

TRUCK WEST

March 2009 Volume 20, Issue 3

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



Livestock special:

- Cleanout facilities lacking for grain, livestock haulers
- Comprehensive coverage of the recent Livestock Care Conference

– Photo provided by Meristem



Glenncoe Transport to cease operations

KELOWNA, B.C. – Truckload carrier Glenncoe Transport is being shut down, due to the loss of a major customer and slowing demand for trucking services. Glenncoe has been owned by Bison Transport since June 2007. However, the carrier operated separately, serving B.C., Alberta and the US Pacific Northwest.

The closure was confirmed by Don Coe, president of Glenncoe Transport.

“This was a very difficult decision for us, as approximately 184 people will be affected by this closure,” he said in a statement. “The loss of a major piece of business, combined with a lack of demand in the market is further complicated by the larger economic factors affecting most businesses in Canada. These challenges have rendered Glenncoe Transport no longer viable as a business. We have orchestrated an organized wind down of the company, exiting the business with the same high degree of professionalism and responsibility we have become known for.”

The closure is slated to take effect May 31. □

Continued on page 7 ■

Cleanout conundrums

Cleanout is an expensive problem for agricultural truckers

By Jan Westell
STRATHCLAIR, Man. – The office manager of a Manitoba grain and fertilizer hauling company is greatly frustrated with the lack of cleanout facilities available in that province. Yet grain companies are demanding cleaner trailers, and receivers don't necessarily want to deal with the waste, according to Ken Wozney of RTM Transport.

Wozney has three main concerns regarding this issue: the expense of utilizing private facilities when cleanout facilities are not provided after delivering grain or fertilizer; the extra expense of travelling to cleanout facilities when receivers won't allow cleanout; and cross-contamination, when trucks are not cleaned out properly.

Wozney, who also serves as the

Reeve of Strathclair, Man., is particularly irked that drivers are asked to keep trailers clean between loads, but not all of the grain and fertilizer receivers are supplying cleanout facilities. When receivers do offer cleanout facilities, there is the potential for time-wasting line-ups, he adds. And, despite the challenges of

Used trucks: A good time to buy

See pg. 11



Inside This Issue...

- **Grim outlook:** A recent Webinar by analysts suggests US carriers and manufacturers will continue to suffer. Page 9
- **Product test:** We solicit the help of a flatdecker, to see if the Johnny Tie-down load securement device works as advertised. Find out how it performed in the real world. Page 12
- **Snowed in?:** A look at the various types of trailer top snow removal systems in the market. Page 21
- **Focus on livestock:** Complete coverage of a recent conference that focused on providing humane transportation for livestock. Page 22

Mark Dalton O/O



Page 28



Reach us at our Western Canada news bureau

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

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

PM40069240



The *One*[®] for the money.

The revolutionary design of the MICHELIN[®] X One[®] wide single tire is money in the bank for truck owners. By switching out your duals for X Ones you'll see weight savings of 190 lbs/axle*, and fuel savings of at least 4%. That translates into bigger payloads and reduced operating costs.

For more information visit www.michelintruck.com or call us at 1-888-680-2148.

Load restrictions on single tires vary by province. Consult the provincial departments of transportation for details.
*Comparing the 445/50R22.5 X One[®] XDA and the X One[®] XTA to the 275/80R22.5 XDA Energy and XT-1.

X One[®]



O U R 1 6 t h A N N U A L

SEARCH FOR *Excellence* HAS BEGUN.



If you know an Owner/Operator who exemplifies professionalism while also demonstrating a clean driving record, a commitment to safety and a track record of community involvement, nominate them for this prestigious award by completing the application form below or by going online to www.trucknews.com.

We know Owner/Operators are at the heart of the trucking industry, investing both personally and financially in their businesses. We're proud to take this opportunity to recognize the best among them.



In addition to a ring fit for a champion, 2009's honouree will also receive **\$3,000 CASH** and a **VACATION FOR TWO** up to \$2,500!

Nominations must be received by June 1, 2009

THE OWNER/OPERATOR OF THE YEAR SHOULD BE...

Name: _____

Address: _____

Town/City: _____ Prov: _____ Postal code: _____

Home phone: _____ Bus. phone: _____

Email: _____

Number of years in trucking/commodity hauled: _____

Primary truck and engine: _____

Number of vehicles: _____

Contracted to (if applicable): _____

How do you maximize fuel efficiency?: _____

My choice is based on:

Safe driving record Industry/community involvement Heroism Going "Green" Initiatives

Explain: _____

(Include additional information on separate paper if insufficient space)

Nominated by: _____ Phone: _____

Mail completed forms to "AWARD" Truck News/Truck West, Attn: Kathy Penner
12 Concorde Place, Suite 800, Toronto, Ontario M3C 4J2

FORM MUST BE FILLED IN COMPLETELY AND NOMINEE MUST HAVE CLEAN DRIVER'S ABSTRACT

Co-founding sponsors of this award...



CLASSES 8

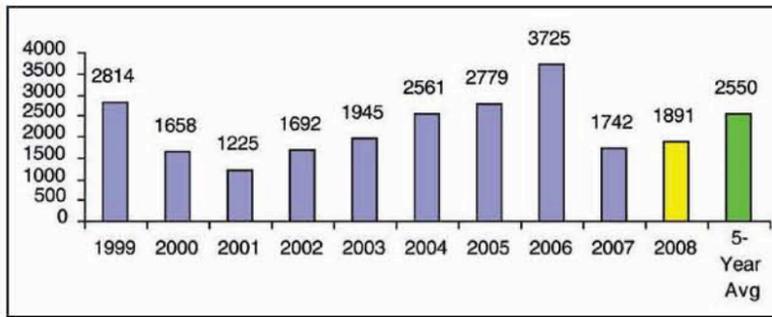
TRUCK SALES TRENDS

SPONSORED BY CHEVRON

Monthly Class 8 Sales - Dec 08

OEM	This Month	Last Year
Freightliner	344	327
Kenworth	162	237
Mack	149	325
International	510	134
Peterbilt	109	242
Sterling	135	178
Volvo	311	205
Western Star	171	94
TOTALS	1,891	1,742

Historical Comparison - December 08 Sales



Motor Vehicle Production to Jan 08

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

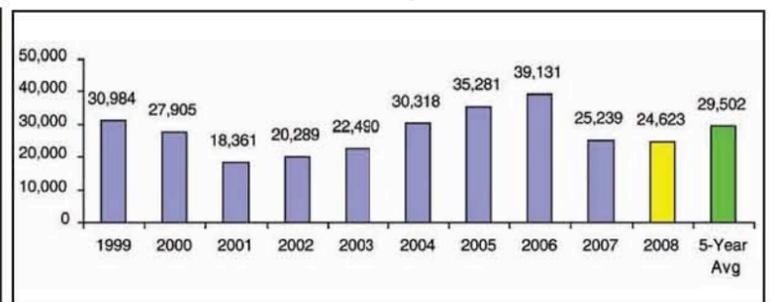
With the days of coping with parts and materials shortages and record demand for new trucks nothing but a memory, truck manufacturers instead now face continuing to bring their operations in line with the reduced sales. They also are preparing for the next jump in sales volumes as fleets and owner/operators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

There were 1,891 Class 8 trucks sold in Canada in December, a surprising improvement over last year's numbers for the month. Despite the improvement, however, this December's sales totals were still the fourth lowest of the past 10 years and also about 700 off the 5-year average. (It should be noted that five-year average includes the industry's peak years of 2004 to 2006.) In this roller-coaster type of year, sales started off quietly in the first quarter, rebounding in March, with more than 2,000 units sold. April's sales were higher than last year's, May's were not far off last year's pace and June's and July's were slightly better than last year's while September's numbers were encouraging. However, we doubted that pace could be sustained into final quarter and it was not.

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

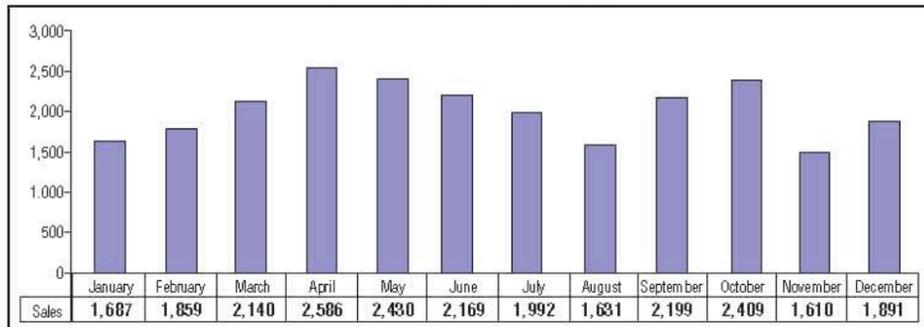
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	328	843	265	193	1,857	719	303	121	0	17	4,646
Kenworth	471	1,381	202	155	736	714	39	65	0	0	3,763
Mack	132	246	136	202	687	201	43	44	0	0	1,691
International	249	883	96	373	2,750	1,421	214	116	7	137	6,246
Peterbilt	225	786	286	134	491	307	133	49	0	0	2,411
Sterling	212	325	116	53	745	505	36	62	0	12	2,066
Volvo	152	282	181	306	1,005	422	77	75	0	10	2,510
Western Star	188	413	50	25	332	169	71	38	0	4	1,290
TOTALS	1,957	5,159	1,332	1,441	8,603	4,458	916	570	7	180	24,623

Historical Comparison - YTD



Total Class 8 truck sales for 2008 ended at 24,623, which is about 600 units off last year's admittedly slow pace and about 5,000 units off the 5-year average for Canada. Despite an improvement in sales starting in the spring, and surprisingly strong numbers in September and October, the market overall has not been able to overcome its slow start this year and 2008 has gone out the way it came in - with a whimper. In total, 2008 ranked as the fourth worst sales year of the past decade. The pre-buy strategy employed by many fleets had its expected effect and the spent North American economy posed too high a hurdle for those hoping for any pickup in sales for the close of the fourth quarter.

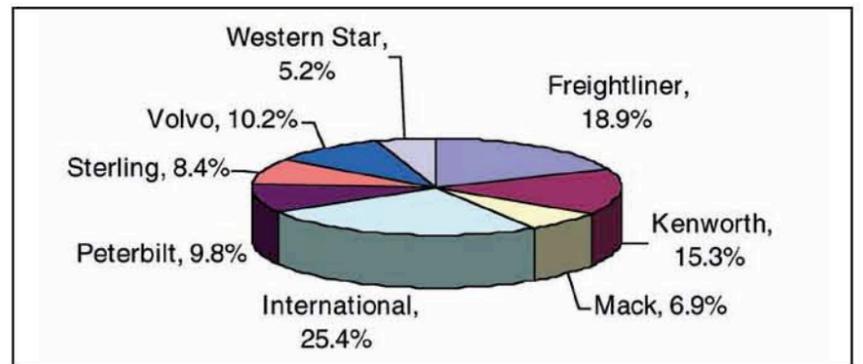
12 - Month Sales Trends



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

Source: Canadian Motor Vehicle Manufacturers Association

Market Share Class 8 YTD



International has won the market share title for the second year in a row, once again beating out former perennial front runner Freightliner. This time, the lead was by more than 6%. International jumped out of the starting blocks with a lead in the first quarter, capturing about 22% of sales. With very strong second and third quarter showings, International added to that lead and ended up with more than a quarter of the market with Freightliner falling back to 18.9% and Kenworth to 15.3%. Peterbilt and Volvo are the only other truck manufacturers with a market share greater than 10%.

DISCOVER THE DELO® PERFORMANCE ADVANTAGE™

Better And Cleaner Protection.

To meet new EPA emission standards and to provide the necessary engine protection in both new and legacy engines, Chevron has developed its most robust motor oil category ever with the introduction of Delo® 400 LE API CJ-4 engine oil. The new Delo 400 LE exceeds all previous performance requirements and is backwards compatible.

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

Delo®

A Chevron company product



TRUCK WEST

March 2009, Volume 20, Issue 3
 Canada Post Canadian Publications
 Mail Sales Product Agreement No. 40069240
 "Return Postage Guaranteed"
12 Concorde Pl., Suite 800, Toronto, Ont., M3C 4J2
 Sales: 416-510-6892 / Editorial: 416-510-6896
 Fax: 416-510-5143

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

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

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

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

PAP Registration No. 11065

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

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

Canada

Advertising inquiries

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



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



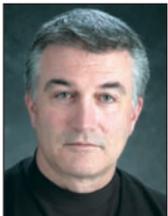
Kathy Penner
 Associate Publisher
 (416) 510-6892
 kpenner@trucknews.com



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



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



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



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

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



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

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

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

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

Sr. drivers face higher hurdles

Unanimity is hard to come by in the trucking industry. You'll be hard-pressed to find any one issue on which truckers and other industry stakeholders will all be in agreement. The exception to this rule, however, may be Ontario's requirement that senior drivers take an annual road test to maintain their A/Z licence every year beyond the age of 65. It's onerous and worse, it's discriminatory towards some of the finest and most experienced drivers this industry has to offer.

Each year, many of these drivers hang up their keys in frustration because it's not worth the hassle of going through this procedure year in and year out.

Much has been written on this subject and yet still the Ontario Ministry of Transportation sticks to its guns. Even the OTA, which so successfully guided its controversial speed limiter law through to fruition, has been unable to get the province to budge on this issue.

Amazingly, the situation has recently gotten even worse for senior drivers. Earlier this year, Ontario introduced a "restricted" version of a Class A/Z licence to close the loophole that allowed drivers to acquire a commercial driver's licence using a pick-up truck and horse trailer. The province brought in new requirements for road tests, which require trucks to have a manual transmission and fifth wheel, among other things.

While the change was much needed to prevent underqualified drivers from obtaining A/Z licences, it has had the unintended consequence of placing further strain on senior drivers.

Take for instance the case of Harold Johnson, who called me recently. He has several million miles under his belt, most of them accu-



mulated while driving tractor-trailers with manual transmissions. However, having heard the new automated transmissions are safer and easier to use, he figured he'd done enough gear jamming in his day and his two current trucks are both equipped with auto gearboxes.

Now, however, he's being given the rigmarole by DriveTest, the third-party agency that conducts Ontario road tests. To rent a truck with a manual transmission for a day or licence an older truck he still owns, he's looking at a cost of hundreds or even thousands of dollars. Business is slow – he says he just may park 'em both.

Then there are guys like Brian Willoughby, who owns a dump truck with pup and pintle hook connection – no fifth wheel. He says he's been turned away by DriveTest, or told he'd have to downgrade to a restricted A/Z licence.

I took my own road test with this very configuration, and found it more challenging to back up than a



Getting it right: It's all in the details

Changes to Ontario's A/Z licensing requirements, intended to close embarrassing loopholes that were allowing inexperienced drivers to gain their licence after being tested with a pick-up and horse trailer, are having the unintended effect of hurting our industry's most experienced drivers.

Legislation intended to ensure drivers do not tamper with the speed limiters in their trucks has left Ontario dealers in a quandary about their responsibilities and the Ontario Trucking Association and the Ontario Ministry of Transportation don't appear to be reading the legislation in the same way.

And we've recently heard from environment auditor Scott Vaughn that the federal government has no way to track the environmental benefits of two programs it claimed would contribute to significant reductions in greenhouse gas emissions.

What the heck is going on? Why is our industry being encumbered with what I can only assume is sloppy legislative work that is leading to damaging unintended effects?

As far as Ontario's A/Z licensing requirements are concerned, in a nutshell the Ministry of Transportation now requires drivers to



Viewpoint
Lou Smyrlis
 Editorial Director

take their road test using a truck with a manual transmission; a fifth wheel coupling; a trailer at least 45-feet long; and air brakes on the tractor and trailer – or else receive a downgraded licence.

That makes a great deal of sense when it comes to ensuring new drivers take a test that properly reflects the working environment many will be facing. But it is frustrating the heck out of senior drivers, who in Ontario must complete a road test every year after the age of 65 to maintain their commercial licence. These are folks with years of experience under their belts.

If they've moved to an automated transmission for their rig, it was because they believed that to be a smart spec'ing decision for their application; if they're hauling a trailer shorter than 45-feet in length it's because the nature of their job demands it.

Why force them to have to rent a truck and trailer for the day, every year, in order to take the test?

traditional tractor-trailer. To downgrade the licence of this accident-free, three million miler is a slap in the face.

The MTO should be commended for listening to the industry and making it tougher for new drivers to obtain an A/Z licence without the proper qualifications.

However, as is often the case, the new requirements have had unintended consequences and placed an even greater burden on senior drivers, who are this industry's greatest assets.

It's time the province gets serious about removing the annual mandatory road test requirement for senior A/Z licence-holders. I think that's something the entire industry can agree on. □

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

In the case of Ontario's speed limiter legislation, dealers have been left uncertain about whether they're responsible for limiting the speed of any truck (new or used) to the legislated 105 km/h when the initial delivery is done and what the ramifications would be in the event of an accident.

