

TRUCK WEST

June 2009 Volume 20, Issue 6

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

Taking a stance

Alberta Minister reiterates speed limiter opposition

By Jan Westell

BANFF, Alta. – Alberta has no intentions to introduce speed limiter legislation or force the federal hours-of-service rules on intra-provincial carriers, Transport Minister Luke Ouellette reiterated at this year's Alberta Motor Transport Association (AMTA) annual convention.

He also clarified the province's position on long combination vehicle (LCV) length limits as well as weight restrictions for wide-base single tires.

Ouellette pointed out Alberta, like Saskatchewan, will remain defiant when it comes to fully adopting the federal hours-of-service rules for intra-provincial carriers.

"So Alberta is certainly not the lone wolf on this," he said. "I want to state, very clearly, that I have no immediate plans to mandate the federal Hours-of-Service regulations for provincial carriers here in Alberta. Given the state of the economy, now is not the time to put more restrictions on small companies that are trying to make ends meet. It just doesn't make sense to me. It also doesn't make any sense to have one-tonne trucks fall within the federal

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SAFETY FIRST: (L-R) Grant Allen, general manager; Tony Spring, vice-president; and Darrell Spring, president, have taken a safety-first approach to running Wheeler Transport. Photo by Jan Westell

Safety pays for fuel hauler

Medium-sized fuel hauler takes top CPPI safety award

PORT MOODY, B.C. – Safety has become a major priority for a Port Moody, B.C. fuel transport company – and it's paying off.

Wheeler Transport has earned this year's Best Carrier Performance safety award from the Canadian Petroleum Products Institute (CPPI). It's a step up for

the company, after winning last year's CPPI Improvement Award for Reduced Product Mixes.

Wheeler Transport, a fleet with about 100 pieces of equipment between trucks and fuel tankers and a branch in Kamloops, credits three safety initiatives for rising to the top spot. One of those initia-

tives is a safety bonus for all Wheeler Transport drivers, a straight percentage of the gross. If the drivers are incident-free, they get this payout at the end of the year, an incentive that's typically earned by 90% of the driving staff. It's a financial bonus that

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New paper-thin LEDs

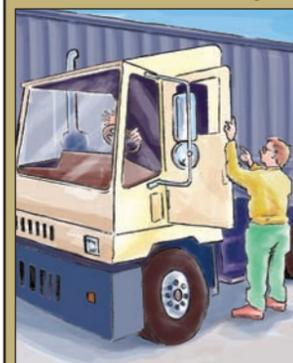
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Mark Dalton O/O



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Five opportunities that didn't exist a year ago

At a recent Driving for Profit seminar, industry consultant Dan Goodwill urged fleets to "Think offensively as well as defensively, because opportunities are presenting themselves that you may never see again."

If you're hunkered down in survival mode, it may seem like a daunting time to take risks or chase down new business. But as the recession drags on, there are opportunities emerging that simply didn't exist before the economic implosion.

At a subsequent Driving for Profit seminar, former Truckload Carriers Association chairman Ray Haight shared a few such opportunities, which are worth repeating here:

Speed limiters: Love 'em or hate 'em, speed limiter laws in Ontario and Quebec create an opportunity to partner with solid US fleets that have lost their appetite to run into Canada, according to Haight.

As chair of TCA, he is well plugged into the US trucking industry, and Haight said many carriers would prefer not to limit their trucks to 105 km/h for those few runs into Canada.

Instead, they're open to the idea of turning loads over to Canadian carriers at the border. Why not offer to help out and relieve those US fleets of their Canadian-bound freight at the border? "I always found it easier to negotiate with another trucker than a shipper," pointed out Haight.

Driver training: Training drivers has always been a moving target for fleets that had to contend with annual turnover rates ranging anywhere from 20-100%. With trucking jobs drying up and stability returning to most fleets' driving force, now's the time to deliver meaningful training that will deliver long-term results, Haight pointed out. It's often been said there's a 30% difference in fuel economy between the

Editorial Comment

James Menzies



best and worst drivers in any given fleet.

"You can train your drivers when you have a stable workforce," said Haight. "It's hard to train them when we're constantly turning them over."

New technology: You think fleets have it tough? The recession hasn't been any kinder to equipment and technology providers. Here's a chance – especially for small fleets – to negotiate good rates on new equipment or technology that would've previously been unaffordable, Haight advised. You may find companies are willing to accept terms they would've rejected in better times. Why not invest now, when there are deals to be had?

Weed out problem drivers: Many fleets are downsizing – or right-sizing – during the recession. Here's a chance to get rid of the drivers who contribute the least to the company, Haight pointed out. He referred to a 20/60/20 rule in trucking with the first 20% of drivers achieving the greatest success for the company and themselves, the middle 60% getting by and making a reasonable contribution

and the final 20% being a drain on the company and a general "pain in the butt."

Haight said fleets can now retain the cream of the crop of their driving force while getting rid of the non-contributors. "This is a great opportunity to elevate the quality of your driving force," he said.

Elevate hiring criteria: Finally, you can be more selective about who you hire in the first place. Driving jobs are scarce these days, so rather than looking for a warm body to put in the seat, you can focus on hiring drivers "with the highest skills and the best records." □

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



An alternative look at diesel power

The diesel engine is one of the most efficient energy converters we have available to us today, delivering an overall efficiency of about 35%. Compare that to energy sources such as hydrogen or biogas which deliver only about 17-19% of their energy to the vehicle's driven wheels and you see the advantages of our industry's main energy source.

Where diesel fuel runs into problems, however, is with its sizeable contribution to greenhouse gas. Yet, as was eloquently pointed out at a Volvo seminar on climate change policy I recently attended in Boston, that does not have to spell the end of the diesel engine. In fact, one of the major advantages of the diesel engine is that it does not have to use conventional diesel fuel or other fossil-based fuels. Through the introduction of some sophisticated technology and minor modifications, the diesel engine we've come to rely on can be adapted to run on a wide range of renewable fuels that would give our industry a shiny new image because they emit no excess carbon dioxide in powering a vehicle.

Volvo believes that CO₂-neutral transport is not a utopian dream but rather a realistic and achievable goal. In recent years Volvo has

Viewpoint

Lou Smyrlis
 Editorial Director



examined the viability of seven alternative fuel sources – biodiesel, synthetic diesel, dimethylether (DME), methanol/ethanol, biogas, biogas/biodiesel and hydrogen/biogas.

It has compared and contrasted the benefits and drawbacks of these seven alternative fuels in a variety of critical areas such as climate impact, energy efficiency, land use efficiency, fuel potential, vehicle adaptation, fuel cost and fuel infrastructure.

It has made for a great deal of groundbreaking work from an industry supplier that has clearly chosen to neither deny the threat of global warming and our industry's contribution to it (as some carriers and media personalities shamefully are doing) nor to ignore it or to simply pay lip service to the need for more sustainable energy alternatives. It has instead opted to roll up its sleeves and work to meet the challenge head on.

Sometimes very large companies with a specific and worthy goal in mind can change an industry, creating a market for new technologies. But the challenge of moving towards more sustainable fuel sources is not a challenge that any one company – even one the size of Volvo with its global connections – can successfully tackle on its own.

