answered. "Heavy-set." Mark smiled. "I'll be careful."

Mark thought about the conversation he'd had with Bud for a long time as he made his way eastward to Calgary. Bud was a big man, but he hadn't always been fat. From what he knew of Bud's background he'd been a big athlete in high school and an all-star football player. Big men ate a lot of food, which is all well and good when you're practicing five days a week, but once school was over and there were no more sports to train for, all that food just started to sit.

Eventually Bud got fat, which is not something that was especially hard to do in their line of work.

As a long-haul driver you rarely made your own meals, and greasy spoons don't list many fruits choices on the menu. Driving took a lot out of you physically, especially in harsh weather or in stop-and-go driving conditions, so who had energy at the end of the day to exercise? And even if you wanted to exercise, it was impossible to belong to a gym. So, where were you supposed to get a workout every day? The side of the highway was a very dangerous place to do push-ups.

Still, Mark thought, maybe he should be doing more to be healthier.

And what better time to get started than right now?

Mark pulled into a truck stop, parked his rig in one of the far corners of the lot and headed out for a walk.

He'd taken just a few steps before he stopped and turned back around to lock the doors to Mother Load. That done, he resumed his walk. He didn't go far, barely more than a mile, but it was a start. □

- Mark Dalton returns next month in Part 3 of *Survival of the Fittest*.

The continuing adventures of Mark Dalton: Owner/Operator
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A better way forward



Piloting the "Red Rocket" is a dangerous job

A few weeks ago, I happened to watch an episode on our local CTV affiliate that delved into the increasing violence our public transit drivers are subjected to.

Apparently, being spit on, kicked, punched and verbally abused is not something that only happens to drivers in the big cities south of the border. It's alive and well here in Toronto and it's getting worse, especially on the late night runs out of the downtown core.

An old neighbour of mine (who has long since passed away) drove the TTC buses and streetcars for over 20 years. I recall spending many a night with him sampling his homemade wine and swapping stories. Judging by the way I felt the



next day, his vinno probably could have fueled the entire TTC fleet – it packed a real punch.

Anyway, occasionally he'd talk about some of his more memorable experiences driving the red rocket – none involved violence – and most were hilarious.

He recalled on one particular night, he picked up a passenger who demanded to be driven home. The guy had a belly full of booze and

was slurring his words (at least he was smart enough to take public transit). Upon learning that he wasn't in a taxi, this guy threatened to hijack the bus.

As fate would have it, the bus was actually a streetcar and as such, could only follow the tracks that it was sitting on. My neighbour informed him of this and at the next stop, the guy got up, politely thanked him and stumbled into the night. That was 20-odd years ago. My how things have changed.

It seems to me that the TTC should invest in some sort of protective enclosure for these people. Perhaps a "Call Police" emergency button on the back of each bus or streetcar – much like the one the

cabs installed a few years ago – would be the answer.

Apparently, the incidence of reported violence is to a far lesser degree with the fleet's female drivers. I'm not sure if they are assigned historically "safe" routes or not. Perhaps it's a case where the thugs responsible don't get the same "buzz" out of beating on someone of the opposite sex.

It's a sad state of affairs when Toronto police officers consider their occupation safer than driving a bus or streetcar. This city needs help. □

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

FLEET NEWS

Consolidated Fastfrate re-ups with Canadian Pacific Railway

CALGARY, Alta. – Canadian Pacific (CP) Railway and Consolidated Fastfrate inked a 10-year, \$500 million deal which extends their current contract for another decade.

The agreement will bring the partnership to the 50-year mark, the companies jointly announced. They first paired up in 1966, launching a national co-location program whereby Consolidated Fastfrate builds all its centres adjacent to CP's intermodal terminals.

"The strategic relationship we have with CP, which exists at every level of their organization, has been the foundation upon which we built our company," said Ron Tepper, president and CEO of Consolidated Fastfrate. "I am incredibly proud to sign an agreement of this magnitude. Our long-term partnership illustrates that two companies can co-operate to increase efficiencies and provide a better product to their customers."

The companies enjoy service and cost efficiencies through their co-location program, according to



officials. Consolidated Fastfrate notes it is the only LTL carrier in Canada to enjoy co-location with CP's yards.

"Over the past 40 years we have seen the incredible growth and development of the intermodal industry, from a minor mode of transportation to a multi-billion dollar global business," said Fred Green, president and CEO of CP.

"This is an important business for CP, and CFF has been a strategic intermodal partner from the start. With this 10-year extension to our agreement, and continued strong global demand for our services, there are great growth opportunities for both CFF and CP." □



ON TIME: Capt. Gordon Houston (left) of the Vancouver Fraser Port Authority, Minister Kevin Falcon (middle) and Robert C. Johnson, president and CEO of Purolator are pictured with the first shipment at Purolator's Global Supply Chain Services facility in Richmond, B.C.

Purolator expands B.C. presence

By Jan Westell
RICHMOND, B.C. – Purolator Courier Ltd. has recently launched its global supply chain services, based at its new 106,000 sq.-ft. facility in Richmond, B.C.

Purolator's global supply chain service is based on direct-to-store distribution, where (after clearing customs) the container is unloaded at the Richmond deconsolidation centre, which is located close to all Lower Mainland port facilities – as well as Vancouver International airport.

A store-specific shipment service is provided from there. By going direct-to-store from the port, the overall transit time can be reduced substantially, according to Purolator, which will also minimize the business costs related to inventory storage.