Meanwhile in Ottawa, the Conservative government was blasted for pushing through a transit tax credit back in 2006 they claimed would cut emissions by 220,000 tonnes per year but which will in fact amount to about 35,000 tonnes of annual emissions cuts at best (see my blog on Trucknews.com).

In all these cases, we're told the matter is "under consideration."

I hope that the politicians and bureaucrats involved ensure that process is a speedy one but also pause to consider why legislation drafted with the best of intentions so often is having unintended effects.

The people being hurt by these measures deserve a quick addressing of their concerns, not frustrating delays and red tape, and an assurance the people we elect to govern us pay a little closer attention to the consequences of the laws they're enacting. □

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

In Brief

Insurance brokers team up in Alberta

CALGARY, Alta. – Two insurance providers have teamed up to form what they're calling Alberta's "largest transportation insurance brokerage."

Rogers Insurance of Calgary and Stieg and Associates Insurance of Billings, Montana have partnered to form Rogers Stieg Transportation Insurance, the companies have announced.

The deal was inked Dec. 31, 2008.

Existing clients of Stieg and Associate will become clients of the new group, which will operate from Rogers Insurance's Calgary office.

The companies say the partnership will allow them to offer a wider selection of providers, including Old Republic.

Walt Stieg said "This deal brings the back office, the sales force management and the high standards of customer service from Rogers that will greatly benefit current and future clients." □

B.C. backs off threats to 'jail' trucks

BCTA supported idea of impounding unsafe trucks

VICTORIA, B.C. – After initially coming out in favour of a "jail" for unsafe trucks, B.C. Minister of Transportation Kevin Falcon has now nixed the idea, according to a recent story in the *Vancouver Province*.

Falcon says an upcoming report on truck safety won't recommend impounding unsafe vehicles for a minimum of 30 days.

"Staff said it wasn't a great idea. They cooled to it," he told the newspaper.

The idea for a "jail" came up last year after a targeted roadside check in Delta failed 41% of commercial vehicles tested.

In January 2008, Falcon said he liked the idea of putting flagrantly

unsafe rigs in "jail."

The B.C. Trucking Association, which was part of the committee that wrote the report, recommended impounding repeat offenders' rigs.

Association vice-president Louise Yako said a 30-day impoundment "actually means something."

Falcon said roadside tests in the past year show the problem is decreasing.

Targeted enforcement checks show declining failure rates in West Vancouver (52% failed in early 2008, compared to 34% later in the year) and Delta (41% vs. 35%). Failure rates have held steady in Surrey at about 26%. □

B.C. forest cops enforcing logging road speed

VANCOUVER, B.C. – Radar-equipped forest cops have started patrolling the province's logging roads in a new push by the provincial government to end deaths and injuries in logging.

Forests Minister Pat Bell said recently that the province has purchased radar guns and is training forest district staff on the use of these instruments, as part of a broader resource roads safety initiative. Some of the guns are in use already.

The province is responsible for regulating traffic on B.C.'s 59,000 kilometres of resource roads but until now, enforcement has been spotty or non-existent.

"The free-for-all is over," trucking safety advocate MaryAnne Arcand, a director of the B.C. forest safety council, told the *Vancouver Sun*. "Rules do apply and they are going to be enforced. Speed is a huge factor in accidents and there's a whole mythology with the public and with industry, that there are no rules in the bush."

Saskatchewan's Night Rider winter patrol expanded

REGINA, Sask. – Saskatchewan highways were a little safer for drivers this winter, thanks to the expansion of the provincial government's Night Rider program, according to the Ministry of Highways and Infrastructure.

This enhanced surveillance program of high-traffic provincial highways is now based out of Moose Jaw, and similar to three other Night Rider programs based out of Regina, Saskatoon and Prince Albert.

"Our Night Riders this winter have come to the aid of a professional truck driver and have provided traffic accommodation to assist police at a collision. This extra set of eyes on the highway gives motorists an added sense of comfort, and helps the Ministry provide better winter maintenance service," said Highways and Infrastructure Minister Wayne Elhard. □

Grow with us in the West.

Contact us today!

1.800.GO.BISON • Recruit@BisonTransport.com

JOIN NORTH AMERICA'S SAFEST FLEET!

Opportunities that fit your lifestyle and income needs:

- Excellent Equipment
- Dedicated Dispatch Team
- Safe Driving Reward Program
- Fuel Initiative Program
- Referral Bonus Program
- Training provided
- Great Benefits and more!

Various full-time and part-time Company Driver and Owner Operator positions available in BC, Alberta and Manitoba:

- Long Haul Dry Van and Refrigerated
- Turnpike
- Regional
- In-cab Instructors
- City
- Shunt

Drivers with less than 24 months experience are welcome to apply!

Our "Right to Decide" Policy: Every Bison Transport Driver, Owner Operator and Lease Operator has full authority to temporarily discontinue a trip when conditions (such as weather, road conditions, etc.) become too hazardous to drive safely.



Bison
TRANSPORT

www.BisonTransport.com

Bison Transport is committed to employment equity and encourages applications from women, visible minorities, persons with disabilities and aboriginal peoples.



Agriculture

Grain haulers say they need a place to sweep out

■ Continued from page 1

keeping trailer clean, customers seeking delivery services are asking for cleaner trailers.

Cleanout is a procedure intended to prevent cross-contamination of commodities with different grades and treatments, all of which shouldn't be mixed, according to Wozney.

"Disease is a big issue now. So, (receivers) would prefer that you stay right away from cleaning out on their property because they don't really know what you had in your trailers before that, or what your last five loads were," he says.

Wozney indicates that RTM keeps its trailers well-cleaned between loads, but not every grain and fertilizer hauler is quite as diligent.

He believes that some grain haulers may have residue left over from the last five or six loads in their trailers as a result of not sweeping out their trailers. Fertilizer is a particular concern, he adds, when it comes to trailer cleanliness.

RTM has cleanout facilities at its two main sites. It has also made arrangements with private wash-out facilities, where truck drivers can sweep debris into dumpsters, but this is an extra cost to the

'Disease is a big issue now. So (receivers) would prefer that you stay right away from cleaning out on their property.'

Ken Wozney, RTM

grain hauling business which can run as high as \$100.

"It's not the grain companies that are paying these places to clean up the mess. It's us doing that," says Wozney.

With a lack of adequate cleanout facilities within easy reach of delivery destinations, Wozney says more and more grain haulers are cleaning their trailers out in public areas, either beside rural roads, or around highway rest areas, where he says scattered grain residue is a frequent sight.

"It's just because there are no spots designated to clean the trailers out," he says of a practice strictly prohibited by the management of RTM Transport.

The potential for crop cross-contamination is another concern, according to Wozney, when grain

is left in public areas, such as the side of the road. A light breeze can pick up the seeds and spread them out to nearby fields. The negative consequence of grain residue on public roadways should be apparent to the provincial government, according to Wozney.

"There are piles all over the place, and they're sending their crews out to clean it up. Also, of course, you have grain along the highway, and then you're attracting wildlife," he adds. "You have more wildlife claims on your vehicles, because they're right on the edge of the road now, and that grain's attracting them."

Ultimately, Wozney believes the Manitoba government should put pressure on grain/fertilizer receivers to provide adequate cleanout facilities and eliminate

the problem.

"They're not doing anything about it and it's costing them money. It's costing everybody money. So they've really got to get aggressive and force these guys to install cleanouts, or they have to start building cleanouts themselves," he says.

According to Mike Kagan, director of crops for the Manitoba government, the province doesn't consider cleanout requirements, or cleanout facilities, an issue.

"We haven't seen it as a problem so far," he says. "No one has contacted us either on the trucking side, or the operator's side. The people we've talked to, look at it as a cost of doing business that is borne by the industry."

While it is possible that some people may be dumping grain residue on the side of the road (which was confirmed by Kagan's industry sources), this practice is not considered ethical by the industry, or legal under the Manitoba Environmental Act.

And, though there are no provincially-designated cleanout facilities in Manitoba, to the best of Kagan's knowledge there are also none in Saskatchewan or Alberta. □

Livestock haulers face similar issues involving cleanout facilities

By Jan Westell

CALGARY, Alta. – Cleanout of livestock trucks – especially in the winter time – is a challenge for the trucking industry, according to Peggy Strankman, manager of environmental affairs with the Canadian Cattlemen's Association.

"There's an ongoing challenge with truck cleanout in the winter, because it's freezing," she says of a problem that is not unlike the necessity for grain cleanout facilities.

For a variety of reasons, Strankman says more auction markets – like grain receivers – are refusing to allow livestock haulers to clean out their trailers at those facilities.

"It's quite a dilemma for the truckers. Cattle producers want to see their cattle loaded on clean trucks. The producers buying the cattle don't want them travelling in manure from other people's cattle because of the possibility of disease transfer. We don't sterilize the trucks, but it's good to see the cattle starting a trip in a clean truck."

Haulers normally provide bedding, such as straw or preferably wood shavings, she says, which helps absorb the moisture and improve footing. That bedding increases the volume by-product, which must then be cleaned out of the trucks.

"There are a number of challenges," says Strankman, who adds the byproduct is recognized as having a certain amount of nutrients, which could possibly be utilized in supporting another enterprise.

Strankman notes there has been some discussion within the industry, about the potential for utilizing composting as the method to turn the manure and bedding



SIGN OF THE TIMES: It's becoming more challenging for livestock haulers to find an acceptable place to unload their unwanted extras.

from the trucks, into an easily spread soil additive.

"The challenge is to figure out where to locate these collection points, and if there is a way to make the processing economically viable. We try to think of manure as a by-product, not as a waste, in order to utilize it, Strankman says."

The CCA recognizes that cleanout is a challenge for truckers, and Strankman says that cleanout is regulated by the Canadian Food Inspection Agency (CIFA) under the Health of Animals Act regulation.

"We've been talking about ways

to deal with it, but haven't hit on the ideal solution yet. It's a complex issue that needs input from all parts of the cattle value chain."

It's an ongoing problem for many Albert livestock haulers, including Rick Sincennes, who is concerned about unclean trailers, the cost of cleanout at private facilities, and the expense of the extra mileage (as high as \$150) that cleanout often requires.

"I've talked to basically everybody about it, but nobody wants to do anything. Nobody wants to take the responsibility," he says.

Sincennes believes that the CIFA

should deal with the problem.

"There are a lot of plans in place where if certain diseases are found in our country, to completely halt the movement of livestock," he says. "So it seems to me, they should be also somewhat interested in what's happening in the cleanout."

Considering the expense of travelling to a cleanout facility that specializes in manure, and the related fee, Sincennes is concerned that some drivers may consider the lease expensive, and more profitable delivery solution. "That might just be beside the road, because he has to get his trailer cleaned out." □

Canada

Industry welcomes federal budget rich in infrastructure spending

OTTAWA, Ont. – The feds introduced a much-anticipated budget in late January that was rich in infrastructure spending.

Missing, however, was a reduction of the federal excise tax on diesel, which was promised by Prime Minister Stephen Harper during last year's election campaign.

Nearly \$12 billion will be spent on roads, bridges and border crossings, which was lauded by the Canadian Trucking Alliance.

"The trucking industry welcomes the increased investment in highways, bridges and border crossings announced in the budget," says David Bradley, CEO of the CTA. "We are especially pleased that a number of the specifically mentioned projects were contained on a list of infrastructure priorities compiled by CTA."

Also catching the CTA's eye was the establishment of a Canadian Secured Credit Facility, which

Bradley hopes will help fleets obtain the credit they need to buy equipment.

"Investment in tractors and trailers has come to an almost complete halt," he said. "This is mainly a reflection of the state of the market for freight transportation service, but also a reflection of tight credit. If this budget and the stimulus package being introduced in the United States do provide a boost in economic activity, carriers will need to begin re-equipping their fleets and if the creation of the credit facility helps the industry to do that, it will be a good thing."

The credit initiative will feature \$12 billion in funding for the purchase of vehicles and equipment.

Some of the highlights of the budget for the trucking industry include: \$130 million to twin the Trans-Canada through Banff National Park; \$212 million to renew the Champlain Bridge in Montreal; \$15



CONSTRUCTION COMING: The federal budget will be bad for traffic, but good for the long-term.

million for the international bridges at Sarnia, Ont. and Fort Erie, Ont.; and \$42 million to rehabilitate various bridges.

Meanwhile, provincial-federal partnerships will result in further road and bridge upgrades in various regions of Canada. Border services at Prescott, Ont. as well as Huntingdon, Kingsgate and the Pacific Highway crossing will share \$80 million in funding. □

Best practices of commercial driver training shared

OTTAWA, Ont. – A recent summit on the training and licensing of commercial truck drivers has offered new insight into some of the promising practices that are being embraced by jurisdictions across the country. Closing the Gap, a national collaboration that began in 2005 to address the industry's shortage of skilled truck drivers, included representatives from the trucking industry, insurers, Human Resources and Skills Development Canada, educational institutions and government ministries.

"Trucking has gained a lot out of 'Closing the Gap,'" said Roy Craigen, chairman of the Canadian Trucking Human Resources Council (CTHRC), which coordinates the meetings.

Labour market agreements have recognized that provinces and territories are well-positioned to design and deliver labour market training within their jurisdictions, according to CTHRC executive director Linda Gauthier. "Information gathered through the CTHRC and Closing the Gap has helped them to identify the related opportunities."

The nature of training and testing standards for professional truck drivers is considered to be more vital than ever, given the growing demands of the career.

Initiatives in a number of provinces have embraced approaches that reflect this reality.

Graduates from the Professional Driver Certificate Program at Red Deer College in Alberta, for example, will soon receive a new Professional Driver Licence endorsement from Alberta Transportation. This approach was designed to allow the training to be delivered for tuition of \$3,200, compared to fees in the private sector that would approach \$14,000.

The B.C. Trucking Association is hoping to offer a series of workshops in 2009.

Meanwhile, Newfoundland's D.D. Transport has partnered with other truck fleets to deliver CTHRC's Earning Your Wheels entry-level driver training program through the College of the North Atlantic. The pilot project combines uniform training standards, on-the-job experience and candidate screening.

Manitoba Public Insurance has developed a program that included an online aptitude assessment for candidates.

The students who pass that screening process receive 244 hours of school-based training, three months of on-the-job training and six months of mentoring.

The related tuition is covered as long as they work in the industry for two years. □



When the going gets tough, the tough get smarter

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

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

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

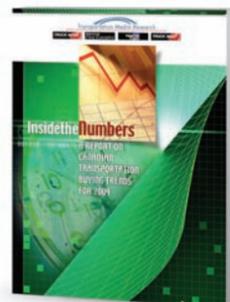
Look no further, *Truck News* and *Truck West* are about to publish a comprehensive guide for trucking and transportation professionals, called "Inside the Numbers" – a snapshot of expectations

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

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

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

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



www.trucknews.com/inside

Recession to take toll on US carriers, equipment manufacturers: Analysts

By James Menzies

NASHVILLE, Tenn. – A leading industry forecaster held a Webinar recently to discuss the state of the US economy and its impact on carriers and equipment manufacturers.

FTR Associates held the Webinar for its subscribers to offer insight on the recession and its impact on commercial vehicle trade cycles and production. Larry Gross, senior consultant, FTR Consulting Group, said keeping up with the economic situation is like “trying to catch a falling knife.”

“Things are changing very rapidly,” added economist Bill Witte of the Center for Econometric Model Research. “Over the last three months, it’s hard to find much to be very joyous about.”

His comments came just hours after the US Commerce Department announced US GDP contracted 3.8% in the fourth quarter of 08, which was the worst since the first quarter of 1982.

In 2008 as a whole, the US GDP grew 1.3%, however Witte pointed out that when removing a strong build-up of business inventory from the equation, GDP actually shrunk 5.1%.

What’s in store for carriers?

Noel Perry, managing director and senior consultant with FTR Consulting Group, said the US trucking industry has actually been experiencing a freight recession for nearly three years, “when the economy slowed down from 3-4% growth to 0-2%.”

He said that raises concerns about “cumulative stress” on the industry in addition to the immediate effects of rapidly-falling freight volumes.

“We have two parallel issues: the freefall right now and also the question of cumulative stress on the industry and the question of excess capacity,” he explained.

Today’s freight conditions in the

US are similar to the last big recession in 1982, he pointed out, which was followed by a rapid recovery in 1983 and 84.

“If that were to re-occur, we’d have a pretty good freight year next year, but in the meantime we’re looking at the worst year we’ve had in anybody’s memory,” he said. “Nobody working in the industry now has experienced these kinds of levels in their lifetime.”

Fleets in the US were able to weather the storm in the fourth quarter better than expected, thanks in large part to dropping fuel prices, Perry pointed out. However, he warns that buffer won’t be around for long.

“We have not had in the industry amongst the fleets, the kind of trauma you’d expect the fourth quarter to have produced. While freight was falling off the cliff, so were fuel prices...all through the latter part of 2008, truckers were getting a nice little boost in cash,” he explained. However, he said the decline in diesel prices has flatlined, and “fleets will be left to deal with the freight downturn without this huge benefit.”