To make the switch to alternative fuels also requires a leap of faith from government, the transport industry, and the companies that serve transportation's energy needs.

Yet as Leif Johansson, CEO of Volvo, acknowledged, the headway being made towards the production and distribution of renewable fuels on a major scale has so far proved disappointing. In his own words, there seems to be "lots of very good talk, very little investment."

I think that's a tragic reality that runs counter to our entrepreneurial business culture. We think it's going to cost too much when, in fact, environmental initiatives such as seeking alternative fuel sources are about reducing long-term costs, improving the sustainability of our practices and reaping the rewards. □

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

CLASS 8 TRUCK SALES TRENDS

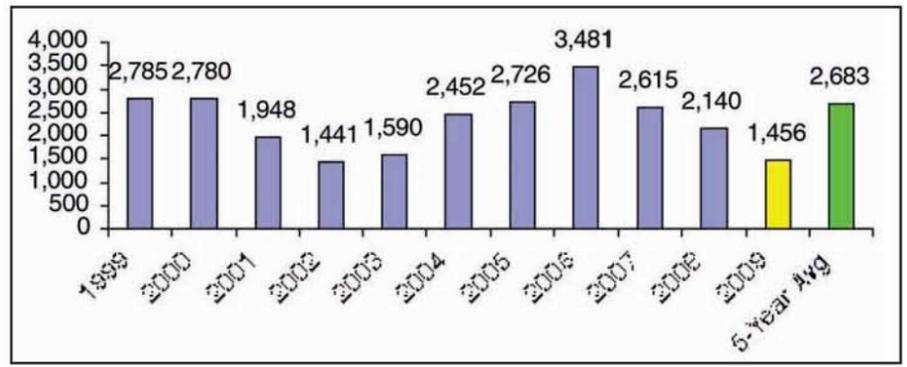
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There were just 1,456 Class 8 trucks sold in Canada in March, the second lowest February sales tally for the decade. It was also about 1,200 units off the five-year average. (It should be noted that five-year average includes the industry's peak years of 2004 to 2006.) Truck makers are very concerned the industry's excess capacity situation combined with the slumping economy will result in a significant drop in sales even from last year's lackluster performance and the first three months of 2009 are providing no reason to think otherwise. There is also not much hope there will be much of a prebuy this year.

Monthly Class 8 Sales - Mar 09

OEM	This Month	Last Year
Freightliner	987	497
Kenworth	142	522
Mack	127	357
International	325	145
Peterbilt	64	229
Sterling	126	179
Volvo	170	178
Western Star	115	93
TOTALS	1,456	2,140

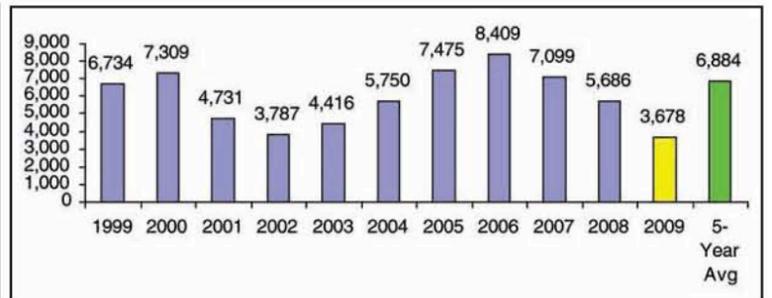
Historical Comparison - March 09 Sales



Class 8 Sales (YTD Mar 09) by Province and OEM

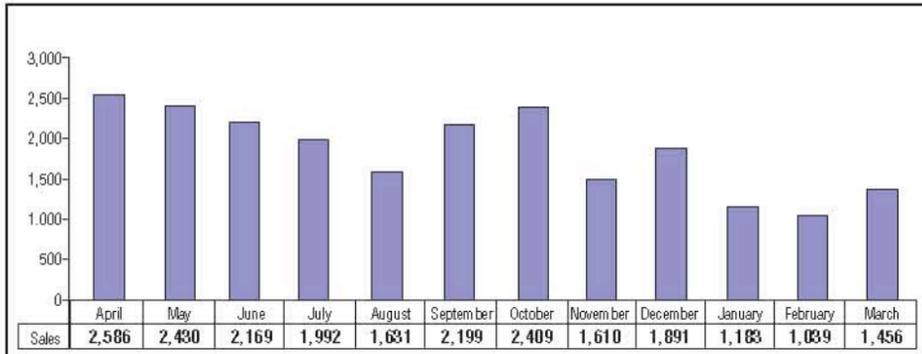
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	54	101	45	38	335	205	59	23	0	0	860
Kenworth	35	115	27	15	63	57	9	7	0	0	328
Mack	13	30	27	17	150	44	13	4	0	0	298
International	33	150	20	34	487	268	32	30	10	6	1,070
Peterbilt	16	48	18	9	48	28	7	3	0	0	177
Sterling	44	42	5	2	84	108	12	4	0	2	303
Volvo	19	35	19	50	168	47	12	4	0	2	303
Western Star	34	102	12	14	34	43	19	14	0	1	273
TOTALS	248	623	173	179	1,369	800	163	103	10	10	3,678

Historical Comparison - YTD



This year's truck sales definitely started off with a whimper. In fact, the first quarter of 2009 has proven to be the quietest first quarter in terms of sales of the past decade, coming in about 100 units below the 2002 total. Just three months into this financially challenging year and sales are more than 2,000 off last year's YTD pace, hardly a banner year in itself, about 3,000 off the five-year YTD average and about 5,000 off the banner year of 2006. In total, 2008 ranked as the fourth worst sales year of the past decade. But, so far, 2009 is shaping up to be the worst sales year of the decade.

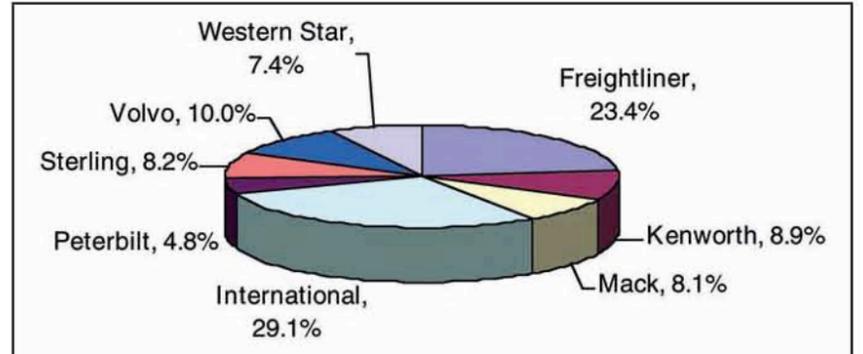
12 - Month Sales Trends



The year started off as predicted with a definite whimper. Sales were meagre for January and February and although they picked up in March they are still far behind industry norms. Looking back over the past 12-month period and also looking ahead to the second quarter, it is difficult to feel any confidence for a surge in sales in coming months. Last year was far from a banner year but April, May and June did record Class 8 truck sales above the 2,000 mark for each of the three months as did September and October.