"Our solution streamlines distribution flow resulting in significant efficiencies and improved time-to-market," said Purolator Courier Ltd's president and CEO, Robert Johnson, who was speaking at the Richmond launch. "For instance: by going direct-to-the-store from the port, the overall transit time for a typical shipment from a factory in China, to a store

in Canada, can be reduced by one week or more."

Johnson adds that not only does the direct-to-store solution benefit companies from a logistics and cost perspective, but it also offers a positive impact on the environment through reduced shipping requirements.

As well, Global supply chain services offers an additional advantage to high-growth Canadian companies that typically do not have the facilities, or labour capacity, to keep up with growth demand.

"These companies can leverage the facilities, processes, and expertise of Purolator global supply chain services, to meet the demand without incurring the additional cost and complexity of expanding their operations. Instead, they can focus on other aspects of their business and leave the distribution of their goods throughout North America, to Purolator."

For more information about Purolator's global supply chain services, located at 18233 Blundell Road, Unit 120 in Richmond, or any other services, contact www.purolator.com. □

Westcan awards \$122,000 in scholarships

EDMONTON, Alta. – Westcan Bulk Transport is awarding \$122,000 in scholarships to 35 students from across Western Canada. Introduced in 1981, the Paul Albrechtsen Scholarship was created to assist the children of Westcan employees in obtaining a post-secondary education.

Since then, the scholarship has provided \$954,300 in tuition assistance, helping 471 students on their road to success.

"We believe that education is an important investment. Westcan is pleased to help these students build a foundation for a successful future," said Tom Kenny, Westcan CEO.

The Paul Albrechtsen scholarship is made possible each year thanks to contributions from the Driver's Advisory Board, Albrechtsen, Westcan and private donations.

Eligibility requirements are based on enrollment in a post-secondary program and a parent who is currently employed on a full-time basis with Westcan for a minimum of one year prior to application. Students are eligible to receive up to \$4,500 per school year for four years depending on the amount of their tuition.

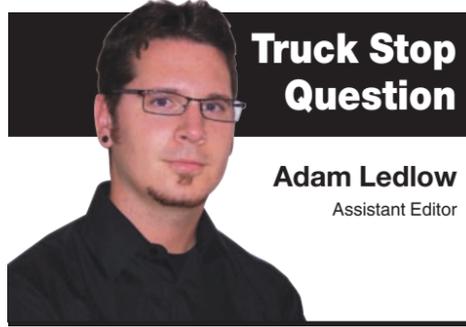
Extra funding is available for any student interested in training as a Class 1/A driver. □



BOWMANVILLE, Ont. – A recent report by the National Surface Transportation Policy and Revenue Study Commission may have drivers in the US paying as much as 40 cents more per gallon in fuel taxes to help fund infrastructure improvements.

A mere month later, an unrelated Ontario-based study, put together by an alliance composed of management and labour groups in the construction industry, called for a range of new municipal taxes – including road tolls and fuel taxes – in order to fund road and public transit systems, reduce traffic congestion and cut greenhouse gas emissions in the province.

Included in the study is a suggestion that tolls should be higher for vehicles that cause relatively more road damage, travel longer distances, travel in peak-demand hours, and/or produce higher emissions, meaning long-haul



Truck Stop Question

Adam Ledlow
Assistant Editor

Would you support a fuel tax increase to repair Canadian roads?

truck drivers would likely experience the highest tolls (*for the full story, see pg 11*).

But would truckers stand for such an increase?

Truck West stopped by the Fifth Wheel Truck Stop in Bowmanville, Ont. to see if drivers would be willing to pay more for fuel if they could be guaranteed a smooth ride.

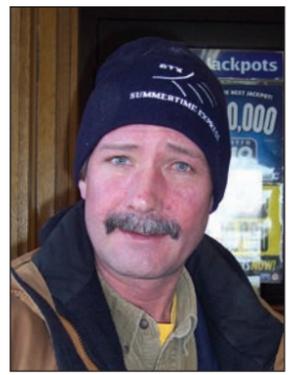
Joe Lytle, an owner/operator with Buckham Transport in Peterborough, Ont., said he wouldn't be in favour of an in-

crease in taxes because it would put a lot of smaller companies out of business.

When asked where the government should look for funding to pay for infrastructure upgrades, he simply said, "That's their problem."

Joe Bradley, a driver with Summertime Express in Mississauga, Ont., said he would be for an increase "because some of the roads are just terrible."

However, the 25-year veteran admits he wouldn't be willing to



Joe Bradley

pay much more than 10 cents extra per litre.



Darren Tryan

Darren Tryan, a driver with XTL Transport based out of Toronto, says that competitively it wouldn't make much of a difference if the US raised federal fuel taxes because Canada is paying more than the US for fuel right now anyways.

He also said a 40 cent per gallon increase like the one proposed by the US commission would be unnecessary in Canada, because US roads are so much worse.

"In Canada, we actually have good roads," he says. "We know how to build roads up here."



Lyle Priddle

Lyle Priddle, a 44-year veteran driver with Cambridge, Ont.-based Challenger Motor Freight, says imposing additional taxes probably won't do much other than kill the economy.

"I don't think it's going to make the roads any safer," he said, adding that well-cared for US roads often become privatized anyways.

"The truckers will pay the extra no matter what and it will get passed right down to the consumer."

Bill Foley, a driver for Detox Environmental in Bowmanville, Ont., says a big surge in fuel costs in the US alone could hurt cross-border trucking.

That aside, he thinks truck drivers already pay enough money towards fuel taxes.

"How much more can they take from us? There's no money really to be made in the trucking industry anyway," he admits.

"They keep taking more money from us, the trucking industry, because they know they can." □

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