FTR Associates maintains a Trucking Conditions Index which measures many variables that impact the health of the trucking industry. It has fallen to “unprecedented negative numbers,” according to Perry.

When asked which types of fleets are best-suited to survive the recession, he said his money’s on fleets that haul personal care items for large discount retailers.

“The large dry van guys oriented towards personal care items like diapers and such and closely aligned with discount retailers are doing relatively better than some of the bulk haulers,” he said, adding “I wouldn’t want to be a flatbed operator right now.”

He also said the fleets that went into the recession with the largest cash reserves have the best chance

at surviving.

“One would expect the large, well-capitalized fleets to be the winners,” Perry said.

In the meantime, he said fleets competing in the US should prepare for major downward pressure on rates.

“In the fourth quarter, a huge reduction in fuel surcharges gave shippers something to declare victory over,” he pointed out.

“That’s going to stop. Traffic managers are going to be under more pressure to cut costs than they were before. I would expect the worst recession in any of our lives to force the worst price pressure that fleets have felt in our lifetime.”

As a result, he said he anticipates the number of US fleet bankruptcies to “continue and accelerate” over the remainder of 09 and even into 2010.

What about equipment manufacturers?

The news was equally grim for equipment manufacturers. Eric Starks, president of FTR Associates, said his company has lowered its 2009 annualized Class 8 sales projections from 145,000 units to 135,000 units. Non-US markets (including Canada and Mexico, where demand for new trucks was almost non-existent at the end of 08), were largely responsible for the revision, Starks said. When pressed for his “worst case” scenario for 2009, Starks said Class 8 sales could be as low as 95,000 units in 2009 and even 2010.

While some forecasters are predicting sales to rebound as tractors near the end of their traditional life-cycle, Starks said it’s more important to consider “useful life” than “age” and many of the trucks that are currently parked still have a lengthy useful life.

The export market for excess trucks has dried up due to the global economic meltdown, and

Starks said fleets will have little choice but to park them til freight demand returns.

“What’s going to have to happen (with excess capacity)? These (fleets) are going to have to park these trucks and they’ll have to get eaten up as freight picks up. There really is no place to send these trucks.” For more info on FTR Associates, visit its Web site at www.ftrassociates.net. □

US truck tonnage gets hammered

ARLINGTON, Va. – Truck tonnage in the US plunged 11.1% in December, which is the largest month-to-month decline since April, 1994 when unionized LTL truckers were on strike. December also represented the third largest single month drop since the American Trucking Associations (ATA) began collecting truck tonnage data in 1973.

The seasonally-adjusted tonnage index reached its lowest point since December, 2000. Truck tonnage in the US was 14.1% lower than in December, 2007, the ATA reported. For the fourth quarter of 08, tonnage was down 6% compared to the previous year. The ATA’s chief economist, Bob Costello, said the latest figures prove beyond doubt that the US is in the midst of a serious recession.

“Motor carrier freight is a reflection of the tangible goods economy, and December’s numbers leave no doubt that the United States is in the worst recession in decades,” Costello said. “It is likely truck tonnage will not improve much before the third quarter of this year. The economy is expected to contract through the first half of 2009 and then only grow slightly through the end of the year.” □

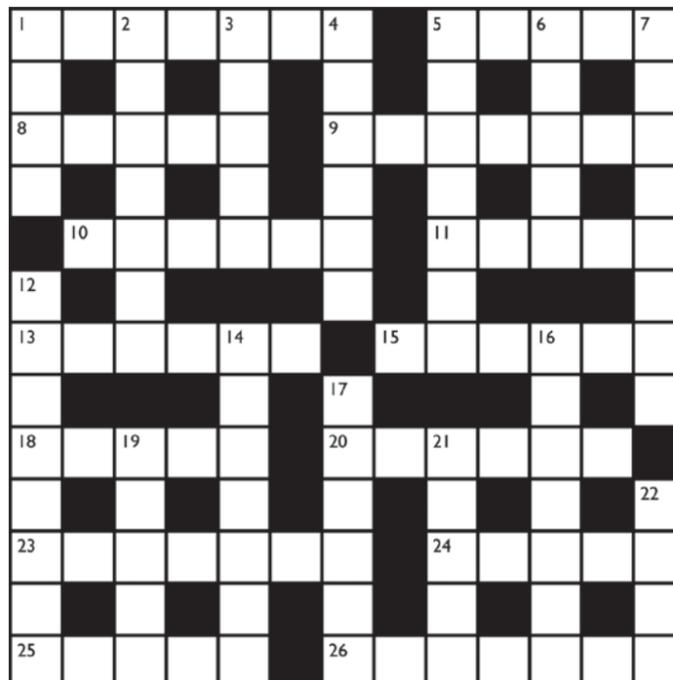
THIS MONTH'S CROSSWORD PUZZLE

Across

1. Cargo that exceeds local weight limit (3,4)
5. Dodge's capable '46-'68 ____ Wagon model
8. Roads highlighted on map
9. Maker of moulded-fiberglass van bodies
10. Indicate an intention to turn
11. GMC's defunct Chevy Titan clone
13. Bell's web-based driver-tracking service
15. Car nicknamed pregnant roller skate
18. '60s Esso slogan, "Put a ____ in your tank"
20. '99-'06 Mack model
23. Nationality of Ferrari cars
24. Trucks reclaimed by lenders
25. Snowmobiles, slangily
26. Goods trucked to the USA

Down

1. Brand on AeroMax and Louisville tractors
2. Rubbernecker in a rental car, often
3. Word on Nova Scotia tags
4. A two-trailer combination
5. Truck-transaction type, ____ sale
6. It's pictured on Saskatchewan plates
7. Accident type
12. Rolls-Royce rides, you might say (3,5)
14. Semitrailer-and-pup rigs (1,6)
16. State cop patrolling the interstate
17. A certain city thoroughfare
19. Professional ____, GMC slogan
21. Send a truck to the junkyard
22. Fixer-upper truck-ad term (2,2)



Answers on page 26

© 2008 M. Jackson

TRY IT ONLINE AT WWW.TRUCKNEWS.COM

Safety

Use NAOSH week to highlight safety

Nothing demonstrates the importance of workplace safety better than a recent report on injuries in the province of Alberta. This January alone, 146 employees in the trucking industry accounted for \$106,386 in workers' compensation claims. Based on the trends in 2008, about one in every four of these workers will be off the job between eight and 30 days.

That will have an undeniable impact on productivity – not to mention the WCB premiums paid by affected fleets. A standard premium is worth about \$3.50 on every \$1,000 of payroll, but adjustments can range from a discount of 60% to a surcharge of 250%. This could equate to a difference of as much as \$6,000 for every million dollars of payroll.

It is easy to understand why fleets need to remain committed to workplace safety.

The trucking industry's workplace

Ask the Expert

Rick Geller



safety initiatives usually focus on drivers and the equipment they operate. A commitment to fatigue management is a logical extension to the rules governing hours-of-service, and proper circle check procedures will help to ensure that equipment is safe to drive.

But workplace safety affects every employee within the fleet.

Warehouse personnel, for example, need to take the steps to protect themselves around forklifts and follow the ergonomic practices that will help them avoid injuries. Even office workers need to understand how to protect themselves from the dangers

of repetitive stress injuries, and know their respective roles during an emergency.

North American Occupational Safety and Health (NAOSH) Week – to be held from May 3 to 9 – offers an ideal opportunity to draw attention to the safe practices that members of your organization should follow on a daily basis.

The annual event is devoted to focusing employers, employees and the general public on the importance of preventing injury and illness in the workplace. And its history is also proudly Canadian. The week, first established in 1997 during talks surrounding the North American Free Trade Agreement, expanded on the Canadian Occupational Health and Safety Week that had been observed from 1986 to 1996.

It has established an ideal time to focus, reinforce and strengthen your

fleet's commitment to occupational health and safety.

The week can be used as a backdrop for a safety review that can ensure appropriate protective gear is being used in every corner of the business. Dock employees alone should have access to everything from proper footwear to eye protection and hard hats, depending on the material that is being handled. Clinics can be offered on the proper use of everything from respirators to forklifts. And personnel throughout your business can be reminded about the emergency preparedness plans that have been put in place to help everyone prepare for the worst.

NAOSH Week also offers an ideal opportunity to celebrate the safety-related gains that have been made. Safe driving awards can be presented alongside announcements that focus on the number of hours without a workplace related injury, while company newsletters can incorporate thank-you letters for the commitment to workplace safety.

This type of awareness campaign can be offered on a limited budget as well, simply by leveraging some of the resources that already exist. For example, local health authorities, workplace compensation boards and hospitals offer an array of outreach programs to address health-related issues from proper dietary habits to first aid. Provincial trucking associations and the Canadian Society of Safety Engineering (www.csse.org) can offer affordable support of their own. And the suppliers of safety equipment are always eager to show how their offerings should be used.

Fleets can re-visit some of the programs that are already in place, to ensure the activities continue to match the commitments that have been made. But education-related efforts should reach beyond the fleet's workforce.

Ottawa Hydro even took the opportunity to help workers apply their Workplace Hazardous Materials Information System (WHMIS) knowledge to identify hazardous materials in the home. The information obviously does not need to stop at the end of your driveway.

It would also be an ideal time to enhance outreach efforts in the community, to ensure that your neighbours understand their own roles in highway safety, and how to behave around the trucks that leave your yard every day.

Many members of your fleet may be surprised to learn just how widespread your commitment to safety has become. These are all steps that can help to protect members of your fleet family and the community at large. And that is something worth celebrating. □

– This month's expert is Rick Geller. Rick is the national manager of safety and training services for Markel Insurance Company of Canada and has more than 25 years experience providing loss control and risk management services to the trucking industry. Send your questions, feedback and comments about this column to info@markel.ca. Markel Safety and Training Services offers specialized courses, seminars and consulting to fleet owners, safety managers, trainers and drivers.

TRUCK WEST

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

GET YOUR PAPER

SUBSCRIBE NOW!

READING SOMEONE ELSE'S COPY? Have your own!

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

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

CHANGE OF ADDRESS ONLY 1 1 4 _____

Serial # from code line on mailing label

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

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

DO YOU WISH TO RECEIVE OR (CONTINUE TO RECEIVE)

TRUCK WEST

YES NO

Signature _____

Date _____

PLEASE ANSWER THE FOLLOWING QUESTIONS

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

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

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

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

3) This location operates, controls or administers:

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

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

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

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

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

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

CLIP and MAIL

With Payment to

TRUCK WEST

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

TODAY!

Used Trucks

By James Menzies

TORONTO, Ont. – At this time last year, the soaring value of the Canadian dollar was making the purchase of a new truck an attractive proposition.

Now that the loonie has settled back at its traditional range, however, the pendulum seems to have swung back in favour of used trucks if you're looking for value in an upgrade.

Many truck dealers were overvaluing trade-ins when the dollar was peaking last year, leading to an abundance of inventory and providing for some good deals today, if you're in the market.

"There's a tremendous amount of used inventory on the ground everywhere," says Jeff Watson, assistant sales manager with Moncton, N.B.-based Valley Equipment. "There's a lot of inventory and a lot of dealers are willing to be flexible on selling a used truck."

Nevio Turchet, used truck manager with SelecTrucks of Toronto, says used trucks are somewhat insulated from the wild currency swings which have played havoc with new truck prices.

"You can have a foreign exchange rate that will affect the price of a new truck \$30,000 either way," he says. "It's never a bad time to buy used. You don't have that volatility; all you have is the market swing."

The used truck market seems to have settled after a wave of repossessions last summer flooded truck dealers' lots.

Many owner/operators were getting "buried" in debt when financing their rides and were unable to survive when freight began to dry up.

"We had a lot of repossessions coming back last year, but not so much this year," says Dennis Sheehan of Volvo dealer Sheehan Truck Centre. "I think the weak have fallen and the strong are surviving."

Many of last year's victims had financed expensive trucks with little or no down payment, Sheehan says, adding "I think the credit market has straightened that out somewhat."

Watson says overzealous customers, eager finance companies and unscrupulous dealers all played a part in "burying" many owner/operators. It would happen something like this: an owner/operator with an eight-year-old truck wants to trade it for a five-year-old truck, however he still owes \$30,000 on his current rig. The truck that caught his eye costs \$50,000, but the dealer is only willing to give him \$15,000 for his trade-in.

"An irreputable dealer can add that \$15,000 to the \$50,000 truck and call it a \$65,000 truck and finance the guy for \$65,000 on a truck that's only worth \$50,000," explains Watson.

"If a guy has \$65,000 in a truck that's only worth \$50,000, in two to three years he wants to trade that, and instead of being \$15,000 in the hole, he's \$20,000-\$25,000 in the hole. It's a vicious cycle. They will only cycle through a couple times before they become unfinanceable."

Deal or no deal?

Looking for an upgrade? Why the time may be right to take a *new* look at the *used* truck market.

If there's a silver lining to the credit crunch, which has made it difficult for many fleets and owner/operators to fund new equipment purchases, it's that there are fewer financing companies willing to bury a customer.

"The credit (crunch) is preventing those who shouldn't be in (the industry), from being in," says Turchet.

"It's a little harder to get financing and interest rates are a little higher now than they were," Watson adds.

"Interest rates (in general) have dropped, but the perception of risk is higher than it used to be, therefore finance companies are looking for some extra security in the form of extra interest and sometimes extra down payments."

Now, more than ever, customers should ensure they have a minimum down payment of 10% and finance companies may require 15% if it's your first truck.

Turchet warns customers to be honest when filling in their credit application.

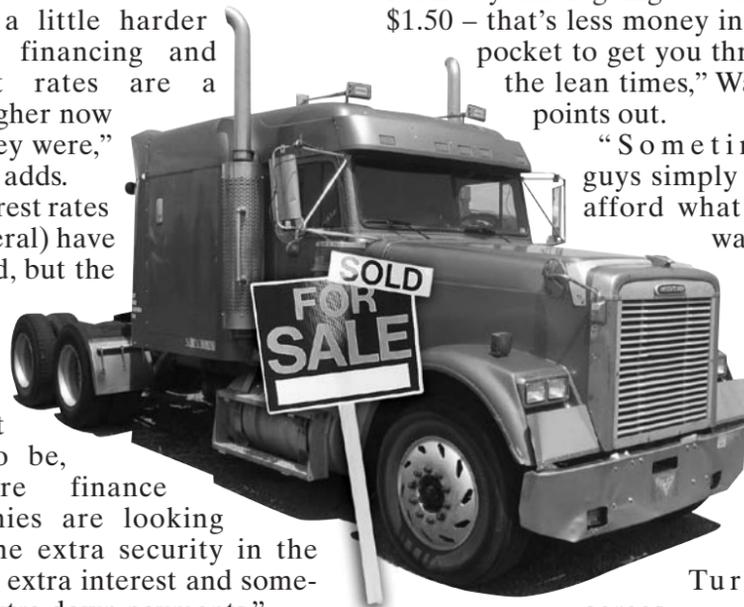
"If you're looking for credit, you should not give misinformation of any capacity in order to get

the truck," he insists. "Being honest is the number one key."

Next, customers should buy a truck they can afford. In an uncertain economic environment, every dollar you can shave off a truck payment provides that much more flexibility for when business slows down.

"Every dollar you're financing for five years is going to cost you \$1.50 – that's less money in your pocket to get you through the lean times," Watson points out.

"Sometimes, guys simply can't afford what they want."



Turchet agrees.

"Don't buy a \$150,000 truck if all you can afford is a truck worth \$100,000 given what you're running," he advises. "A \$1,500 per month truck payment is far greater than a \$3,000 payment."

Once you've determined your price range and the type of truck you need for your specific application, the next step is to deal with a reputable dealer.



FOR SALE: Dealer lots currently have a good selection of used trucks and many dealers are willing to be flexible to move them.

Sheehan suggests asking a dealer if it's registered with the Ontario Motor Vehicle Industry Council (OMVIC).

"Sometimes, you get these so-called dealers – curbsiders that are flipping trucks and they aren't registered," Sheehan warns. Reputable, OMVIC-registered dealers are required to disclose information about a truck's history, such as whether there's a lien against the vehicle or whether it's been involved in an accident.

Ross Babula, sales manager with Tatro Equipment, adds customers should insist on verifying a truck's mileage by checking the engine control module (ECM) data rather than trusting the odometer reading.

"There's no way you can take mileage out of the ECM," he says. Dealers that are members of OMVIC are required to do this, Sheehan points out.

Turchet says when shopping for a used truck, don't make a buying decision based solely on price.

"Price isn't always the best part of a deal," he says. "You need a partner, that one: has what you want; and two: stays with you over the life of your truck."

A good dealer will want to maintain a relationship with you after you drive your truck off the lot, Watson points out.