Source: Canadian Motor Vehicle Manufacturers Association

Market Share Class 8 YTD



International is taking advantage of the downturn to further expand its market share lead. After the first three months of 2009, it controls an impressive 29% of Class 8 sales in the Canadian market. Freightliner, a former front runner for many years, is closing the gap, however. The gap after the first quarter is down to less than 6%. Strong performers Kenworth and Peterbilt have fallen back considerably so far this year compared to previous years. In fact, Peterbilt is down to less than 5% of the market. Volvo, meanwhile, has jockeyed into position as the only other truck maker enjoying at least a 10% share of the market.

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Cover Story

Having full-time safety rep one key to success for Wheeler

Continued from page 1

ultimately creates a cost savings to the company, according to the president.

“If you have no incidents, in the long run you’re actually saving money,” says Darrell Spring, a co-partner with brother Tony.

The other key ingredient to Wheeler Transport’s safety program is a full-time health and safety officer. It’s the total focus of Kelly Stead, a former driver who knows the job well.

“He is continually having what we call tailgate meetings with the drivers at shift changes, putting on safety meetings, inspecting site locations and working with the drivers,” says general manager Grant Allen. “It’s really an ongoing process with the safety officer, and you have to really believe. Like anything else, you have to be committed to safety. It’s not a job you can do in a haphazard way. To be effective, it has to be your total focus.”

The third successful initiative is the company’s implementation of the Smith Defensive Driving traffic safety course, a program promoted widely in the US, and by a few oil companies on this side of the border.

“Initially both Chevron and Imperial were believers and asked us to look into the system, and we adopted it three or four years ago,” says Allen. “We’ve put all of our staff through this system, including drivers, mechanics, dispatchers, and all of us (management).”

The initial course is eight hours, and a refresher is four hours. One goal is to encourage drivers to focus on the present traffic scenario, and to look as far ahead as three traffic lights along a route in preparation for the next manoeuvre.

“So, instead of hammering the brakes, you can gear down on the truck,” explains Allen. “You can bring it to a nice slow pace, and then pick up when the light changes, because you’re in the right

location. It’s those little nuances that really do make a difference.”

Another safety initiative promoted by the Smith Defensive Driving system is encouraging drivers to keep an appropriate distance from the vehicle in front, and to drop a common impulse to prevent a car from cutting in front by driving aggressively to close the

gap. It’s an exercise demonstrated to be not only safer but also, just as time efficient.

“The times don’t change, and if they do, it’s very, very minimal,” Allen says.

The principals of Wheeler Transport attended the CPPI’s fifth annual Western Division Fuel Carrier Safety Awards luncheon at

the Westin Calgary on Apr. 16 to receive their award. However, the president prefers to pay tribute to the 50-plus employees who work for Wheeler Transport, and who have continually improved the company’s safety record.

“We’re very proud of the fact that our employees have earned this award,” says Spring. □

Strike averted as B.C. container haulers reach deal

VANCOUVER, B.C. – The union representing O/Os serving Port Metro Vancouver announced in early May that a strike involving workers for two local trucking companies has been averted.

Tentative agreements have been signed between the owner/operators and their carriers Pacific Transportation Group and Port-Team Trans-

port, the VCTA-CAW Local 2006 union announced. About 140 O/Os working for the companies had been in a legal strike position since Apr. 30, according to the union.

“We are hopeful that this last minute deal with two of the major players in the industry will send a signal to companies that have not yet signed that it’s time to

get on-board,” said Paul Uppal, VCTA-CAW Local 2006 service representative.

“We have six identical collective agreements signed and the other companies that have not signed should make no mistake, sign the pattern agreement or face strike votes,” added Paul Johal, president VCTA-CAW Local 2006. □

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And the winners are:

CALGARY, Alta. – In addition to Wheeler Transport, three other fuel hauling companies were honoured for their safety records today by the Canadian Petroleum Products Institute (CPPI).

Collectively, the carriers completed more than 311,604 deliveries in 2008 across Western Canada. The CPPI Petroleum Fuel Carrier Safety Awards (western division) went to: **Mantei’s Transport**, Improvement Award for Reduced Product Mixes; **Trimac Transportation**, Improvement Award for Reduced Product Spills as well as Improvement Award for Reduced Personal Injuries; **Denwill Enterprises**, Improvement Award for Reduced Vehicle Accidents; and **Wheeler Transport**, Best Overall Carrier, excelling in all safety performance areas.

Ted Stoner, vice-president of CPPI made the awards presentations during a luncheon. □

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Alberta to hold firm on federal HoS, speed limiters

Continued from page 1

hours-of-service regulations.”

Ouellette said the Ministry has taken steps provincially, federally and internationally to address fatigue management in other ways. The Transport Department and the Alberta Workers Compensation Board have partnered with Quebec’s provincial government insurance agency WCB, Transport Canada, and the US Federal Motor Carrier Safety Administration, in developing and testing a comprehensive fatigue management program, he pointed out. Three phases of research are now complete, and the same partners are funding the full program development.

These results have recently been presented to the Transportation Research Board in Washington and at the Boston Fatigue Conference, according to Ouellette.

Alberta remains opposed to speed limiters, unlike the stance taken by Ontario and Quebec – and in contrast to the CTA’s campaign to require all commercial vehicles over 11,000 kgs to be equipped with speed limiters.

“Forcing trucks to stay below 105 km/h on provincial highways could potentially cause more collisions on roads, while other vehicles travel at higher speeds,” said Ouellette. “I believe it is safer to have trucks moving at the same speed as other traffic, to reduce the collisions resulting from an increase in lane changing. If there’s a real problem with certain carriers, we can deal with that through roadside enforcement or other measures. So, unless it becomes a North American standard, I really don’t see any reason why our government would force you to put them in your vehicles.”

Ouellette also spoke about Alberta’s new Commercial Vehicle Safety Regulation, a consolidation of 10 previous regulations, as well as changes to the Vehicle

‘I believe it is safer to have trucks moving at the same speed as other traffic, to reduce the collisions resulting from an increase in lane changing. If there’s a real problem with certain carriers, we can deal with that through roadside enforcement or other measures.’

Transport Minister, Luke Ouellette

Equipment Regulation and the Use of Highway and Rules of the Road Regulation, effective this summer. He noted that Alberta is the last jurisdiction to require drivers to complete a written pre-trip inspection report.

“These changes are necessary to update Alberta regulations and ensure they are consistent with current Canadian and North American standards. The changes will make it easier for Alberta carriers to conduct business in other jurisdictions.”

Ouellette advised the AMTA that his Ministry is planning to add more safety rest areas along provincial highways.

“Besides driver fatigue, the resource industry requires rest areas for other reasons as well. These include checking loads and providing layover, or load inspections for heavy haul and wide loads. We’ve identified the locations for additional rest areas throughout the province, with a particular focus on areas with logging or other resource traffic. Now, we’re working on getting the additional budget dollars for construction,” he said.

Ouellette spoke about the new generation of wide-base tires, which are still not allowed full parity with duals in the province. He pointed out a combination of studies indicate that while the new tires produced lower stresses

than previous generation single tires, the stresses were still higher than those produced by dual tires.

“The recommendation of the studies was to set a limit of 7,700 kgs for a single axle and 15,400 kgs for a tandem axle. Based on the cost of pavement damage and repair, the current weight limits for super single tires are close to optimum limits. While the review and study of super single tires is continuing, it is unlikely that super single tires can be allowed the same weight as dual tires,” Ouellette told AMTA members.