"Whether selling a new or used truck, the main objective of any reputable dealer is always to match the truck as close as possible to what a customer wants. If you do that, you have a happy customer and you sell him another truck down the road," he says.

Some dealers, such as SelecTrucks, will accept a vehicle back within the first 60 days if it doesn't drive the way you expected. Most also offer extended warranties, although Sheehan admits they may be costly.

"Extended warranties aren't for everybody," he says. "Some guys want the thing covered from front to back and don't care what it costs, but if they're going to pay \$3,000-\$4,000 for the warranty, in some cases it's better to put it in the bank."

If you are in the used truck market, it may be a good idea to begin shopping long before you actually need to upgrade.

Watson says savvy owner/operators will ask their dealer to be on the lookout for a certain truck/engine combination months ahead of a planned purchase.

"It gets them first dibs on buying a truck that has a certain engine they like, that they're familiar with and that they want to buy," he explains.

Pulling out of the dealer's lot in a used truck may not be as glamorous as buying one fresh off the assembly line, but with a good selection available at reasonable prices and in an uncertain freight environment, it may be worth taking a look.

Whether you're an owner/operator or a fleet that's looking to explore the viability of a new lane, operating used trucks can generate as much revenue as a new truck and leave a little change in your pocket for when the going gets rough. □

Johnny Tie-down device offers peace of mind for flatdeckers

NAPANEE, Ont. – Once in a while a new invention comes along that will save lives. Last April I noticed the Johnny Tie-down booth tucked away in the back building at Truck World.

I'm no expert or anything but I was impressed by their display of straps and pulleys and electronic scales.

Just the fact that it's made in Canada caught my interest – that's rare enough these days.

The Johnny Tie-down Load Tension Alert Device is a system that allows flatdeck haulers to monitor load security in real-time while rolling down the road.

A sensor sits on the dash and a red light comes on and beeps if any straps equipped with Johnny's become slack en-route.

The heart of the device is a plastic cartridge about the size of a pocket-book that's threaded through the cable or strap.

After you've lashed down your skids or whatever, you swipe each cartridge with a handheld sensor. The sensor then fits into a harness mounted on the dash.

My deck-hauling days are done, but I ran into Simeon Brubacher at the Canadian Tire store in Napanee, Ont., where he was loosening the straps on a load of top soil. He was happy enough to volunteer to try out the product for me.

Johnny Tie-down is a family business from Rouyn-Noranda, Que.

They shipped me a demonstration kit which I dropped off one weekend at Brubacher's farm near Elmira, Ont., where he runs a top-notch deck business with eight late model Petes and Kenworths. Marwell Transport pulls 48-foot flat-decks and B-trains, hauling lumber, soil and pre-cast concrete, among other things. At the end of the summer I went back and got

On-road Editor

Harry Rudolfs



Brubacher's report.

"They definitely work," he told me. "I never had a strap come loose, but I can see they work when I loosen off the tension."

Brubacher does a lot of local work, sometimes drawing three loads a day. So he was honest and told me he wouldn't use them on every load. "But if you're running long distance, like California to Ontario, why not?" he said. "If it takes you a half an hour, it's probably worth it."

The company literature says that it takes about a minute per Johnny per strap.

Programming is fairly easy with only three keys. Once you're rolling, the Johnny Tie-down system would probably mean fewer stops to check load security.

And the system means more peace of mind at night when it's harder to see if a load is shifting or coming undone.

The cartridges fit over all sizes of straps (2-, 3- or 4-inches) and standard issue steel cables.

Most of the product testing was done on logging trucks in northern Quebec in extreme temperatures. But loggers anywhere could feel more secure attaching a few Johnys to a load. And the cable cartridges would also work well on loads of scrap cars or the like.

So far the originator, Maurice Tardif, hasn't yet developed a version for chains, but I hear he's working on it.

The invention is a labour of love dedicated to his son's memory.



EASY TO USE: Simeon Brubacher volunteered to test the Johnny Tie-down system for us. He says it works well, but admits he didn't use it on every local load.

Tardif made his first prototype in 2002, not long after his son was killed driving home for the holidays the previous Christmas.

A barrel came loose from a truck and struck Johnathan Tardif's car.

The company builds the Johnys tough and guarantees them for a year. There's a YouTube video that shows a truck running over a cartridge without damaging it.

You can also download data from the sensor to a computer which can then be stored and retrieved, documenting any occurrences of load insecurity.

Tardif recommends you use Johnny Tie-downs on every other strap or cable, but you can get started with a few units for about \$1,000.

Carriers hauling high-value or awkward loads might want to add Johnny Tie-downs to their repertoire. After all, what price can be



put on safety?

Just one catastrophic incident can ruin a good carrier.

Johnny Tie-downs could also save you from fines for improperly secured tie-downs, and loss of cargo incidents cost trucking companies millions every year.

The value of life, of course, cannot be calculated. To learn more, visit www.johnny-tiedown.com. □

GE brings telematics solution to the Canadian fleet market

By James Menzies

TORONTO, Ont. – GE Capital Solutions has expanded its telematics services to the Canadian market. The company says its award-winning telematics solution offers more than just asset tracking, focusing heavily on how customers can use the data provided by telematics devices to improve productivity.

"We look at this from a holistic approach," said Stephen Ulanoski, senior vice-president and general manager of telematics solutions with GE. "It can't just be about the vehicle, it has to be about all the assets and the related functionalities around that asset."

GE has found the biggest cost-saving opportunities available through telematics stem from the human resources side of the equation.

"Most of the telematics solutions on the market today started from the vehicle and worked back, pulling data off the vehicle and providing it to customers and letting customers do what they would with it," Doug Peters, vice-president of telematics marketing strategy and analytics said.

"We took a different approach and started with the customers and looked for issues within our customers' operations where telematics could provide solutions."

According to GE, fleet costs account for roughly 12% of its customers' operating expenses while human resources-related expenses represent about 52%.

"We're trying to provide, not a box that's giving a lot of data to the fleet manager, but a solution that helps customers drive growth using real-time business intelligence," explained Peters.

GE takes a three-pronged approach to helping its customers save money by determining: what is happening?; why is it happening?; and how do I improve it?

While monitoring vehicle usage alone can deliver a 1-3X return on investment, GE representatives said that properly managing the

data collected through telematics can deliver a 2-7X ROI and optimizing the data for improved productivity can deliver an ROI of up to 15X.

'It can't just be about the vehicle, it has to be about all the assets and the related functionalities around that asset.'

Stephen Ulanoski, GE

"When we get to the optimization of scheduling and routing, you can get as high as a 15-times return," insisted Peters.

During a recent Webinar, GE shared several case studies from south of the border, where its telematics solution was already available.

The case studies showed the ROI achieved by customers came from a variety of sources, one being fuel savings.

Based on its experiences, GE says employing its telematics solution is equivalent to knocking fuel prices from \$1.20/litre to \$1.02/litre – or from 80 cents/litre to 68 cents/litre.

However, the company warns against placing too much emphasis

on fuel savings alone.

"If you put the value of telematics solely on the cost of fuel, then you're at the mercy of the price of fuel to justify the cost," warned Peters. "The potential for productivity is so much greater just by gaining visibility of what's happening in your operation. It's really the productivity component where the value comes."

In one case, just by re-sequencing a fleet's deliveries, GE was able to help reduce the customer's drive time by 10 hours per day, fuel consumption by 150 litres and mileage by 500 km.

Eventually, the customer was able to remove one truck from its fleet while still meeting all its customers' requirements, Peters explained.

GE is targeting a wide range of applications with its telematics solutions, ranging from Class 1-8 vehicles.

The most powerful part of its solution is the analytical engine that's used to identify opportunities for improved productivity, the company says, adding it can even use existing data from other providers "as long as the data is good." □

PROTECTION NO OTHER
CONVENTIONAL OIL
CAN BEGIN TO APPROACH.



SUPERIOR PROTECTION FOR YOUR TRUCK.

Castrol® Tecton® Extra has unique reformulating molecules that help actively resist oil breakdown. That means you get an oil that just won't give up. Castrol Tecton Extra guards so well, it beats all leading conventional oils at protecting your engine throughout the entire oil change interval.

To find out more about Castrol Tecton Extra, call 1-888-CASTROL or visit www.castroltectionextra.com

IT'S MORE THAN JUST OIL. IT'S LIQUID ENGINEERING.™



It's more than a retread.
It's a MICHELIN®.



No other retread can boast the use of MICHELIN's® new tire technology and rigorous quality control. Each tire endures a grueling 9-step process before it earns the right to be called a MICHELIN® Retread. From the casing's arrival to its final hand inspection, each retreaded tire must conform to our demanding quality requirements before it earns the MICHELIN® stamp of approval.

MICHELIN® Retread Technologies. Improving your bottom line through innovation.
Visit www.michelintruck.com for more information.



New Products

Tires & Wheels

Mobile Awareness has introduced its TireStat **tire pressure monitoring system** (TPMS) for use on commercial trucks and trailers. Lightweight TireStat sensors are mounted externally on the valve stem, allowing air input without sensor removal, the company says. Customers can set their own warning alert levels by axle position to maintain appropriate tire pressures. The company says its TPMS is user-friendly for drivers while delivering cost-savings for fleets in the form of extended tire life, fewer roadside assistance calls and improved fuel mileage. For info, call 866-653-5036 or visit www.mobileawareness.com.



RealWheels has introduced some bling for commercial trucks. Its RealMag **hub cover** provides the look of custom mag wheels for tractor-trailers without the prohibitive expense of real mags. The covers are manufactured from durable, high-impact, chrome-plated ABS, according to the company. It provides over-the-lug installation on 22.5- and 24.5-inch aluminum or steel wheels. They're available in chrome and black colours. For details, visit www.realwheels.com.

Accessories

FLO Components has introduced a new Lincoln Model 5805 **impact fitting cleaner**, which it says is a time-saving alternative to fitting replacement and joint disassembly. The impact fitting cleaner is designed to eliminate downtime caused by dried blockages. The company says it clears obstructions by allowing lightweight oil or solvents to enter the clog with a quick

burst of pressure. It also cleans bearing and joint surfaces of hardened grease so that fresh grease can be applied, the company says. For more details, call 800-668-5458 or visit www.flocomponents.com.

CarriersEdge and KRTS Transportation Specialists have combined to produce a **pre-trip inspection demonstration video**. The companies say the video demonstrates proper techniques for all aspects of the daily vehicle inspection. CarriersEdge said its subscribers will automatically receive the video as part of their subscription package. It will also be sold separately through CarriersEdge or KRTS.

Country star Aaron Tippin has compiled a CD of **trucking music**. *In Overdrive* was released Feb. 3 by NIPPIT Records Country Crossing, and features 13 trucking classics including: Six Days on the Road; East Bound and Down; Truck Drivin' Man; and Girl on the Billboard. Tippin once drove truck himself and says he's a huge fan of the industry and the music that's dedicated to it. To order, visit www.aarontippin.com.

Components

Fleets operating in California will soon require diesel particulate filters (DPFs), regardless of their model year. To that end, Paccar parts dealers are now offering an **aftermarket passively regenerating DPF**, dubbed the Engine Control Systems Purifilter. It can be installed on a wide range of Class 8 trucks, the company says. The aftermarket DPF will be available through Kenworth and Peterbilt dealers in the US and Canada, the company says. By 2011, all trucks operating in California will have to gradually reduce their soot and NOx emissions.

BorgWarner Turbo and Emissions Systems has introduced a **\$410T replacement turbo** for Mercedes MBE4000 engines. It's covered by a one-year, 100,000 mile warranty. The aftermarket turbo is available through BorgWarner's distribution network, which can be seen online at www.turbodriven.com.

TURBO3000D
The Diesel Fuel Saver
Increase Fuel Economy Increase Horsepower Decrease Emissions

Visit us at www.turbo3000d.com
Tel: 877 526 7728
Booth # 68104

Tired of Upside Down Fuel Economy You need us on your Truck

Professional Installation always available
TravelCenters of America

FASTER, EASIER BORDER CROSSING!



Get C-TPAT certified within 30 days!

Benefits of Certification include:

- Expedited clearance times
- Automatic access to Free and Secure Trade (FAST) program
- Significantly reduced likelihood of random inspection
- Significantly reduced enforcement and compliance inspections
- Shipments for inspection directed to front of the line during random inspection

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

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

Don't lose customers. Get certified today!!



Contact Dara Nagra 1-877-995-1313
Email: dnagra@avaal.com
2 Automatic Rd. Unit #110, Brampton, ON L6S 6K8
www.avaal.com

AVAAL ALSO OFFERS:

- ACE e-Manifest Transmission
- Customs Clearance
- Dispatch and Logistics Training
- Authorities and Permits
- Co-Pilot Truck GPS & Cyber Trucker
- Corporation Registration

24-hr live support

Sales Representative
HIRED

TRUCK-OPS
OFFICE AND TECHNICIAN CAREERS IN TRUCKING

trucknews.com

MISSING



TARALYN POORMAN
3198-SR

D.O.B.: May 09, 1991
Missing since: December 12, 2008
Missing from: Regina, Saskatchewan
Height: 5' 3"
Weight: 130 lbs.
Eye Colour: Brown

Taralyn was last seen by her mother at approximately 11:00 p.m. She was wearing a purple shirt, black leggings, black knee high suede boots, and a black winter jacket with fur around the collar.

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

CHILD FIND 1-800-387-7962

BORN TO TRUCK

Firestone

Hard-working tires for
hard-working truckers

Firestone

firestonetrucktires.com

Visit us in
Booth #36456 at the
Mid-America Trucking Show

Training



FOCUS ON FUEL: MTI will teach drivers how to improve fuel economy.

MTI, NRCan partner to deliver fuel-efficient driver training

CASTLEGAR, B.C. – Mountain Transport Institute (MTI) and Natural Resources Canada (NRCan) are teaming up to measure the effectiveness of training professional drivers on fuel-efficient driving techniques.

A new program will result in 100 Western Canadian truck drivers being trained by MTI on fuel-efficient driving, using NRCan's *SmartDriver for Highway Trucking* program.

All drivers will receive classroom training and then half will receive further training on MTI's simulator while the other half will be trained on the road.

The program will collect data on the participants' fuel consumption over the next 12 months and the drivers will have access to daily reports on their performance. Participating carriers will be able to

develop "gain-sharing bonus programs" involving the participating drivers, MTI said in a release.

Under the program, NRCan is helping offset the training costs, so participating carriers can enroll drivers for just \$200 each. (The cost is normally \$1,000 per driver).

"We expect that up to five different carriers and companies in B.C. and Alberta will gladly participate and send up to 20 or so drivers through the program," said Andy Roberts, president of MTI.

"They recognize that the cost of the program will easily be made up by their fuel savings and that in the long run, their own customers and ultimately the consumer will benefit from lower freight costs and reduced greenhouse gas emissions."

For more information, contact MTI's Roberts at 877-965-3748. □



www.kindersleytransport.com

Hiring Company Drivers and Owner Operators to Run Canada/U.S.

- Company Driver pay increase
- Equipment is owned, not leased
- Secure employment

Also Available Scheduled Runs between Vancouver and Calgary

Apply Today

toll-free 888.878.9585

fax 306.668.5849

driver.recruitment@kindersleytransport.com

Helping you find your way!

Transportation Matters Watch Online Thursdays

trucknews.com/video

Tax Talk

Don't get hooked by fraudulent tax schemes

Sir: I am an official of the Nigerian government and I have been assigned the task of securing an overseas partner into whose account we would transfer the sum of \$19,320,000...

So begins the Nigerian Scam, where a wealthy foreigner asks for your help to move millions of dollars from his homeland and promises a hefty percentage as compensation. You've probably received a letter like this in your e-mail box.

In fact, this racket traces its origins to the 1920s and has been used to bilk people out of hundreds of millions of dollars. If a scheme this obvious can be so successful, imagine what thieves can do today, with technology at their disposal. Think about that as you prepare your personal income tax return. Tax agencies like the CRA are perfect foils for scammers because no-one wants the taxman on his back. You give him whatever he asks for.

One ploy is called a "phishing" scheme. Earlier this year, someone created a Web site that looks exactly like the one CRA uses to collect tax refund applications. It asks for your social insurance number, full name, address, date of birth, etc. This campaign is timed to coincide with CRA's deadline for online tax return applications.

In another scam, thieves mailed letters on CRA letterhead saying there is "insufficient information" on your tax return and an update is

Tax Talk

Scott Taylor



required before you can receive any "claims." The letter includes a form specifically requesting personal details like your bank account and passport numbers.

Identity theft

Both the fake Web site and the letter are attempts at identity theft, the unauthorized collection and use of personal information, usually for criminal purposes. In some cases, like the phishing site, your information is taken fraudulently. In others, an unscrupulous tax preparer simply sells personal information he collected to file your return.

CRA says it never uses e-mail or voice mail to ask for personal information and will not divulge information about you to another person unless you provide formal authorization. When in doubt, ask yourself whether you're being asked for information that you wouldn't include with your tax return, or for information you know the CRA already has on file. Call the agency instead of relying on mail or e-mail.