The Minister praised the Partners in Compliance (PIC) program, which began about 11 years ago. It is a joint project between government and AMTA, and considered the first in North America to recognize a strategy intended to make highways safer, move cargo smoothly, and ultimately to avoid weigh scales. Despite previous problems, a new system was introduced in mid-2007, to include full by-pass privileges for PIC carriers through a transponder/reader system at each vehicle inspection station.

Ouellette also took a stance against the mandated use of electronic on-board recorders (EOBRs). He said he’s aware that some industry representatives would like to have the use of on-board recording technology made mandatory, but Alberta is not buying into that position.

“At this point my department does not support the mandatory use of vehicle electronic on-board records or electronic logs by all carriers,” he said. “But, we will be prepared to utilize this technology with persistent hours-of-service violators, as a condition attached to a safety fitness certificate, and support voluntary deployment by carriers.”

Alberta is working with the other western provinces on harmonizing the standards for LCVs. The province currently allows a length of 38 metres for Turnpike Doubles, according to the Minister. Saskatchewan and Manitoba have recently changed their permit conditions to allow TPDs to be up to 41 metres in length, to accommodate long wheelbase tractors equipped with sleeper cabs.

Ouellette noted that his Ministry is reviewing a submission from the AMTA to increase the maximum length up to 40 metres.

“From my understanding, your association does not support 41 metres, as it would become too difficult to negotiate turns in the urban environment and the cities could restrict Turnpike Doubles on many of the existing routes,” said Ouellette.

The 41 metre length in Saskatchewan and Manitoba includes provisions for heavy-duty bumpers and aerodynamic devices. As heavy-duty bumpers and aerodynamic devices are excluded from the measurement of length in Alberta, the 40 metre limit in Alberta would be consistent with the 41 metre limit in Manitoba and Saskatchewan, stated the Minister.

“As these vehicles travel in major cities, the department is consulting with them on this change. The City of Calgary has completed its review and has determined that the majority of their roads could meet this new length. We are currently working with the City of Edmonton on their routes.” □

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AMTA Convention

By Jan Westell

BANFF, Alta. – The Alberta Motor Transport Association (AMTA) has awarded Pat Thorne of Canadian Freightways its Driver of the Year award, because of his safety record, a strong work ethic and superior customer service.

“Pat always focuses on safety in the performance of his job, but he also is aware of something that only the best of the best behind the wheel comprehend,” said Terry Warkentin, fleet sales manager, Volvo Trucks Western Canada, who made the presentation to Thorne at this year’s AMTA annual convention.

“He realizes that he is much more than someone who transports loads from Point A to Point B. He is also a salesman and the face of his company, Canadian Freightways. In Pat’s words: ‘Our industry is called trucking, but it’s actually customer service, and if you do your job with that in mind, you, your company and your customers will be a lot better off.’”

Thorne has been in the professional driver’s seat on and off for 27 years, with the majority of his career spent covering city routes. It was a preference that came about according to Thorne, after becoming dissatisfied with long hauls. Warkentin suggests, however, that city routes may offer social advantages to Thorne.

“Perhaps a big part of the reasoning behind his choice is the fact that as a city driver, Pat has more frequent contact with customers than his highway compatriots,” said Warkentin. “A self-confessed ‘peo-

Alberta’s finest

AMTA breaks out the hardware at annual convention

ple person,’ Pat says the best part of his job, is the time he spends with his customers and fellow drivers.”

Thorne’s professional attitude was instilled in him by a tough task master: his father-in-law Doug Arbic. The mentor at B-Line Fast Freight, the carrier where Thorne first ‘cut his teeth’ in the industry, according to Warkentin, was relentless about promoting a strong work ethic with his employees. If Thorne messed up a delivery, as Warkentin tells it, Arbic would assign him the toughest routes for a few days, until he felt a lesson had sunk in. At that point he would assign Thorne an easier route, but not before asking if he was capable of the task.

“Arbic taught his drivers to be ethical, to work hard, and to respect their customers – and made their day whenever he left them with the compliment ‘Good lad,’” said Warkentin.

The last 15 years of Thorne’s career has been with Canadian Freightways.

Safety Person of the Year Award

It was with a heavy heart that the AMTA paid tribute to John Tessier at its annual convention.

The prominent AMTA member, transportation safety advocate, and multi-award winner for safety initia-

tives passed away on March 25.

“John was a teacher, a writer, curriculum developer, consultant and a mentor of many industry leaders, and John was synonymous with trucking safety in Alberta,” said Marie Hibbard, vice-president of Bow Valley Insurance Services, who posthumously presented the AMTA’s Safety Person of the Year award to Tessier, via his son Tyler and his wife, Chris Tessier.

Hibbard noted that Tessier started in the industry as a driver, and early on made his mark as a devotee of transportation safety, earning a million mile safety award in 1978. “So, John did more than talk the talk,” she said. “He also walked the walk.”

It was as a driver with Laidlaw and Canada Post, where Tessier developed a love for trucking and a passion for safety. “His philosophy was that drivers and trucking companies alike should conduct themselves as professionals, so that everyone could be safe on our roads and, most importantly, get home safely at the end of the day,” said Hibbard, borrowing on Tessier’s safety mantra.

Tessier helped build the AMTA into the organization that it is today, added Hibbard. He was a part of the Alberta Trucking Industry Safety Association’s (ATISA) beginning in 1995, and was involved with the merger of ATISA and the Alberta

Trucking Association in 2000, when the AMTA was formed.

He coordinated the safety policy for the new association, establishing and overseeing the Injury Reduction and Training Committee. Tessier was also instrumental in developing the association’s monthly regional meetings, held throughout the province. He spearheaded the Provincial Truck Driving Championships – more commonly known as ‘Rodeos,’ and was also heavily involved in the Canadian Truck Driving Championships, added Hibbard.

Tessier has earned numerous honours for safety development in his career. He received the Innovation Award from Alberta Infrastructure and Transportation for the HAT and Collision Preventability Review programs. In 2004, he received an Outstanding Service Award from the National Association of Safety Professionals, and its parent organization, the International Association of Safety Professionals, through UNESCO.

“John was given a lifetime membership in these two organizations, for his continuous efforts towards improving workplace health and safety – the only Canadian resident to receive this prestigious recognition,” said Hibbard.

As impressive as these awards may be, Hibbard noted that it is the words of his “industry brethren” that reveal how influential Tessier was to the trucking industry in Alberta.

Outgoing AMTA president Gene Orlick of Orlick Transport, called Tessier a good mentor who encour-

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aged the past-president to serve on the AMTA executive committee. "He also encouraged me to build a safe trucking company, and made me understand that safety actually saves you money, rather than costs you money."

Dean Paisley, president of Lethbridge Truck Terminals and an AMTA director, noted that Tessier made transportation safety interesting, and spoke with equal candor to executives and drivers alike. "He was instrumental in bringing the national Roadeo to Lethbridge in 2004, the first time it was ever held outside of a major city. Drivers still talk about what a great time they had at that event."

Tessier retired from the association in June 2007, with ambitions to further his career promoting transportation safety.