Tax-shelter gifting

Another tax-fraud scheme involves

inflated receipts for charitable donations. The amount is increased by the gifting of supplies purchased with the actual donation to another organization. Typically these involve computer or medical supplies.

These schemes may seem legitimate because a CRA Tax Shelter Identification Number is on the paperwork. But a tax shelter ID is no guarantee that you're entitled to the proposed tax benefits.

This problem is so big that CRA intends to audit all tax shelter gifting arrangements. So far, more than 65,000 taxpayers who participated in these schemes have been reassessed or are in the process of being reassessed. Well over \$2.5 billion in claimed donations have been denied. If you participated in a tax shelter gifting arrangement in 2007 and claimed your "donation" on your tax return, the claim may have been accepted as filed but that doesn't mean the CRA agrees with it or has even reviewed it yet. Audits can take a year to process, and the CRA generally has three years from the date of assessment to audit and reassess taxpayers. So keep your books and records.

RRSP scams

In January I wrote that an increasing number of RRSP and Registered Retirement Income Fund (RRIF) products are promising tax-free withdrawals, typically involving off-shore debit or credit cards, off-shore

bank accounts, or loan-back arrangements. To date, CRA has reassessed over 3,100 taxpayers who participated in these schemes resulting in additional taxable income of approximately \$144 million. Audits of another 1,800 taxpayers with \$84 million in RRSP and RRIF investments are currently underway.

If someone says you can withdraw from your RRSP or RRIF tax-free, take big tax deductions, or get immediate access to "locked-in" funds, it's too good to be true. Worse, you risk losing your savings because the promoter walks away with everything.

Bad tax preparers

There are bad apples among tax-return preparers. They'll offer false tax deductions such as inflated charitable donations, child-care expense claims, or even business expenses or losses to make themselves look like heroes. Others simply have no clue what they're doing (anyone can hang out a shingle and call themselves a tax return preparation service). It's your signature on your return, and you're responsible for all the information on it no matter who prepares it. Leave yourself time to review your return, and don't sign something you don't understand. If necessary, get a second opinion. □

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

TRUCK NEWS On-line Recruitment Centre
 POWERED BY **driverlink**
 Enter your resume directly at www.trucknews.com

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

First Name _____ Last Name _____
 Address _____ City _____ Prov/State _____
 Postal/Zip _____ E-Mail _____
 Home Tel _____ Cell _____

Best way to contact me: Home Tel Cell E-Mail Other _____
Work Preferences: Owner Operator Hwy Team Hwy Single/Company Driver
 Local Lease Purchase Driver Trainer Moving Other _____

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

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

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

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

Certification/Training:
 Doubles/Triples Air Brake Adjustment Over-Size Loads Hazmat Air Brake (Drive) Tankers
 Name of School _____ Name of Course Completed _____
 City _____ Prov/State _____ Start/End Date _____
 Can you lift 50lbs? Yes No

Cross Border Travel:
 I am able to cross the Canada/U.S. border to haul International loads Yes No
 I am willing to cross the border Yes I am FAST approved Yes No
 Would you like to be contacted by driver agencies? Yes No

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

Signature _____ Date _____

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

LARGEST DATABASE OF DRIVER JOBS IN CANADA

FREE TO POST YOUR RESUME & SEARCH FOR JOBS

APPLY TODAY!

www.driverlink.com

1.800.263.6149

TRUCK NEWS Careers On-Line www.trucknews.com

By Mail: 6660 Kennedy Road, Suite 205, Mississauga, ON L5T 2M9
 By Phone: 800-263-6149
 By Fax: 866-837-4837

BRIDGESTONE

What's inside a Bridgestone radial?

Visit us in
BOOTH #36456 at the
Mid-America Trucking Show

**Experts - with
REAL Answers**

Tires are just the beginning

Wherever you are, there's an experienced Bridgestone representative to help you get the most from your truck tire investment. Ask your dealer or truckstop what else choosing Bridgestone can do for you.



BridgestoneTrucktires.com

trucknews.com

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

Search

The Industry's Leading Website!

GO!

Topic Alerts
Subscriber Services
FREE News Alert

Magazine

Cyber CB

Headline News

Print Editions

Digital Editions

Editor's Blog

Press Release Wires

Events Calendar

Crossword

Careers

Driver Recruitment

Truck-Ops

Commerce

New & Used Trucks

New & Used Trailers

Monthly Advertisers

TruckSource Directory

Resources

Links

Miles & Maps

Vehicle Weights & Dimensions

Border Info

Border Legislation

Hours of Service Regs

AMPS

Information

Email Newsletter

Media Kit

Reprints

Subscribe

Contact Us

NEW

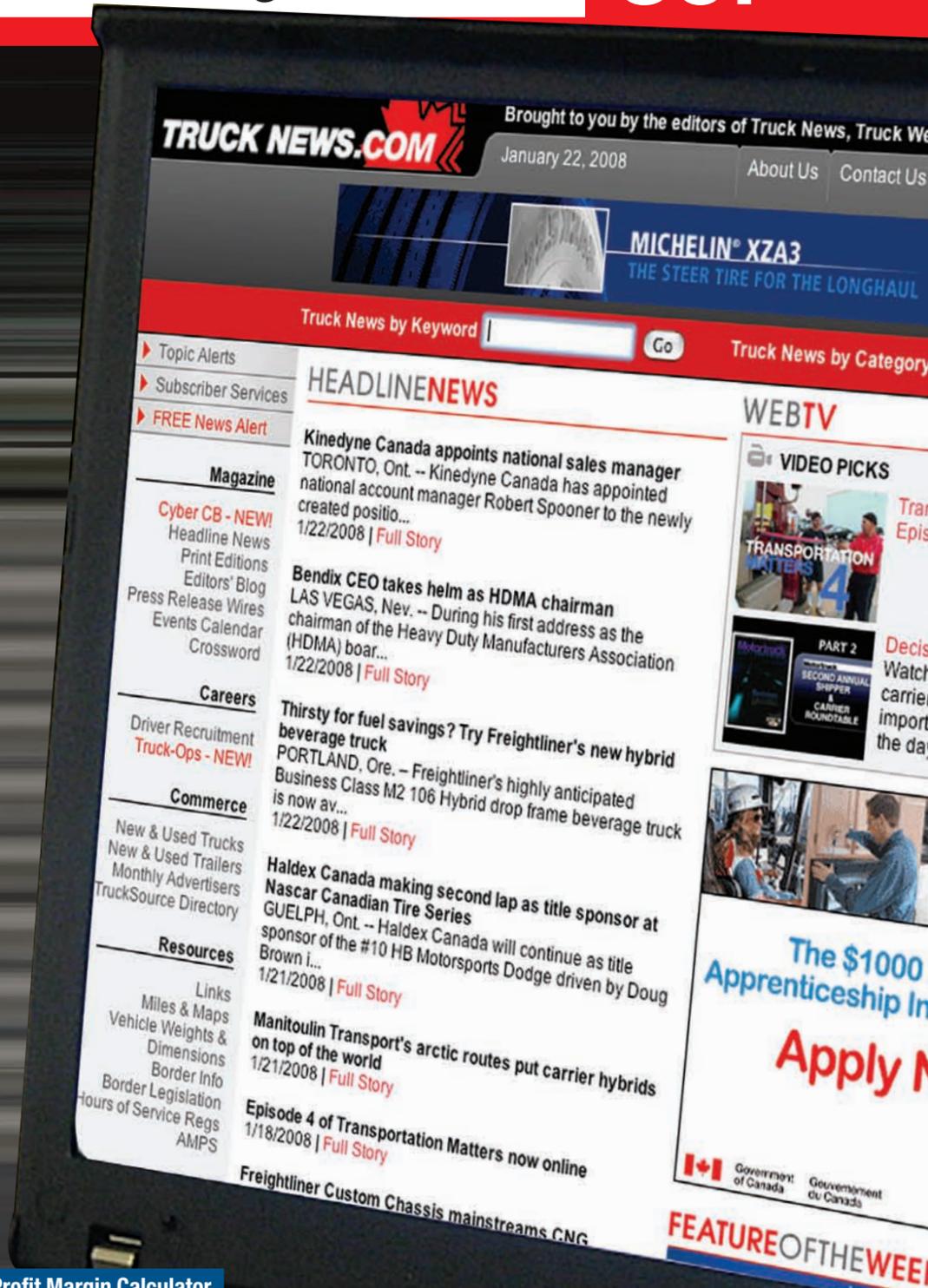
Routing & Profit Margin Calculator
powered by **ProMiles®**
1-888-736-4537
www.promilescanada.com

Mileages and Maps

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

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

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



The Industry's Number One News Source!

Snow Removal

Canadians know snow, eh?

Buyer beware: Some snow removal systems are better than others

TORONTO, Ont. – Canadians are no strangers to snow and ice. And like most drivers in this country, I've pulled my share of trailers with piles of snow on the roof. It's actually quite magical watching the plume streaming onto the fields and highway. As for ice, it's often invisible to us. You don't see it until it comes crashing onto your cab or catwalk, or you can watch sheets of it lifting off the trailer in the sideview.

But the days of driving with uncleaned trailer roofs may be coming to an end. Every year we hear of tragic accidents involving blocks of ice smashing automobile windshields. Snow-laden trailers can also put other drivers into a white-out.

Ontario has no law against it, but provinces like Nova Scotia and Quebec are among jurisdictions handing out fines and demerit points for littering snow and ice, as are some states south of the border. With increasing public awareness and more work cultures adopting diligent practices, transport companies and distribution centres are looking seriously at acquiring snow clearing machines.

Just like the Zamboni, leave it to Canadians to be at the forefront of such inventions. Years ago, I recall Ron Martin, a mechanic at Eaton's in Toronto, welding a steel blade onto a makeshift forklift attachment. He had the drivers pull their wagons inside the shop and ran the elevated plow blade along the trailers. This worked alright for light stuff, but heavy snow eventually twisted the blade, not to mention the piles of melting snow in the garage.

The simplest device I've seen is at the UPS depot in north Toronto. It's nothing more than a steel bar attached to an upright frame. The bar can be adjusted with pegs for different heights. I watched their A-train pups and a container pass under it, scraping an inch or two of powder snow. It seemed to loosen up the crust before the units went on the road. There were also big piles of snow beside the lane, so it's doing something.

Searching around the Internet, I found several manufacturers who make trailer snow clearing machines, most located in Canada.

Although the prices of the units vary a great deal, and the mechanisms may range from static and mechanical to electrical and electronic, the designs are mostly similar.

Some sort of elevated plow or scrubber, either stationary or adjustable, is mounted on an 'H' frame which in turn is fastened to concrete blocks, steel rails or footings. Usually, a synthetic rubber blade, often V-shaped, rides just over the surface of the trailer roof. Some products also come with a kind of roller or drum attachment, acting as a beater bar to loosen the packed snow.

In most cases, the driver stops just before contact and adjusts the height of the plow platform. He or she then pulls through the lane as the snow is scraped to the ground.

On-road Editor

Harry Rudolfs



The driver may have to make several passes to loosen stubborn snow. A plow or loader is also needed to take away the accumulated snow on the ground.

After a significant snowfall, this may have to be done after every three or four trailers, except in the case of the high-end Yeti, whose blower launches most of the snow away from the area. Most of the manufacturers have been around five years or so, but new prototypes are arriving on the scene all the time.

Here's a quick look at what's on the market:

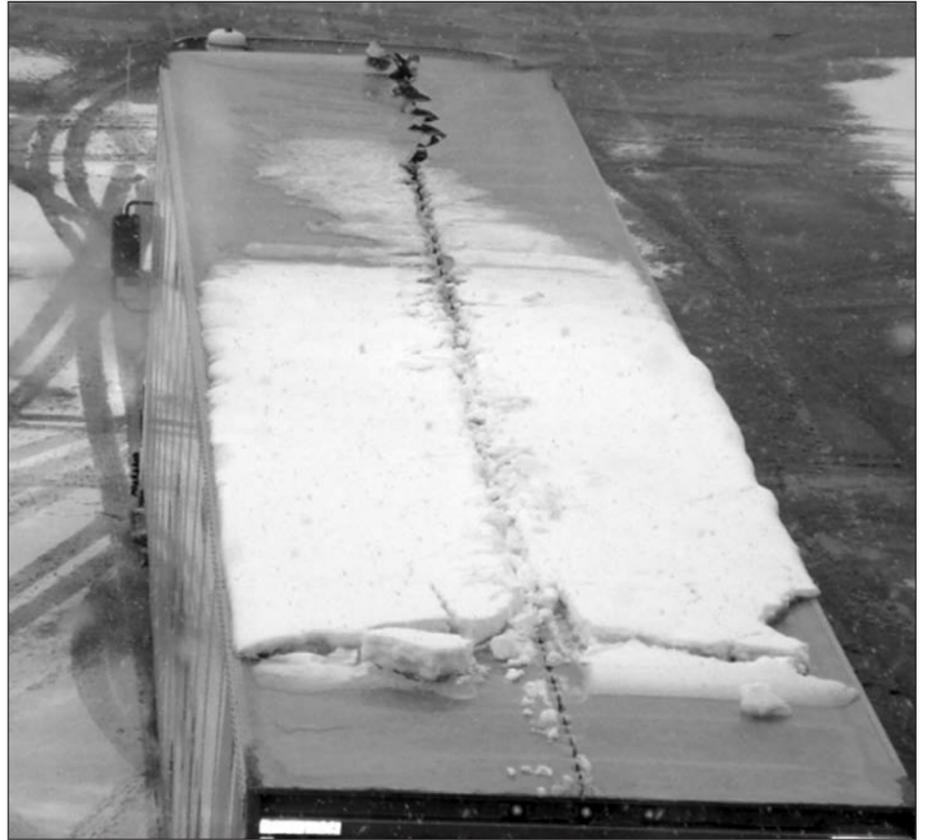
The **SRS 200-S Avalanche** made by Leevin Design of Barrie, Ont. Completely static and mechanical, the V-shaped plow blade is set at a certain height and locked in. This is good if your equipment is all the same height including your fifth wheels. Price is \$12,500 plus installation. Representative Kevin Brookes says it can be installed in three hours if the footings are in. About 20-25 are in service, including at customers like SLH and Warren Gibson.

Reed Screed of New Jersey has an interesting product that purports to be "portable." It's your basic rubber V-Blade with an adjustable height function that runs off a truck battery or solar trickle charger. The inventor Mike Reed has been in production five years and has about 12 machines in operation at places like New England Motor Freight and Sysco Food Distributors in the northeastern US. None have been sold in Canada yet, although he's been getting inquiries. It costs US\$19,500 not including freight or installation.

Scraper Systems was invented in the US but has good representation in Canada with two machines that are installed at inspection stations in Amherst and Enfield, Nova Scotia. This is a V-Blade design which can be raised and lowered electrically. There are about 200 of these in existence in North America at operations like SCM (Wal-Mart), Cornwall, Ont., and Reimer in Mississauga. Price including installation comes in just under \$25,000.

J & D Trailer Protection Company of Waterford, Ont. makes the **Rooster One** system invented in Canada by James Quinn. It's a fully mechanical system with a counterweight and angled blade directing the snow into a chute on the side of the frame. Installed it's about \$26,000. Customers in Ontario include Frito-Lay and Maple Lodge Farms.

The **Robot 2000** is manufactured in



CAN OPENER: An improperly-installed snow removal system sliced this trailer open from end to end.

St-Hubert Quebec and has nine of its machines at locations in that province including at Purolator, Canada Post and HBC. The machine is the invention of Germain Bouchard and features a plow and drum combination which is raised and lowered by electric winches. The machine costs \$36,000 installed in the Montreal area (more for other cities).

The **Yeti Snow Removal Systems** manufactured by Rainville Industries of St-Jean-sur-Richelieu is the gold standard of snow removal machines, and the only one that can remove ice as well. It's been on the market since 2006 and uses an auger, brushes and a powerful blower. It also has a function which automatically raises and lowers the platform to accommodate trains. Clients include Normandin, Manitoulin and Transport Bourassa. It costs \$73,000 with installation extra.

Buyer beware, of course. *Truck West* couldn't test any of these systems, but we did see one trailer top cut

open from stem to stern by an improperly-installed device (see photo).

If you're in the market for one of these machines, be sure and do your homework.

When it comes right down to it, trailer snow is the responsibility of all parties, including the shipper if the unit is sitting at a dock for a weekend.

It's going to cost about \$50 to get one cleaned off unless you want to get up there yourself like an acrobat.

Groupe Robert offers a snow clearing station for drivers at its Boucherville terminal.

The trailers first pass under a mechanical brush and then park beside a raised platform constructed on top of a van. Cleaners are tethered and harnessed as they push snow off the trailer.

In the case of ice, they're provided with six-inch steel plates on the end of poles to pound off the tough stuff.