"Unfortunately this part of his career was cut short by his illness," said Hibbard. "John, I know you're listening. I speak for the entire industry – for everyone present and for those from our industry who cannot be here today. We thank you for your devotion to safety. We thank you for showing us the way. You are missed, but you and your safety lessons will be remembered. Always."

Service to the Industry

The AMTA also paid tribute to one of its most devoted, appreciative, and gregarious members at its annual convention.

Gene Orlick, an AMTA past president and now director-at-large on the newly-elected board, received a standing ovation from convention attendees before he was awarded the Service to the Industry honour, which was presented by Domenic Tesone of Dalton Timmis Insurance.

In his presentation, Tesone spoke about the history of Orlick Transport, and noted that the company has been synonymous with trucking in Alberta for over six decades.

The first Orlick Transport was owned by Orlick's uncle Tom, who once retired, endorsed the same company name to be used for a new entity in 1995, operated by the younger Orlick.

Long before developing his own business, Orlick was encouraged to become involved with the AMTA by his father Max and uncle at the first Orlick Transport.

That initial nudge left a lasting impression. Over the years, Orlick has contributed to numerous AMTA fundraising campaigns, membership drives, safety initiatives and enforcement issues – including serving on the AMTA executive board, the association recalled.

One success that occurred during his presidency that is a source of pride for Orlick, is the establishment of the AMTA's Centre of Excellence, which recently broke ground. (See related story and photo on this page).

Dispatcher of the Year

Robert Enns of Bison Transport was named the 2008 Alberta Dispatcher of the Year at the convention.

The Bison Transport management team praised Enns' work ethic, and indicated that he is an integral part of the team.

"He has all the typical competencies associated with the role of dispatch in abundance," relayed Shaw Tracking's Dan Green, who also lists employee attributes that include excellence at communication, analytical skills, and a commitment to finding the right solution.

"But perhaps the most valuable characteristic Enns brings to the Bison organization is an attitude of ownership and enthusiasm for the company operation," added Green.

Associated Trades Award

The recipient of this year's AMTA Associated Trades award was Dwayne Warawa, branch manager for Ocean Trailer in Edmonton.

Warawa has been involved with the trucking industry for over 21 years, according to AMTA president Richard Warnock, who presented the award.

Warawa's involvement with the AMTA coincided with his joining Ocean Trailer.

About five years ago, he became more involved by helping to organize the Edmonton Draw Down committee and the golf committees. □



NEW AMTA HQ: An artist's rendering of the new 'Centre of Excellence' being constructed to house the AMTA's Calgary operations.

AMTA breaks ground at new 'Centre of Excellence'

CALGARY, Alta. – The Alberta Motor Transport Association (AMTA) recently broke ground at the site of its new 'Centre of Excellence.'

The new headquarters and training centre will be constructed at 61st Ave. and Wrangler Way S.E., near many of the AMTA's member fleets. The association plans on moving into its new facility in November.

The new office will be 13,000 sq-ft. and will include offices and classrooms, as well as a drive-in bay that will accommodate a tractor-trailer to enhance hands-on training opportu-

nities, the association has announced.

The office will also be equipped for Web-based conferencing and on-line learning.

"This state-of-the-art training centre has been conceived with the transportation industry in mind and with a strong focus on serving the industry, now and into the future," the association announced in a release.

The recent groundbreaking ceremony was attended by members of the AMTA Board of Directors; the Alberta Workers' Compensation Board; and member fleets. □

AMTA elects new board at annual convention

BANFF, Alta. – Richard Warnock of Westfreight Systems has been elected the new president of the Alberta Motor Transport Association, an announcement made at this year's AMTA annual general meeting and convention in the Rockies. Along with the appointment of new president Warnock, the new board includes: president-elect Dean Paisley (Lethbridge Truck Terminals), and past-president Greg Sokil (Sokil Express Lines).

The AMTA executive board also includes: Calgary regional director Trevor Fridfinnson (Bison Transport); Central regional director Don Jackman (Enviro Sort); Northeast regional director Rod Shopland (Night Hawk Truck Lines); Edmonton regional director Dan Duckering (Duckering's Transport); Southern regional director Darren Smith (Rosenau Transport); and Northwest regional director Ed Pierce (Capstan Hauling).

The four AMTA directors-at-large include: Carl Rosenau (Rosenau Transport); Bob Hill (Hill Bros. Expressways); Gene Orlick (Orlick Transport); and Jean Kipp (Trimac Transportation). □

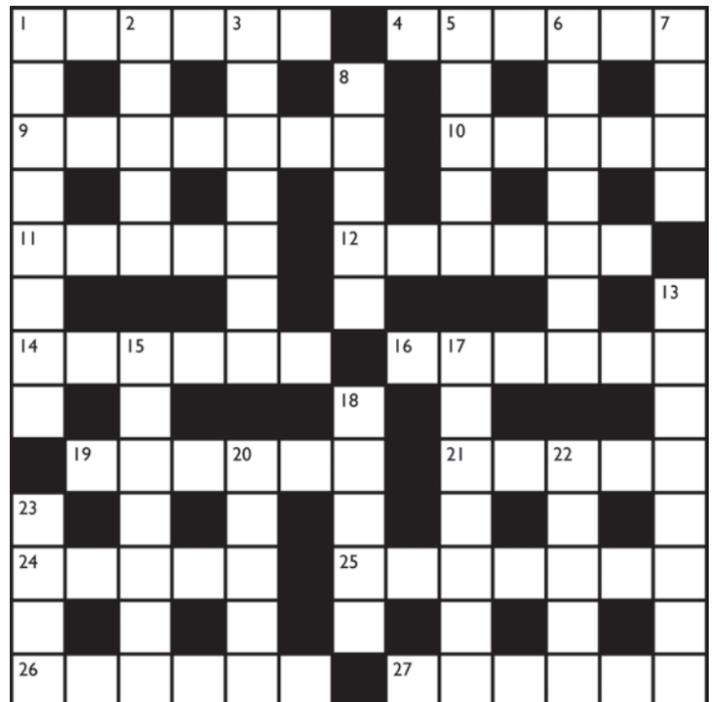
THIS MONTH'S CROSSWORD PUZZLE

Across

- 1. Ontario town with annual truck show
- 4. Business end of diesel pump
- 9. State bordered by CA, NV, UT and NM
- 10. Stars' cars with bars, briefly
- 11. Late-'70s Chevy conventional
- 12. In-dash entertainment items
- 14. Dangerous-driver description, sometimes
- 16. Legal-gambling venue
- 19. Cold-cargo trailer
- 21. Uplifting service-bay equipment
- 24. Streets, boulevards, etc.
- 25. Local-area pickup and delivery
- 26. Roadside diner, a.k.a. ____ spoon
- 27. Temporary traffic-control devices

Down

- 1. Certain semitrailers (4,4)
- 2. Teamster's steering wheel, way back when
- 3. Driveshafts' flexible sections, briefly (1,6)
- 5. Lubed a squeaky cab-door hinge
- 6. Specialized hockey-rink truck
- 7. Name on some Canadian diesel pumps
- 8. Bobby Orr's hometown, ____ Sound
- 13. Soft-drink transport, ____ body
- 15. Goods beyond those on shipping documents
- 17. Dashboard's retractable receptacle
- 18. Cargo-carrying vehicle
- 20. Safety valves in truck's electrical system
- 22. Border state west of Montana
- 23. Big Rig Nationals race, briefly



Answers on page 24

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AMTA Convention

Inside jobs

Investigators warn about employee fraud

By Jan Westell

BANFF, Alta. – Employee misconduct can be far more serious than tardiness, excessive absenteeism or even dipping into the petty cash, according to two forensic accounting investigators who spoke at the recent Alberta Motor Transport Association convention.

Greg Draper and Brian Tario said employee misconduct can be far more serious, including: corporate theft; fraud; stealing intellectual property; secret commissions or supplier kickbacks; money laundering; threats, harassment, and 'complicity with fraud and conversion against employer.'

The former RCMP investigators

are now with the Calgary-based chartered accountant firm of Meyers Norris Penny (MNP) and specialize in what they say is a growing problem, due to the recent economic downturn. The pair noted 85% of their investigations are related to theft and much of that is related to addiction. "Of that 85%, a significant portion of that is (related to) gambling," said Tario.

The MNP investigators encouraged AMTA fleet operators to develop a heightened awareness about the people who work for them, particularly when employees have control of company assets or the ability to manipulate assets.

"It's really important to under-

stand who those personalities are," said Tario, who suggests looking for telltale signs. "It's one thing to know what they do at work. It's another thing to know what they are doing when they are away. Try to get a bit of an understanding about what your employee's personality looks like, and whether or not you have any vulnerabilities there."

The forensic investigators talked about the influence of technology on the workplace today, which provides an opportunity for illegal activity related to computers, whether it's accessing company accounts, e-mail, or the Web. Tario spoke of one controller of an unnamed company, who was frequently using the Internet for day-trading on the stock market, before he made a foolish error.

"When he got a margin call, he simply wrote a cheque from the company books," he recalled.

The MNP investigators encouraged attendees to protect corporate intellectual property such as customer lists and contractual details,

all of which can be vital to the viability of a business.

"You really have to understand who's got control over that, what they can do to it, and what would happen if something went wrong."

Secret commissions or supplier kickbacks are the most difficult to detect and prove, according to the investigators, because of a code of silence that surrounds such clandestine arrangements.

"The law in Canada is written in such a fashion, that the person who gives the secret commission and the person who receives the secret commission are equally guilty in the eyes of the law," said Tario.

Money laundering is another potential problem within the trucking industry, often connected to the drug business.

"It may be something just as simple as a driver taking a load of cash across the border, or across the provincial line," Draper said.

Employee misconduct may include more than one employee, as well as an outsider that has breached corporate security. Misconduct of an illegal nature can reach all levels of an organization, not only the rank and file, but also senior management, according to the investigators.

Surprisingly, the average tenure of employee that commits workplace fraud or theft is seven to 10 years – long enough to give the appearance of loyalty.

"They've been there long enough to build themselves a position of trust," said Draper. "You've given them access to your accounting records, to your assets, your bank accounts. They are able to understand how the money comes in and where it goes out; what controls are in place, and what controls are not in place; (as well as) what controls are in place but aren't really followed."

When Tario or Draper are called to investigate a financial loss that's initially suspected to be merely tens of thousands of dollars, they are not satisfied about the extent of financial damage until a full investigation is complete.

They often discover that they have just touched the "tip of the iceberg," said Tario. "By the time the investigation is finished, it's usually a multiple of seven to 10 times that. So if you think you have a \$40,000 theft, it may be a \$400,000 theft," said Tario.

The investigators warned the AMTA about maintaining accounting diligence, such as matching invoices with purchase orders to avoid embezzlement by an insider or an outsider. They also encouraged the AMTA to ensure that cheques paid out for purchase orders are written to a legitimate company and not to a false account.

Tario noted that Alberta allows for the registration of multiple companies that appear to have the same name, such as: ABC Ltd., ABC Inc. and ABC Co., which could offer potential confusion to an accounts payable department.

"When you're signing a cheque, do you pay attention to whether it's a Co., an Inc. or a Ltd.?" he asked AMTA delegates. "They're all very similar, and we've seen employees actually go out and incorporate companies and use that as a method to gain access to the assets of an organization." □

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 — 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:

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

3) This location operates, controls or administers:

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

4) Do you operate maintenance facilities at this location? 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) <input type="checkbox"/> For Hire/Contract Trucking (hauling for others)
b) <input type="checkbox"/> Lease/Rental
c) <input type="checkbox"/> Food Production / Distribution / Beverages
d) <input type="checkbox"/> Farming
e) <input type="checkbox"/> Government (Fed., Prov., Local)
f) <input type="checkbox"/> Public Utility (electric, gas, telephone)
g) <input type="checkbox"/> Construction / Mining / Sand & Gravel
h) <input type="checkbox"/> Petroleum / Dry Bulk / Chemicals / Tank
i) <input type="checkbox"/> Manufacturing / Processing
j) <input type="checkbox"/> Retail
ji) <input type="checkbox"/> Wholesale
k) <input type="checkbox"/> Logging / Lumber
l) <input type="checkbox"/> Bus Transportation
m) <input type="checkbox"/> Other (Please specify) _____

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

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

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Tax Talk

Stick to the schedule

Paying taxes in installments

Most Canadians pay income tax every two weeks. It's called *withholding*: your employer deducts a portion of the salary or wages from your paycheck and sends it to the Canada Revenue Agency (CRA) on your behalf. Ottawa gets its cash flow.

People who don't receive a regular paycheck but still have income are required to pay income tax payments in installments. If you're a sole proprietor and your total taxes payable are more than \$3,000 this year or were more than \$3,000 in either one of the two preceding tax years, your tax payments are due quarterly, on March 15, June 15, Sept. 15, and Dec. 15.

Sole proprietors must have paid enough tax by Dec. 31 to cover the amount they would otherwise have to pay on Apr. 30 of the following year. Corporations must have enough tax paid by their year-end.

Here's the rough part about installments, or more appropriately, the non-payment of installments. If you elect to not make them, and instead send your taxes in at the end of the year in one lump sum, CRA will assess an interest penalty calculated against what they say you should have paid. The interest charge on the outstanding amount is compounded daily at the CRA's prescribed interest rate.

Furthermore, the interest as-

Tax Talk

Scott Taylor



sessed by the CRA is not an allowable expense. You can't deduct it as you would interest on any other business loan.

Any installment charges will be shown on your Notice of Assessment. You should have your 2008 Notice of Assessment already; review it to see just how much CRA has added to your tax bill.

If you did not pay your taxes in full by Apr. 30, then even more interest will be charged as you pay the balance over the coming months.

Saving money to pay income taxes requires discipline, especially when there are other bills to pay.

We advise our clients to apply their quarterly GST/HST refunds to their income tax installment payments. CRA can direct-deposit your GST/HST refunds into a separate account from your business operations to make sure the money doesn't get used for everyday activities. In the long run it will help with your budgeting and business planning and save you any interest and penalty charges.

You may not have received

your January to March refund yet and will be filing your April to June GST/HST refund in July. Taking both these refunds and sending them to CRA would be a great start toward paying your 2009 taxes.

Or why not establish a TFSA (Tax-Free Savings Account) at your bank and deposit your GST refunds there? There's a \$5,000 yearly deposit limit into these types of accounts, but your money can grow tax-free.