"There's no excuse for anyone to leave this yard with snow or ice on the trailer," says preventionist Francois Rochon. □

Dispatcher HIRED

TRUCK-OPS
OFFICE AND TECHNICIAN CAREERS IN TRUCKING

trucknews.com

Livestock

Special to Truck West

CALGARY, Alta. – “Are we there yet?” was the theme of the Livestock Transport Conference in Calgary, Alta., which brought together over 120 people including transporters, livestock producers, researchers and other industry leaders. The goal was straightforward: to discuss a North American focus on achieving humane, safe and effective livestock care.

There have been many advances in science, handling guidelines and training programs in recent years, both for humane livestock handling in general and increasingly for transporting livestock. Among the examples are Canada’s Certified Livestock Transporter (CLT) program – a comprehensive training course and support service for livestock truckers, shippers and receivers that offers certification.

A similar US-based program is Transporter Quality Assurance (TQA). As well, North America is moving toward third-party livestock transport audits as part of quality assurance, led by the recent development of the American Meat Institute’s Animal Welfare Audit for Transportation.

Where the rubber really hits the road on the livestock transport animal care issue is on the front line: with the truckers and other transporters who move cattle, swine and other livestock every day.

The day-long Livestock Transport Conference featured more than a dozen speakers covering latest developments, new science and a range of key issues. To take the temperature of the real progress and challenges in the industry, the conference ended the day with a discussion and panel Q&A session with three long-time livestock haulers: Daryl Toews, Dave O’Rourke and Keith Horsburgh. Their comments provide a snapshot of the path forward and how transporters are embracing livestock care as part of good stewardship and good business.

Toews, who supervises all load coordination and health protocols for Lester Reimer Trucking, captured a prevailing attitude of the day: “We have come a long way. But if we say ‘we’re there,’ that we’ve done all we need to, I think we’re limiting ourselves. We’re never there. We have great opportunity to continually improve and do a better job.”

O’Rourke, former owner of Ontario-based O’Rourke Transport and currently the Ontario

Progress and potholes

Livestock transporters talk the issues

– A Truck West special report, written

by Meristem Land & Science (www.meristem.com)

Farm Animal Council’s livestock transport specialist, emphasized the importance of ongoing transporter education.

“Animal care must be foremost in every transporter’s mind. It takes just as much preparation to move an animal two miles down the road and do it right as it does to move it across the country. Programs such as TQA and CLT are excellent. I think the future of our industry is training, training and more training, to continually get better,” he said.

Horsburgh, owner of Alberta-based Grace Cattle Carriers, echoed that call.

“What we’ve heard today from all the speakers has been so positive, and we need to build on that. As transporters, we are a critical component between the producer and the consumer and we are probably the most visible component of this industry,” he said. “Livestock are moved a lot in their lifetime, and the efficiency of the system is one area we can address with our industry peers. No one likes change, but sometimes change is a great opportunity to improve things.”

Overall, the three transporters recapped key messages they felt stood out from the conference and provided thoughts on a range of subjects. Here are some additional highlights of their comments:

On benefits of a national approach

Horsburgh: “There is huge benefit to having a nationally-recognized system and I think we are on the right track with promoting our CLT program.”

O’Rourke added: “To have a national association (for transporters) would also be excellent, but it takes a lot of time and cooperation to get that together. The benefits to our country would probably be fantastic.”

On incentive and recognition programs

O’Rourke: “Ontario Pork used to have a good handling awards pro-

gram, and the truckers that were in the top percentage would be recognized at a meeting and given a certificate. That was certainly an incentive. Personally, I used to like when my trucks went to the US and buyers would call back and say they really like the way our Canadian trucks come into their plants. And that probably meant as much to us as anything.”

On new research on ventilation, temperature

O’Rourke: “A lot of the new ideas coming out are worth looking at. I don’t think we need to spend millions of dollars, but trials certainly don’t hurt and the bottom line is common sense should dictate what we do.”

On overcoming challenges

Toews: “In the past, as transporters we have become frustrated at times when we are unacquainted with regulations and we might be accused of something that we didn’t know about. We are always judged by our worst performance. We can do a thousand loads perfectly, but if we have one poor load that’s the one that everybody sees. Sometimes the problems blamed on us go back to the shipper – that’s an area where I think the audits shippers face will help.”

On training and focus

O’Rourke: “In the past, many of the drivers we hired already knew how to handle livestock because they were farm boys. Things are different today. That’s one reason training is so important. Animal welfare must be foremost in everyone’s mind. No excuses. There is no ‘ignorance is bliss.’ It’s not bliss, it’s just stupid.”

On embracing the public eye

Toews: “In the 27 years I’ve been involved in livestock transport, I’ve seen tremendous change and improvement. It’s been fantastic from that standpoint. And as transporters, I do feel we have one of the greatest opportunities because we

are the people the public sees.”

On high returns for good welfare

Horsburgh: “This is the age of diminishing returns. But as far as animal welfare in livestock transport, I don’t think we have anything to complain about with what we’re asked to do. I think that what we’ve heard today has been so positive, and we can take this to all of our people to continue to improve our industry. Animal welfare is good for the industry and good for business. It’s builds customer and consumer confidence. One of the speakers said: ‘we need to be transparent and open in everything we do’ – I agree with that 100%.”

On Canada being on right path

O’Rourke: “I’ve never heard so many good speakers all in one place in one day on this issue, and it’s nice to know Canada is on the right track. When our American friends come up and tell us that, it’s pretty good to hear. The one thing we need to take home with us is that our industry has to embrace animal welfare. It’s important. It’s a non-issue as far as our rates are concerned. It’s nice to know we’re doing our job well, and we have to consider how to do it better.”

On cross-sector, multi-expertise teamwork

Horsburgh: “I also agree to make progress, all of us in this room need to continually lean on our peers and industry experts. Relationships equal communication. We need to bring forward all our interests, not our individual positions, where we have the same focus on humane, safe and effective livestock handling and transport.” □

– *The Livestock Care Conference was hosted by Alberta Farm Animal Care (AFAC) and the National Farm Animal Care Council (NFACC). It was sponsored by: National Cattle Feeders’ Association; Animal Transportation Association; Alberta Livestock Industry Development Fund; and Agriculture and Agri-Food Canada’s Advancing Canadian Agriculture and Agri-Food Program. More information on the conference including additional articles on several of the speaker presentations, is available on the CLT Web site at www.livestocktransport.ca and through the AFAC Web site at www.afac.ab.ca.*

Teamwork drives new progress in humane livestock transportation

Special to Truck West

CALGARY, Alta. – Livestock producers, transporters and meat processors each deal with different business challenges but all share a critical interest – the welfare of livestock under their care.

This priority and the benefits of working together to address it was a key focus of the recent Livestock Transport Conference in Calgary. Themed “Are we there yet?” the conference brought together over 120 people including transporters, livestock producers, researchers and other industry leaders from across North America.

“Livestock care is a growing focus of industry and consumers worldwide, and livestock transport is one of the most critical and visible components,” says Dr. Duane Landals, a veterinarian and a board member of Alberta Farm Animal Care, one of the conference sponsors.

Landals offered opening remarks to a morning session that kicked off with presentations on transporting high-risk livestock and managing transport risk at the meat plant.

One of the major priorities for progress in livestock transport is to continually improve the care of vulnerable animals, says Dr. Terry

Whiting, manager of animal health and welfare, Manitoba Agriculture and Food, Veterinary Services Branch. Key risk groups include the young, the old, the very thin, the very lame, the very ill and the very compromised.

“All transport is an inconvenience for the animal, but we don’t want to make it a hardship,” says Whiting. “Vulnerable livestock in particular need to be well looked after.”

Addressing the public expectations around this issue requires not only science-based approaches but acknowledgement of the moral and ethical standards upon which society

judges the livestock industry.

“As an industry, we are often judged by our worst performance. We have to do all we can to meet today’s expectations while still getting our work done efficiently and making it pay.”

Finding the right approaches requires a strong recognition of the practical realities of transporting livestock. “We need to address the challenges with ideas that combine both scientific and practical knowledge. Experience in transporting livestock has at least as much to offer as the science examining livestock transport.”

Much of the focus in improving livestock transport is on decreasing the potential for animal stress. There are two main avenues to accomplishing this, says Whiting. The first is to improve physical components such as trucks, ramps and facilities. The other is to improve the system of transporting animals. "The efficiency of the system is the one that gets less attention, but I think it is at least as important as the means of transport. It's harder to measure and harder to regulate, but it's something that can be addressed by the industry that runs the system."

As a case study of the opportunity for progress at the meat plant level, Bryan Hay of Maple Leaf Foods in Brandon, Man., discussed how Maple Leaf plants conduct regular humane handling plant audits, which include animal unloading.

"Some see an audit as a curse, but we see it as a blessing," says Hay, senior manager of hog logistics and animal welfare. "It's not okay now to just say what we do – we have to



TEAMWORK: Transporters, producers and meat companies must all play a part in ensuring the humane treatment of animals during transport.

prove it. Good livestock care leads to good meat quality. That's what drives everything."

For the Brandon plant, livestock care was a top priority when the plant increased production to a double shift. As part of the production increase, it expanded its main holding barn to ensure animals received would have adequate rest – at least three hours rest time. The barn and other facility components of the ex-

pansion were also designed with more doors and more alleyways, to allow longer unloading times.

"If people aren't stressed to get the animals off the trucks, you'd be surprised what you can do for animal welfare," says Hay.

The plant also adopted the use of cameras in unloading areas, to further support proper livestock handling. "When people are being watched they make sure to do things

right. It's also a good way to catch things and look for ways to improve."

In addition to regular animal handling audits that include animal unloading, Maple Leaf has taken steps to further support livestock care during transport. It requires the drivers it deals with to be certified in livestock transport training programs such as the Certified Livestock Training (CLT) program in Canada and the Transport Quality Assurance (TQA) program in the US. It also produces animal handling handbooks and provides them to both drivers and livestock producers.

The company is also working internally and with its industry partners to prepare for the potential for third-party audits that have a transportation component. It welcomes these as part of meeting public expectations. "Good animal welfare is something we strive for all the time. But it's also strictly good business," says Hay. □

Building 'Team North America' for livestock transport

Streamlining approaches is key next step for Canada, US programs

Special to Truck West

CALGARY, Alta. – Canada and the US share the longest undefended border in the world. As evidenced at the recent Livestock Transport Conference in Calgary, Alta., the livestock and transport industries in both countries also share a strong commitment to progress in improving the care of livestock hauled within and across their borders. Leading examples of this commitment are training and certification programs for livestock transport, developed and implemented in both countries through cross-sector cooperation.

These programs include Canada's Certified Livestock Transporter (CLT) program and the US-based Transporter Quality Assurance (TQA) program. At the same time, industry North America-wide is moving toward third-party livestock transport audits as part of quality assurance, lead by the recent development of the American Meat Institute's Animal Welfare Audit for Transportation. All are programs that not only show industry leadership but reflect where progress is headed around the globe.

The next step in the evolution of this trend is to further streamline approaches, says Susan Church, manager of Alberta Farm Animal Care (AFAC), a major organizer and sponsor of the conference.

"All of the countries and programs have different approaches, but the information on how to properly load, handle and unload livestock is virtually the same whether you're in North America, Europe or Australia," says Church. "That gives us a great basis to work together to continually streamline what we're doing. Truckers truck all over. Our industries cross borders. Our programs always need to be mindful of that."

The Livestock Transport Conference was designed to bring people together and raise the profile

of livestock transport, to help support that type of thinking and progress, she says. Over 120 people attended the conference including transporters, livestock producers, researchers and other industry leaders from across North America.

A core part of the program included updates on the livestock transport training programs, which included presentations by Church on the CLT program and by Erik Risa of the National Pork Board on the TQA program.

Canada's industry-driven progress

The Certified Livestock Transporter (CLT) program is a comprehensive training course and support service for livestock truckers, shippers and receivers. It focuses on the humane and safe relocation of livestock and the regulatory requirements for Canada and the US.

CLT was started in Alberta based on industry – largely through AFAC – looking into what was needed to support high quality livestock transport. The key priority that emerged was training, and a series of consultations and developments lead to implementation of the program in 2007. It builds on previous industry progress in developing humane handling guidelines for unfit livestock.

"It was industry that drove the whole process," says Church. "And that continues today as the CLT program evolves."

The CLT training program component offers core content for all species and breakout modules for beef, hogs, horses, sheep and poultry. CLT provides species-specific customized training on livestock handling, loading and biosecurity. It includes recognizing and dealing with livestock not fit to be transported and emergency accident response.

"The whole concept of CLT is to be multi-species, because many of our drivers handle more than one

species," says Church. "Our core manual is a living document and we are always looking to improve."

Moving toward universal training

The CLT program is already built to dovetail in many respects with the US-based TQA program, she says. Working together to further streamline approaches is a top priority for the future.

"In my view, other than the Canadian laws, the core content of the two programs is parallel. Most of the TQA trainers in Canada are including the Canadian laws. And the groups involved with both programs are now talking about how we can build the training component into one program that everybody recognizes.

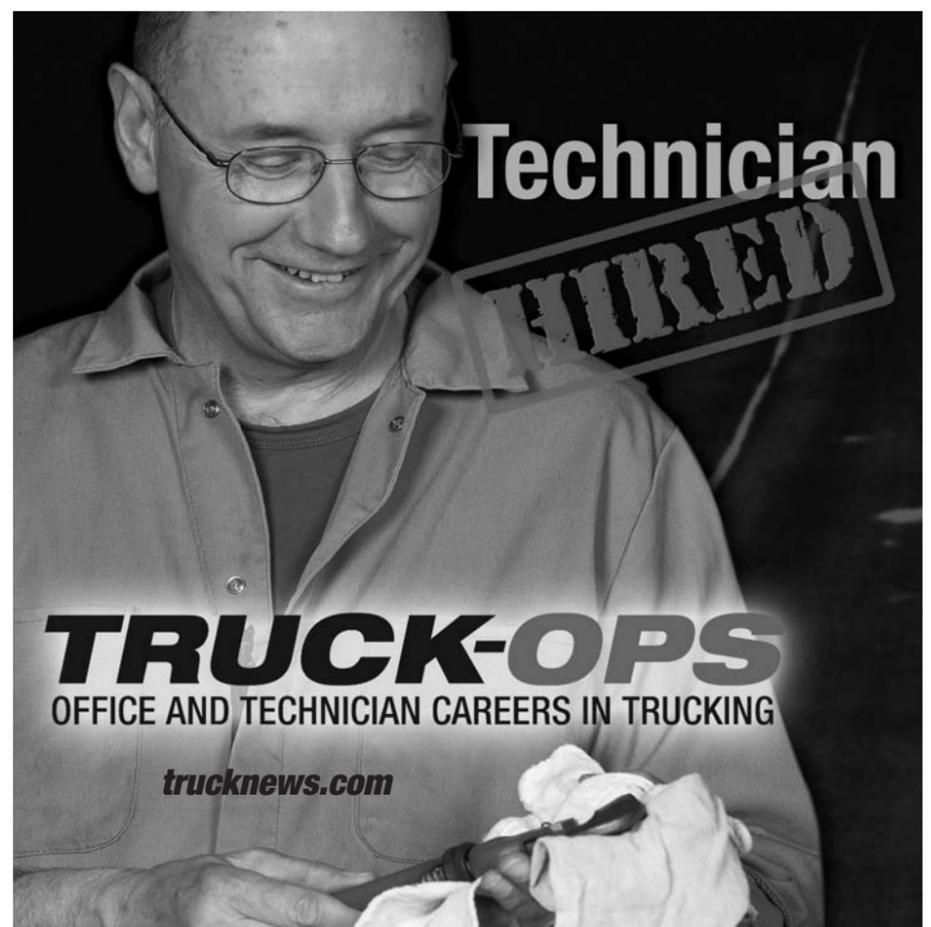
"I think in the next year we're going to see more of a melding and collaboration, and that's a big part of what the Livestock Transport

Conference is about – driving things down the road collectively from the standpoint of our programming in North America."

That feeling is shared by Risa, of the National Pork Board. The board delivers the Transport Quality Assurance (TQA) program, a US-based program that is also recognized and conducts training sessions in Canada.

Though focused solely on swine, the TQA program offers certification and shares the same goals of helping transporters, producers and handlers with proper livestock transport.

"That's why we're participating in events like this Livestock Transport Conference," says Risa. "We want to continue to have a dialogue, whether that's for North America or across species. Livestock care is a cross-industry, cross species issue, and there are many benefits to working together." □



OEM/Dealer News

PacLease adds five Canadian locations

BELLEVUE, Wash. – Paccar Leasing Company (PacLease) continues its rapid expansion with the announcement of five new locations in Canada.

“Our location growth has been exceptional,” said PacLease president Bob Southern. “Paccar dealers are looking for more ways to serve their customers and markets, and full-service leasing offers that opportunity.”

According to Southern, customers can custom spec’ medium- and heavy-duty trucks – even hybrid units – through PacLease, to match their transportation requirements.

“We spec’ the trucks with our customers to increase operating efficiency,” Southern added. “What’s more, we perform all the maintenance on the vehicles. It allows our customers to reduce risk by eliminating the uncertainty of unexpected costs that could impact those in ownership.”

PacLease combines full-service

leasing, rentals, contract maintenance, and support services including insurance, fuel programs and vehicle performance reporting.

“We help our customers become more successful by offering programs that make sense for their business,” said Southern.

The new Canadian PacLease locations are:

- Peterbilt of Ontario PacLease, 2085 Shanly Road, Cardinal, Ont.;

- Peterbilt of Ontario PacLease, 1311 Hopkins Street, Whitby, Ont.;

- Peterbilt of Ontario PacLease, 36 Rutherford Road South, Brampton, Ont.;

- Peterbilt Atlantic PacLease, 1528 Harrington Road, Kentville, N.S.;

- Great West PacLease, 6739 67th Avenue, Red Deer, Alta. □

Turbo 3000D inks distribution deal

EAST AURORA, N.Y. – Turbo 3000D has announced a distribution deal with TravelCenters of America (TA) throughout the US.

Company president, Andrew Matuch, said TA-branded truck repair and maintenance shops now carry the product, which attaches to the fuel line and reportedly improves fuel mileage while also improving engine performance. It’s backed by a money-back guarantee, the company says.

“We are proud to have partnered with TravelCenters of America because of their company’s mission statement and philosophy of providing the very best service and amenities while always striving to exceed their customers’ expectations,” said Matuch.

More info on the Turbo 3000D is available at www.turbo3000d.com or by calling 877-526-7728. □

Daimler, CAW agree on Sterling closure terms

ST. THOMAS, Ont. – Daimler Trucks North America (DTNA) and the CAW Local 1001 have agreed to terms surrounding the closure of the Sterling truck plant here.

DTNA announced it was discontinuing the Sterling brand last fall as part of the company’s restructuring. Workers at the plant voted 97% in favour of the closure agreement, the CAW said yesterday in a release.

The agreement includes enhanced severance, extended benefits and funding for a job action centre.

The plant will close March 27. At its peak, 2,200 people worked there. □

Cummins closes record year on down note

COLUMBUS, Ind. – Cummins remained profitable through 2008, despite a downturn in the fourth quarter.

The engine maker recorded its fifth consecutive year of record sales and profits in 2008. Sales for the year rose 10% to US\$14.3 billion and net income was up 8% to US\$801 million.

However, economic woes caught up with the company in the fourth quarter, which saw sales drop 6% compared to the same quarter of 07 and net income drop from US\$198 million to just US\$89 million.

The biggest declines were in the engine and components segments, the company reported.

Sales in Cummins engine segment were down 10% in the fourth quarter, compared to the same period the year before.

The company reported engine shipments declined in nearly all on-highway markets, including heavy-duty truck (9%) and medium-duty truck (9%).

“Given our record-setting performance during the first nine months of the year, the rapid drop in demand in the fourth quarter as a result of the global recession was a major disappointment,” said Cummins chairman and CEO Tim Solso. “At the same time, we moved quickly to lower our costs and tightly manage our capital spending, and already have taken further action in early 2009.”

Cummins said it is expecting 2009 sales to be 20% lower than 2008, and has taken cost-cutting measures. □

Telus launches new BlackBerry smartphone

TORONTO, Ont. – Telus has launched the new BlackBerry Curve 8350i smartphone, featuring support for the Direct Connect Push To Talk service – a popular feature for truck drivers on the go.

The new smartphone, available only on the Telus Mike Network, is designed for professionals in the field who need instant communication with their companies along with instant access to their e-mail. The device includes built-in Wi-Fi and GPS, and combines BlackBerry communications and multimedia capabilities with the push-to-talk service, all in one.

“The BlackBerry Curve 8350i combines the convenience of our Mike Direct Connect Push To Talk technology and the trusted BlackBerry solution,” said Jim Senko, vice-president of mobility solutions at Telus. “It’s a fantastic new addition to our extensive selection of business-ready smartphones operating on our Mike or PCS networks.”

The new smartphone supports GPS tracking and dispatch solutions



and also has Bluetooth-enabled support for accessories such as wireless headsets or hands-free kits. For truckers looking for ways to fill downtime, the device also includes a media player, a 2MP camera with video recording and the capacity to store up to 16GB of music, pictures, video and documents per memory card.

“The BlackBerry Curve 8350i is a communications powerhouse that makes it easier than ever to stay connected,” said Mark Guibert, vice-president of corporate marketing at RIM. “We are very pleased to be working together with Telus to bring this innovative and stylish smartphone to Canadians.”

Additional features include:

- High-resolution, 320 x 240 colour display
 - 35 key backlit full-QWERTY keyboard;
 - Premium phone features including voice-activated dialing, enhanced background noise cancellation and a low-distortion speakerphone;
 - Expandable memory via microSD/SDHC memory card slot supporting cards of up to 16GB for additional storage (1GB microSD card included);
 - USB connectivity for charging and data file transfers between the smartphone and PCs;
 - Removable, rechargeable battery;
 - And messaging capabilities with support for popular instant messaging, multimedia messaging (MMS) and text messaging services.
- The BlackBerry Curve 8350i smartphone is available from Telus for \$249.99 on a three-year contract or \$599.99 without a contract. For more information on the BlackBerry Curve 8350i, visit www.noordinaryphone.com. □

OWNER OPERATORS

SELLING OR BUYING EQUIPMENT?

Check us out online at www.trucknews.com

BUYING?

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

SELLING?

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

*Post your ad for only \$99! Click [here](#) for details.

For more information contact Rob Wilkins 416-510-5123



Visit us in
Booth #36456 at the
Mid-America Trucking Show

FIX THAT SLOW LEAK
IN YOUR BOTTOM LINE.



NO DETOURS.™

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

▶▶ FIND OUT HOW BANDAG COULD SAVE YOU 10% OR MORE ON TIRE COSTS. SEE BANDAG.COM/SAVE.

Inland Kenworth closes island branch

BURNABY, B.C. – Inland Kenworth has combined its Port McNeill operations with its Campbell River branch, as B.C.'s ailing forest industry reduces truck demand.

The Port McNeill branch was a small operation with six staff. Two employees have been retained at the company's Campbell River branch and four were laid off, according to Inland Kenworth president Bill Currie, who attributed the closure to the economic climate.

"Unfortunately the sales volumes have diminished over time," he told *Truck West*. "The company will make every effort to continue to service those customers directly affected from Campbell River and Nanaimo."

Inland Kenworth has indicated that the closure is related to the troubled forestry industry, and the loss of major contractors such as Ted Leroy Trucking and Hayes Forest Services.

However, Currie added that Inland Kenworth has no intention of closing either the Campbell River or the Nanaimo branches.

Just two years ago, Inland Kenworth opened a new 33,000 sq.-ft. dealership in Nanaimo.

While the Port McNeill operation was small, Inland Kenworth is sensitive to the impact this closure has had on this small coastal community, according to Currie, who also indicates that the closure is not a sign of financial weakness.

"We are very stable and focused on the future," he said.

Inland Kenworth is a diversified organization which includes dealerships for trucks and equipment as well as leasing services.

Inland Kenworth recently announced the expansion of two new PacLease locations, one in Prince George and the other in Kamloops.

In addition, the company has 15 branches in B.C., one in the Yukon, two in Southern California, two in Arizona, and two in New Mexico. □



SAFETY PAYS: Volvo will be handing out \$50,000 to two fleets.

Volvo creates \$50K fleet safety award

GREENSBORO, N.C. – Volvo Trucks North America is promising a big payday for two fleets with the best safety records in 2008: \$25,000 each. Money from the Volvo Trucks Safety Award is to be used to help fund additional safety activities at the winning fleets.

"Safety is Volvo Trucks' bedrock value," said Scott Kress, senior vice-president of sales and marketing. "It has been our number one priority since the very founding of Volvo more than 80 years ago and it guides virtually all product decisions we make. Many of our customers share this passion and invest their time and resources to achieve safe operations in their fleets. The Volvo Trucks Safety Award is a way to recognize fleets with truly superior safety pro-

grams and records, and to encourage others to emulate them."

The Volvo Trucks Safety Award is open to all US and Canadian fleets operating at least five Class 8 units.

Fleets will be ranked by their accident frequency rates, using the US Department of Transportation definition of a "recordable accident."

Entrants will also be judged on their accident prevention activities. The deadline for entry is June 30. The winners of the award will be announced in the fall. The two grand prizes will be awarded to the fleets with the best records in two divisions based on annual vehicle miles travelled: less than 10 million miles; and over 10 million miles. Complete rules and entry forms are at www.volvotruckssafetyaward.com. □

Canadian APU maker shuts down

TORONTO, Ont. – Canadian auxiliary power unit (APU) manufacturer RigMaster Power has shut its doors.

Dealers have confirmed that they recently received a memo notifying them the company will cease operations.

RigMaster was founded in 1993 and rolled out its first APU in 1994. The company operated as RigMaster Power Corp. in Canada and RigMaster Power Inc. in the US. It had corporate offices in Toronto with administrative offices and manufacturing facilities in Toronto and Olathe, Kansas. □

Maxim introduces new financing options

WINNIPEG, Man. – Maxim Truck and Trailer has introduced two new products designed to address the needs of customers in an uncertain economic climate.

The new products include a two-year lease and a rent-to-own option for heavy-duty trucks and trailers.

Both new products apply to a wide variety of trucks and trailers used by for-hire and private trucking firms, as well as industries that include construction and agriculture, according to the company.

"Goods continue to move by truck and trailer no matter what the economic climate," says Maxim president Doug Harvey.

"What has changed is the tremendous amount of uncertainty that is now in the marketplace. Our new products fill a void in the traditional 'rent, lease or buy' sales model and gives our customers more flexibility to carry less com-

mitment," adds Harvey.

Both products are intended to give customers the benefit of immediate possession and a short-term commitment, without forcing them to make a capital purchase unless it makes economic sense for their business, according to the company.

Maxim's two-year lease product includes the equipment lease along with a maintenance contract in a single monthly payment, over a term that is two to five years shorter than traditional equipment leases.

Equipment for two-year leases is drawn from late-model trucks and trailers in Maxim's national rental fleet.

Maxim's rent-to-own product is designed to allow customers to build equity in their rental equipment and apply up to 50% of their rental charges towards a down payment for the purchase of the equipment. □

Named one of Canada's 50 Best Companies

Alberta business is growing, immediate need for Owner Operators & Company Drivers for dedicated runs

10 O/O Teams required in Toronto to run Winnipeg

5 O/O's required in Winnipeg to run South

5 O/O's required in Vancouver to run to Calgary

Dedicated Runs

\$350 Team Bonus on Produce Loads

Louie Tolaini
TransX Founder and CEO

LINEHAUL/REGIONAL

<p>AB & SK REGION Daryl Luzny – Calgary, AB 1-877-207-1101</p>	<p>MB REGION Norm Schultz – Winnipeg, MB 1-800-548-7377</p>
<p>BC REGION George Costello – New Westminster, BC 1-877-914-0001</p>	<p>ON REGION Kevin Awde – Aberfoyle, ON 1-800-508-8420</p>

www.transx.com

TransX is an equal opportunity employer

1	F	A	T	L	O	A	D	5	P	O	W	E	R		
	O		O		C		O		R		H		O		
8	R	O	U	T	E	9	U	N	I	C	E	L	L		
	D		R		A		B		V		A		L		
		10	S	I	G	N	A	L	11	A	S	T	R	O	
12	E		S					E		T			V		
13	G	O	T	R	14	A	X	15	B	E	E	16	T	L	E
	O					T		17	A				R		R
18	T	I	19	G	E	R	20	V	I	21	S	I	O	N	
	R			R		A		E		C		O		22	A
23	I	T	A	L	I	A	N	24	R	E	P	O	S		
	P			D		N		U		A		E		I	
25	S	L	E	D	S			26	E	X	P	O	R	T	S

This month's
CROSSWORD SOLUTION
is brought to you by

TRY IT ONLINE AT WWW.TRUCKNEWS.COM

Opinion

Know your limitations

People who are technically gifted amaze me.

I have trouble changing a light bulb, so I guess I'm easily impressed.

Most owner/operators, at least to some degree, maintain their own vehicles.

In today's business conditions it just makes sense. Maintenance and repairs add up over the course of the year so why pay someone else to do the work you

People

With great sadness we report that **John Van Lubeek** passed away on Jan. 29, at Headwaters Hospital in Orangeville, Ont. after a brave fight with ALS (Lou Gehrig's Disease).

His wife Lisa and daughters Caitlin, Elizabeth and Jessica were by his side.

He was affectionately known around the yard as Johnny 5 – his old shunt number.

He loved driving truck and drove an automatic ProStar as long as he could before hanging up the keys last May.



Van Lubeek

A sharp-witted and funny man, Johnny 5 will be hugely missed by all his co-workers at Purolator, and by a multitude of others who were touched by his good heart and soul.

Johnny 5 left us way too soon. Please visit his Web site where you can leave comments for the family and view his goodbye video at www.helpjohnny5.ca.
– Contributed by Harry Rudolfs

Shaw Tracking has announced it has expanded its Professional Services team in an effort to help customers improve productivity and profitability.

Joanne Cochrane, Fernando Peres and John Firmino are the latest additions to the team, the company announced in a release.

Cochrane brings 15 years of "multi-faceted experience" in the transportation and logistics industry, with specialties in the area of global supply chain management, according to the company.

She also boasts experience helping multi-national companies implement transportation management software solutions.

Peres has 23 years' experience in manufacturing, transportation, mobile communication and fleet management in a variety of industries.

He'll bring a ROI-focused approach to the professional services team, Shaw said.

And Firmino boasts 27 years of experience in corporate operations, demand/supply chain and project and information management, according to the company. He has held top-level management positions with billion dollar companies in the logistics, manufacturing and consumer goods sectors. □

Publisher's Comment

Rob Wilkins



can do yourself?

Around the Wilkins household, I tend to bank my jobs. I do admit, my 'job jar' has been known to occasionally overflow.

The way I see it, why do something now that you can put off until later? It's been my motto for years.

At my first house I had 'Handyman Sam' as a neighbour. He'd be happy to lend a helping hand on any project I was forced into. Those days are but a fond memory.

Last weekend was 'D-Day' for the job jar. The first on the list was

fixing a broken lamp switch. My sister-in-law had told me it was a no-brainer and, as it turned out, she was right. I had the replacement installed in no time. Nothing to it, maybe I was more talented than I thought.

Up next, was the leaky toilet. I had noticed it was running-on months ago but it wasn't until my wife blasted me for the hefty water bill that I took action.

The guy at Home Depot gave me a repair kit and told me if I followed the directions, I'd have no problem.

Two more trips to Home Depot and four-and-a-half hours later, I repeatedly flushed my re-built toilet checking for leaks but found none.

I emerged from the bathroom with blood-caked knuckles and a sense of pride.

I'm sure it was one of those jobs that should have taken the average Canadian 45 minutes to complete but what the heck, it

worked and I had fixed it.

Third on my list was the snow blower. It would only run with the choke fully extended.

Thankfully, I noticed a 'Steve's Small Engine Repair' sticker on the owner's manual from a previous tune-up.