With personal income tax filing season behind us, there's no better time to talk to your accountant or financial advisor about tax planning. For example, ask your accountant to compare how much personal income tax you paid comparing 2008 versus how much tax you would have paid if you had incorporated.

An important distinction will be the treatment of meals, and how, as an employee of your corporation, you could use the meal allowance and TL2 to reduce your tax obligation.

Ontario PST/GST countdown is on

We're nearly a year away from Ontario's deadline to harmonize its provincial sales tax with the federal GST program. Starting July 1, 2010, the PST paid on your business expenses will be refundable.

The Harmonized Sales Tax (HST) in New Brunswick, Nova Scotia, and Newfoundland has offered this benefit for years. Generally, owner/operators based there will see larger refunds

because the HST paid is fully refundable on their business expenses.

If you're an owner/operator in Ontario, your GST refunds should increase once you start reclaiming PST paid on your expenses.

There are still details to sort out. For example, we're paying close attention to how this new policy will fit in with the International Registration Plan (IRP).

Remember that if you have an IRP cab card, you can use it to not pay sales tax on your truck repairs, maintenance, lease payments or purchase. I haven't seen anything about this yet but hopefully these items will remain PST-free rather than becoming taxable and then refundable through the new program.

When IRP was brought into Canada, not paying sales tax on these items was a benefit of the program. Instead, you now pay sales tax on the value of your truck and percentage of use in provinces that charge PST through your IRP plate renewal.

Perhaps this means Ontario won't be charging this anymore and your plate renewals will become cheaper. As more details come out about this program, I'll be sure to let you know. □

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

Safety

It's summertime...and the driving's hectic

The bad weather may be gone, but the summer hazards are just beginning

Summer should be a time of rest and relaxation. The days of black ice and white-outs are behind us, after all. Circle checks can even be completed without chipping away at chunks of ice and snow.

But every experienced trucker will recognize that another form of highway hazard emerges with the warm weather – and it comes in the form of the family road trip.

Every route is now shared by vacation-bound travellers who are trying to reach cottages, campgrounds or theme parks in record time. Four-wheelers who should be focusing on the road around them may be splitting their attention between a map and the surrounding traffic, or distracted by kids who have been cooped up for hours on end. (*Jimmy, leave your sister alone! Don't make me stop this car!*)

One of the biggest challenges of all can emerge when someone also takes the wheel of a different class of vehicle for the very first time. Motorists who normally pilot something no bigger than a Toyota Yaris can sign on the dotted line at a rental yard and receive the keys to a 27-foot motor home.

They are bound to experience some frustrating moments when trying to climb a long grade, and those frustrations will likely be shared by any of the truckers who are stuck behind them.

Ask the Expert

Dave Roth



The summertime motorists may be sacrificing their visibility as well. Everyone has seen rear windows that have been piled high with luggage, pillows and pets.

To compound matters, the drivers who traditionally rely on shoulder checks may not understand the limitations of rearview mirrors. Reflective surfaces may be stamped with a warning that "objects may be closer than they appear," but this has hardly eliminated the erratic lane changes that can occur.

As if that wasn't bad enough, the condition of recreational vehicles can present yet another danger on the nation's highways.

The motorists who pull a family trailer just a few times a year may be giving little thought to the maintenance needs of these homes on wheels.

Signal light connectors can corrode away, offering surrounding drivers little in the way of warnings about intended lane changes. Anything that is loose could become a projectile once the trailer

hits a massive pothole.

Trailers have even been known to break free and roll into the middle of a lane because safety chains have not been attached.

Do you think that's scary? How many times have we heard people boast about travelling from Ontario to Florida without stopping to sleep?

Professional drivers need to maintain log books, but fatigue management strategies may represent a foreign concept to those at the wheel of a family car. Truck drivers may not be able to control the actions of vehicles that share the road, but there are steps that will help to minimize any threats.

It is all about having a positive attitude and embracing the defensive driving techniques that support a relaxing experience during every season of the year. After all, a slow-moving RV or an erratic lane change will always become less of a challenge when drivers maintain an appropriate cushion of space around their trucks.

By preserving an eight-second following distance, commercial drivers can maintain momentum and conserve the fuel that would otherwise be wasted in their repeated efforts to rebuild lost speed.

And while vacation-bound four-wheelers may cut into this cushion of space, they will quickly give it

back as they zip from one lane to the next.

Equally, truck drivers should be aware of the impact that their actions can have on seasonal vehicles such as trailers and motorcycles. The simple act of passing these vehicles can create a lot of turbulence.

It is difficult to tell how they will react in the face of this type of challenge. A steady amount of speed and a wide berth will help to minimize the threats.

Dispatchers can further limit the risks by altering schedules to help trucks avoid the heaviest holiday traffic. They should also share any information about the location of trailer parks or other locations where RVs can be expected to merge on and off the highway.

They are simple steps but they can have a real impact on the hectic surroundings, and that will give truckers the chance to experience everything a relaxing summer drive has to offer. □

— This month's expert is Dave Roth. Dave is the Ontario regional manager of safety and training services for Markel Insurance Company of Canada and has more than 20 years experience in managing safety and operations in 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.

And the winners are...

Two trailer skirt designs were the best performers at Energotest 2008

By Carroll McCormick

BLAINVILLE, Que. – Two trailer skirt designs were the best performers of 12 fuel-saving technologies tested by FPInnovations-Feric for Project Innovation Transport (PIT) last September. Feric conducted the trials on the high-speed test track at Transport Canada's Motor Vehicle Test Centre in Blainville, Que.

Additional, in-house tests of folk wisdom for saving fuel and of container aerodynamic performance revealed more about how to cut fuel consumption.

Here is a summary of the results: vendor; product; and percentage fuel saving attained, made public for the first time in *Truck News*. Feric posted the entire document on its Web site in October 2008 for PIT members. On May 19, Feric will make public a summary report.

Technologies:

Aero Industries: Aero-Tail, an aerodynamic deflector attached to the back of the trailer that opens up when the truck reaches a certain speed. Result: 1.5%.

AirFlow Deflecteur: AirFlow, an aerodynamic deflector covering the trailer axles (front and sides). Result: 0%.

Continental Tires: HDL ECO Plus low rolling resistance tires designed to improve fuel efficiency. Result: Test 1 against Michelin XDA-HT: 2.4%; Test 2 against Bridgestone M726 EL: 1.4%.

Eco6 Inc.: C2 Carbon Combustion, an electronic device that induces a magnetic field with the aim of lowering particulate matter and emissions, and reducing fuel consumption by way of better combustion. Result: 1.9%. (The company used these results to improve the system, which will be tested again this year).

Econoco: Econopro4, a fuel processor based on electromagnetic fuel separation which, by inducing a magnetic field, aims to reduce fuel consumption. Result: 0.2%.

Evolu-Tech: Fuelcat5, a device that induces a magnetic field and aims to reduce fuel consumption. Result: -1.3%.

Freight Wing: Belly Faring, an aerodynamic skirt mounted under the trailer. Result: 7.5%.

Grand Rock Company: QP and HF exhaust mufflers, which lower back-pressure that accelerates the exhaust flow to reduce fuel consumption and exhaust gas temperatures. Result: QP: 0.7%; HF: -0.8%.