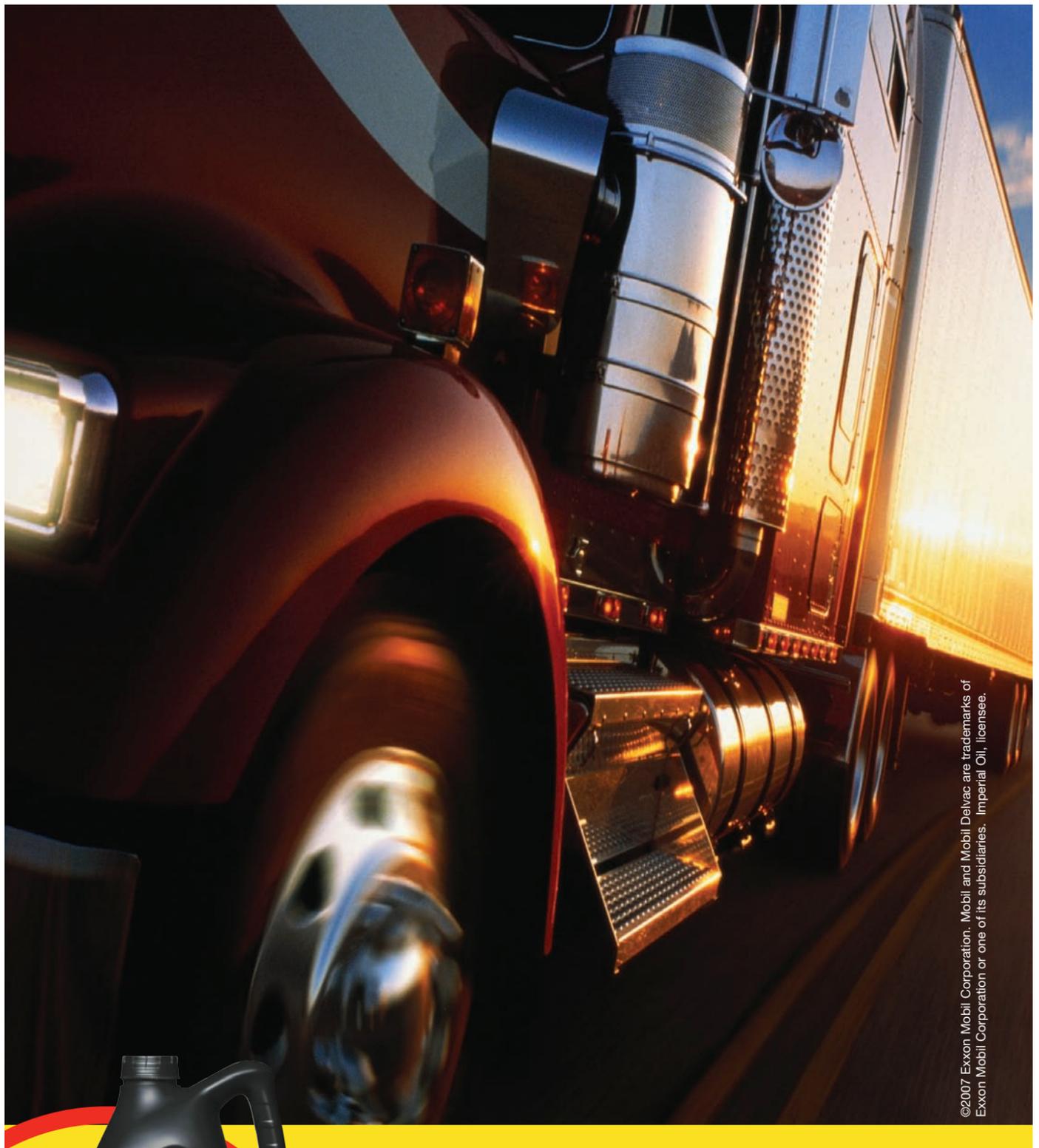
Spending the balance of the weekend with pieces of snow blower on my garage floor wasn't my idea of fun, so I made the phone call.

Steve said he'd be by in an hour to take a look at it. Wanting nothing more than to do my part in stimulating the economy, I agreed.

It's great to save money by doing your own repairs but know your limitations.

Don't take on something unless you are confident you know you can fix it. □

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



©2007 Exxon Mobil Corporation. Mobil and Mobil Delvac are trademarks of Exxon Mobil Corporation or one of its subsidiaries. Imperial Oil, licensee.



Long live your engine.

Available through Esso branded distributors from coast to coast. Find your local distributor at <http://map.essolubes.ca/>. For more information, call 1-800-968-3776 or visit www.delvac.ca

www.essolubes.ca

Mobil Delvac®



By Edo van Belkom

The story so far... Mark is driving a load of roof trusses to a new ski resort in Northern Quebec when he sees the car in front of him swerve across the road. Thinking the driver's drunk, or he's having a fight with his passenger, Mark prepares to call the police, but the car suddenly stops on the side of the road. The man driving jumps out and flags Mark down. His wife in the back seat is about to have a baby.

Mark makes a 911 call and learns that emergency personnel won't be on the scene for another half-hour or more. In no time at all Mark is assisting with the baby's birth, relaying information from the operator to the mother, and back again. Before Mark knows it, the baby is ready to enter the world.

The woman, Elise, was crying out continuously now, her contractions coming so quickly it wasn't worth timing them anymore.

Mark had been looking up and down the highway for someone, anyone, to flag down and take over for him, but the highway was as dead as an industrial road on Sunday.

"How much longer until the ambulance arrives?" Mark asked the 911 operator who had been on the line with him since this whole ordeal started some 15 minutes ago.

"They are on their way," she said with just a hint of a French-Canadian accent. "They will be there any minute now, but you have to keep going. The baby's coming and there's nothing you can do to stop that."

For the first time in this entire ordeal Mark reminded himself that he should have known better. Stopping on the side of the road to help someone in need had never gone well for him. And it seemed like his luck – all of it bad – was holding out.

"Can you see the baby?" the operator said.

Mark took a look. "No, not yet, but I think it's close."

"Remind her to breathe..."

"Breathe," he told Elise.

Georges breathed deeply, trying to convince his wife to do the same. But she was having none of it, wanting only to push and get the baby out of her body.

"She keeps wanting to push," Mark said.

"Try to keep her from pushing until the baby's head appears."

Mark was about to relay the instruction to Georges and Elise when he noticed something different. He could see the top of the baby's head now. "I think I see the baby!" he shouted.

"Okay, great," said the operator. "When the next contraction comes, tell her she has to push."

Mark set down the phone for the first time since he placed the 911 call. He was about to tell Elise when to push when she let out a loud cry. Obviously, the next contraction had come.

"Push!" he said. "Push now!"

Elise pushed.

Georges' face contorted as if he was pushing along with his wife. Mark held his breath too, his entire body tightening up as he felt an odd sort of connection between himself and the woman lying there in the back seat of the car.

Elise then said something in French. Mark looked at Georges, who said, "She says she can't do it."

Mark didn't pick up the phone to ask for instructions. Instead, he said, "She has to. The baby's here and she has to push it out."

"Push," Georges said.

Again, all three people in the car seemed to try and inch the baby forward through the birth canal.

And then, as if by some miracle, the baby's head appeared whole and in tact.

Mark picked up the phone. "The head is out!"

"Good, excellent!" the operator said. "Now check to see if the umbilical cord is wrapped around the baby's neck."

Mark leaned forward for a closer look. At first he didn't know what he was looking at, but after a few moments he could clearly see that something was indeed wrapped around the baby's neck. "The cord is there," Mark said. "What do I do?"

"You have to work it free."

"You mean pull it away?"

"That's right."

Mark swallowed, but his mouth and throat were dry. He didn't really want to do this, but he had no choice. This woman, these people, needed his help. He put down the phone, then he carefully grabbed the cord and gently pulled it away from the baby's neck and head.

Surprisingly, it came free easier than he'd expected and Mark suddenly felt more confident and assured. I can do this, he thought. I can do this.

"Okay, what's next?" he asked over the phone.

"Clear the baby's mouth of any obstructions."

"Done."

"Now, take firm hold of the baby's head and on the next contraction pull so that one shoulder comes free at a time."

Mark didn't feel comfortable grabbing the baby's head, but the operator had been right so far so there was no need to doubt her now. He took the baby's head in his hands.

Elise's cries grew sharper.

Mark knew it was time.

"Push!" he urged her.

She bore down and pushed. At the same time Mark pulled on the baby's head, gently at first and then when he could feel it start to move, with more and more force until...

The baby slipped right out into his waiting hands. It was more slippery than Mark thought it would be and he bobbed it for a moment, but was eventually able to grab hold.

"Ha!" Mark shouted in relief.

"Il est bien beau," Georges said.

"He's a big boy!"

Elise let out a long satisfied moan.

Mark, still holding the baby, leaned close to his cell phone and said, "I've got it. It's a boy."

"Congratulations!" the operator said in a muted voice. "Now, don't drop the baby."

"No problem."

it was over.

"What's happening now?" asked the operator over the din of voices in the car. "Is anyone there? Hello?"

Mark picked up the phone. "Everyone's fine. We'll just wait for..." He noticed something out of the corner of his eye, then turned to see a Quebec Provincial Police cruiser coming down the highway with its lights flashing. "The police are here now," he said. Another few seconds passed. "And I see the ambulance coming."

"That's it then," the operator said. "You did it."

Mark thought about that, then looked at his hands and the phone he was holding in one of them. "I did, didn't I?" But the operator was gone, likely moving onto another call and someone else in need of help.



"And wrap it up in whatever you have. Make sure mother and baby are warm."

Mark bundled the baby up in the old clothes Georges had given him, then he said, "I have blankets in the sleeper of my truck. Get them for your wife."

Georges nodded, then ran to Mother Load. He was back a minute later with the blanket Mark slept under. They covered Elise with the blanket, then placed the baby on its mother's chest.

It was an awesome moment, one Mark wouldn't have missed for the world. He felt strong, alive and a witness to something that seemed a miracle. He looked over at the new mother and father, both crying tears of joy over the birth of their son.

Mark was happy too, mostly because

The roadside suddenly became a hub of activity with paramedics, police and firemen all tending to the woman and her newborn son.

The firemen helped Mark clean up and every one of them made a point of giving him a pat on the back.

"Good job," they'd say or, "Way to go!"

But eventually things quieted down. Elise and her son were taken away in the ambulance while Georges followed them in his Toyota/mobile delivery room.

Eventually, Mark ended up alone on the side of the highway. Somehow the road never seemed so lonely. □

– Mark Dalton returns next month in the conclusion of *Special Delivery*.

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





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

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

Alberta

BOWMANVILLE, Ont. – If trends continue on their current path, stimulus plan or not, 2009 may prove to be one of the scariest times for the trucking industry in recent memory. Already trucking companies have been scaling back operations, parking trucks and cutting – sometimes slashing – their workforces.

Larger companies stand a better chance of survival, but many of Canada's 6,000-plus small fleets may not last long enough to see the supposed greener pastures on the horizon.

Truckers from across the country are bracing for the months ahead, but is there such a thing as job security these days? *Truck West* stopped by the Fifth Wheel Truck Stop in Bowmanville, Ont. to see if drivers fear they may lose their jobs because of the economy.

Stewart Carlton, a driver for Vandermarel Trucking in Fergus, Ont., is cautiously optimistic



Truck Stop Question

Adam Ledlow
Managing Editor

Are you worried about losing your job due to the recession?

about the year ahead. "I don't think (there's a risk I may lose my job); not at the moment. I think the company laid 20 drivers off just before Christmas, but the rest of us seem to be doing pretty well," said the driver of 31 years. "I think most companies have laid drivers off until things pick up. I think that things will pick up towards the middle of this year."

Darryl Baker, a driver with Canada Cartage in Toronto, says he feels "totally secure" that he will keep his position with the company, owing to the versatility



Darryl Baker

of the freight he hauls.

"For example I'm running steel today, Friday I was running lumber," Baker said. "I'll go on different contracts for them so if they

need a reefer, they need a flat-deck, whatever the case may be, I can run it so I'm still getting the hours."



Tim Moyer

Tim Moyer, a driver for Schneider National based out of Guelph, Ont., says the sheer size of the company is enough to make him feel secure.

"With Schneider being one of the larger companies out there, they aren't really hurting too much," he says. "They've got a lot of contracts, so I'm not too worried right now. We've got a lot of freight still."

Moyer also noted that not only has Schneider not parked any trucks so far, they're actually hiring more drivers.



David Kilburn

David Kilburn, a US driver for Prime based out of Missouri, had only been driving for three days when he spoke to *Truck West*.

He says he chose to work for Prime as a strategic move since Prime moves reefers and people are always going to need groceries – recession or not.

"Retail businesses are closing but people need food, frozen food, so (I'm) probably going to be there for a while."



Art Merrill

Art Merrill, an owner/operator with Can-Truck out of Oshawa, Ont., says he doesn't feel secure because he hauls automotive – one of the hardest hit industries in recent months.

"I don't feel secure. I know automotive and it's up and down right now. It's like a hit and miss and I'm an owner/operator so I just take it as it comes," he says.

"I went from five days a week down to two or three days a week getting out with the automotive, but I like the industry and I'd like to stay in it, you know?" □

Now is the time to come home to



TRI-LINE IS HIRING
Experienced U.S. capable long haul
Flat Deck Owner Operators

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



100% Owner Operators

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

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

Visit Booth #34075 at the 2009
Mid-America Trucking Show
March 19-21 • Louisville, Kentucky

going green IS BLACK AND WHITE



Choosing to equip trailers with aerodynamic and lightweight options to achieve greater fuel efficiency is clear. It's better for your bottom line and better for the environment. But the benefits go beyond the numbers. A Great Dane trailer engineered by years of expertise and backed by service after the sale adds up to the smart choice for driving your business forward.



Great Dane

For more information about how going green can save you green, visit us online at www.greatdanetrailers.com

NOVA ENTERPRISES LTD.
Truro, NS
(902) 895-6381

LIONS GATE GREAT DANE
Coquitlam, BC
(604) 552-0155

PIERQUIP, INC.
Mirabel, PQ
(450) 438-6400

Quebec, PQ
(418) 836-6022

MAXIM TRAILERS
Calgary, AL
(403) 571-1275

Edmonton, AL
(780) 448-3830

Winnipeg, MB
(204) 925-6500

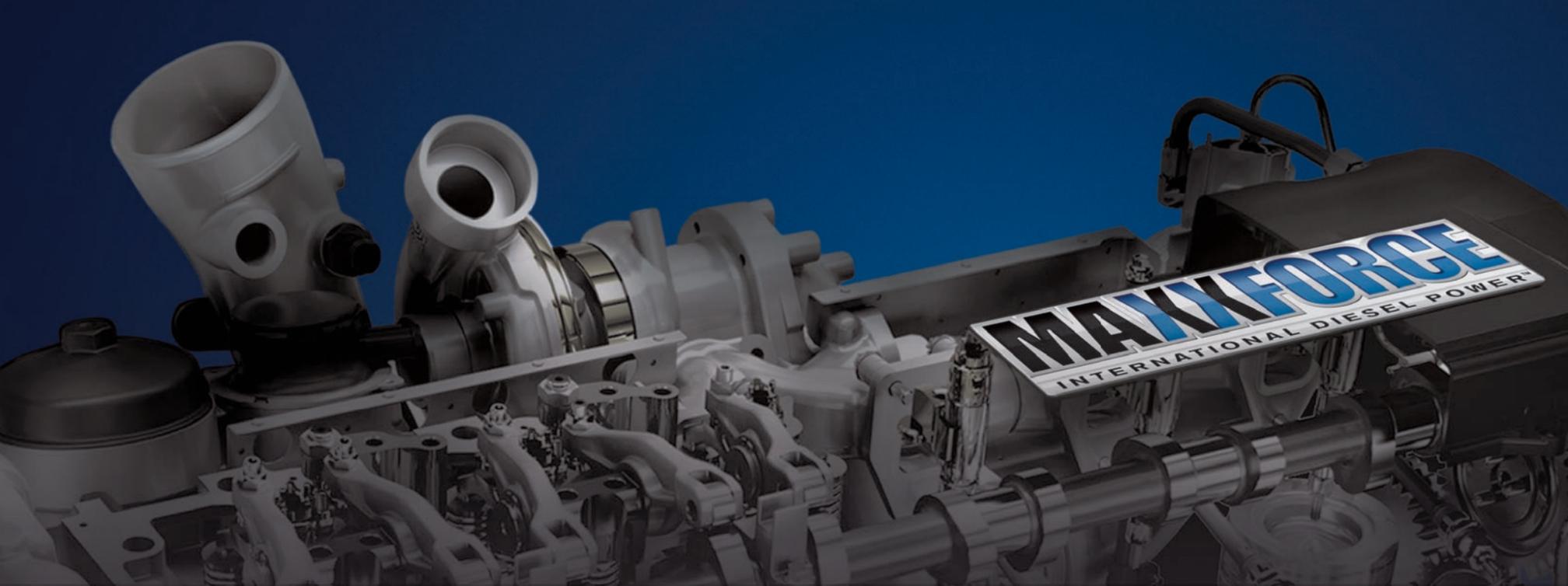
Saskatoon, SK
(306) 657-5600

GLASVAN GREAT DANE
Mississauga, ON
(905) 625-8441

Whitby, ON
(905) 430-1262

Etobicoke, ON
(416) 231-7262

Great Dane is a Division of Great Dane Limited Partnership • Great Dane and the oval are registered trademarks of Great Dane Limited Partnership.



LOWER OPERATING COSTS + **NO HASSLE** = **MAXXFORCE™ ADVANCED EGR**

When we developed our solution for 2010, we began with our customers' needs in mind; it had to protect the bottom line and keep business running smoothly. That's why we chose MaxxForce™ Advanced EGR. It's the only solution that saves in total operating costs and hassle—over any other.

Proponents of SCR are evaluating their solution solely on fuel economy. It's clear they haven't taken into account the bigger cost implications for your business. We did. And with MaxxForce Advanced EGR, it's all in your favour. There are no new costs for urea purchase and storage, and no payload penalty from extra equipment. Add to that the savings you'll see by avoiding additional after-treatment parts and maintenance, the need for extra training and the risk of downtime from driver error.

MaxxForce Advanced EGR allows you to own, operate and maintain your trucks the same way you do today. So when you do the numbers for 2010, there's only one answer: International® trucks powered by MaxxForce with Advanced EGR.

ADD IT UP

Calculate Your Savings at: InternationalTrucks.com/Calculate



MAXXFORCE
INTERNATIONAL DIESEL POWER™