Manac: Econair AFS trailer skirts, designed to reduce aero drag beneath the trailer. Result: 0.4%.

NM Engineered Solutions in association with Techline Coatings and Fireball Coatings: TFCC System, a thermal coating for diesel engine exhaust manifold components, designed to reduce heat loss and flow restriction in the exhaust stream, with the aim to improve fuel consumption. Result: 0.3%.

Performance Energy Group: Ethos Fr, a diesel fuel additive containing two families of esters in a mineral oil base: cleaning esters and lubricating esters, which aim to reduce fuel consumption and emissions. Result: 1.5%.

Transtex Composites: MFS trailer skirts, designed to reduce aero drag under the trailer. Result: 7.4%.

The discussion of the test results is important reading; ie. the Aero-Tail could perform better were it more rigid (Aero Industries used these results to improve the system, which will be retested this year); trailer skirt performance is critically dependent on their being correctly installed; and Econoco and Evolu-Tech claimed that installing their hardware differently could have changed the outcome.

PIT members also carried out in-house tests of operational practices that, according to folk wisdom, affect fuel consumption.

The PIT team developed a number of decision-making tools based on these results to help members choose the right strategy; ie. one tool

is used to calculate the relative value, fuel- and labour-wise, of hauling containers for trips of given lengths versus transferring their contents to van trailers.

The tests were:

Close following (rigs 15 metres apart): Result: 8.0% for the following rig and no penalty for the lead.

Impact of speed: Result: 95 km/h versus 98 km/h: 2%; 92 km/h versus 98 km/h: 5.1%.

Influence of lifting axles on unloaded B-trains: Result: 4.7% with three lift axles up.

Heavy-duty "moose" bumper: Result: -2%.

Accuracy and precision of engine electronic control modules to capture fuel data: Result: Accuracy: -10.8% to 5.1%; Precision: 0.8% to 4.3%.

Pulling logging trailers loaded with full-length wood versus short wood: Result: 1.3% better for the full-length.

B5 biodiesel blend: Result: 1.6%.

Comparison of tractors pulling road trains composed of trans-containers, closed vans and closed vans equipped with trailer skirts: Result: van trailers with skirts versus van trailers without skirts: 4.0%; trans-containers versus van trailers: -14.9%.

Comparison of tractors pulling a single trans-container, closed van and curtain trailer: Result: curtain trailer versus van: 0%; trans-container versus van: -14.3%.

For complete results, visit www.feric.ca after May 19. □

Manitoba, Ontario explore feasibility of joint-use border facility

By Jan Westell

WINNIPEG, Man. – Manitoba's Ministry of Infrastructure and Transportation (MIT) says it is investigating the potential of developing a modern "state-of-the-art" joint-use border facility with Ontario's Ministry of Transportation.

The joint-use facility would primarily serve inspection and enforcement purposes, says Manitoba's director of transportation systems planning and development, Amarjit Chadha.

The joint facility may also provide a broader range of services to the travelling public, providing public washrooms, visitor information services, and a commercial service center.

Chadha noted that options being considered for accommodating these expansive facility requirements will include exploring the feasibility of using more than one development area, within a half kilometre on either side of the border.

A major consideration for locating any joint-use border facility and service centre is the future twinning of the Trans-Canada Highway from Falcon Lake to Kenora.

Chadha confirmed that any future highway alignment will ultimately determine the location of potential development sites for new joint-use facilities, which will be used by a variety of provincial and federal agency services.

"Initially, some informal discussions regarding a range of en-

forcement and inspection issues that were emerging at the Manitoba-Ontario border, had been discussed with the Royal Canadian Mounted Police, the province of Ontario, and the Canadian Animal Health Coalition (CAHC)," he says. "It was subsequently determined that a more formalized study process was required, that involved the participation of all relevant stakeholders."

As a first step in the process of determining what the needs and requirements are for a potential joint-use facility, Manitoba's MIT and Ontario's MTO partnered in a previous stakeholder workshop, which was also attended by the CAHC, and various federal agencies such as the RCMP, Transport Canada and the Canadian Border Services Agency.

"The next step in the process will be to finalize study terms of reference for retaining a consultant to undertake detailed requirements/alternatives assessment of a potential joint-use border facility, and to ensure this project is coordinated with work on twinning the Trans-Canada Hwy.," says Chadha.

"(Ontario's) MTO is currently

in the process of engaging consultants to assess Trans-Canada twinning from Kenora to the border. (Manitoba) MIT is coordinating with MTO on the portion of the Trans-Canada twinning from the border to Falcon Lake."

In a separate initiative, Manitoba is also undertaking a transportation facility study for the Emerson, Man./Pembina, North Dakota Port of Entry to assess methods of alleviating congestion at what is considered an important Canada-US gateway, due to a direct connection to the US Intersate system, or I-29.

The expansion is considered vital to expedite trade, consolidate services, address infrastructure priorities, improve public safety, and reduce border line-ups with vehicles waiting to enter the US, according to

Chadha.

There are approximately 1,600 vehicles a day heading for the Emerson-Pembina crossing, of which approximately 65% are commercial trucks. Long line-ups for US inspections are frequent – especially on the weekends, when it's not uncommon for the vehicle queue to be up to a mile long.

US-bound shoppers slow border traffic at Emerson, reports

'Over the last few years, we have seen a significant amount of traffic growth, largely in terms of trucking.'

Amarjit Chadha



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MATS – Technology

Bendix offers Wingman cruise control system with active braking

LOUISVILLE, Ky. – Bendix introduced Wingman ACB at the Mid-America Trucking Show, an active cruise system with braking capabilities.

The radar-based system detects moving objects in a truck's path and sounds a variety of audible alerts if a pre-determined following distance is compromised. If the driver fails to react on time, the system will intervene and de-throttle the engine, apply the engine brake and if necessary it will also apply the service brakes, Bendix officials explained. If cruise is not activated, the driver will still receive the audible alerts, but the brakes will not be applied. The default following distance is 2.8 seconds, but it can be increased by the fleet.

The system has been designed to complement Bendix's full-stability system, explained Fred Andersky, marketing director for the Bendix

controls product business. That way, an automatic application of the brakes will not send the vehicle out of control.

"As active safety systems that automatically apply brakes increase, they will be built on a foundation of full stability," said Andersky.

"Why? Because roll-only systems don't possess all the sensors and braking capability needed to interpret conditions and respond appropriately – and may increase instability of the vehicle during automatic braking events on slick surfaces. Therefore, full-stability is a critical part of systems that include an active braking component."

Andersky also pointed out the system can be fully-integrated into a truck's in-dash display. He noted that's the place driver's instinctively look to when they hear an audible alert.

The Wingman ACB system has



WINGMAN: Mack and Volvo are the first to offer versions of the new Bendix Wingman active cruise control system with braking capabilities.

proven popular already. Later at the show both Volvo and Mack announced availability of their versions of the system.

In Volvo's case, it's called Volvo Enhanced Cruise, and Mack is calling its version Mack Road Stability Advantage by Bendix with

Adaptive Cruise Control.

Trucks can immediately be ordered with Wingman ACB from OEMs that offer it, Bendix officials noted.

OEM availability and product ordering codes will be published at www.bendix.com. □

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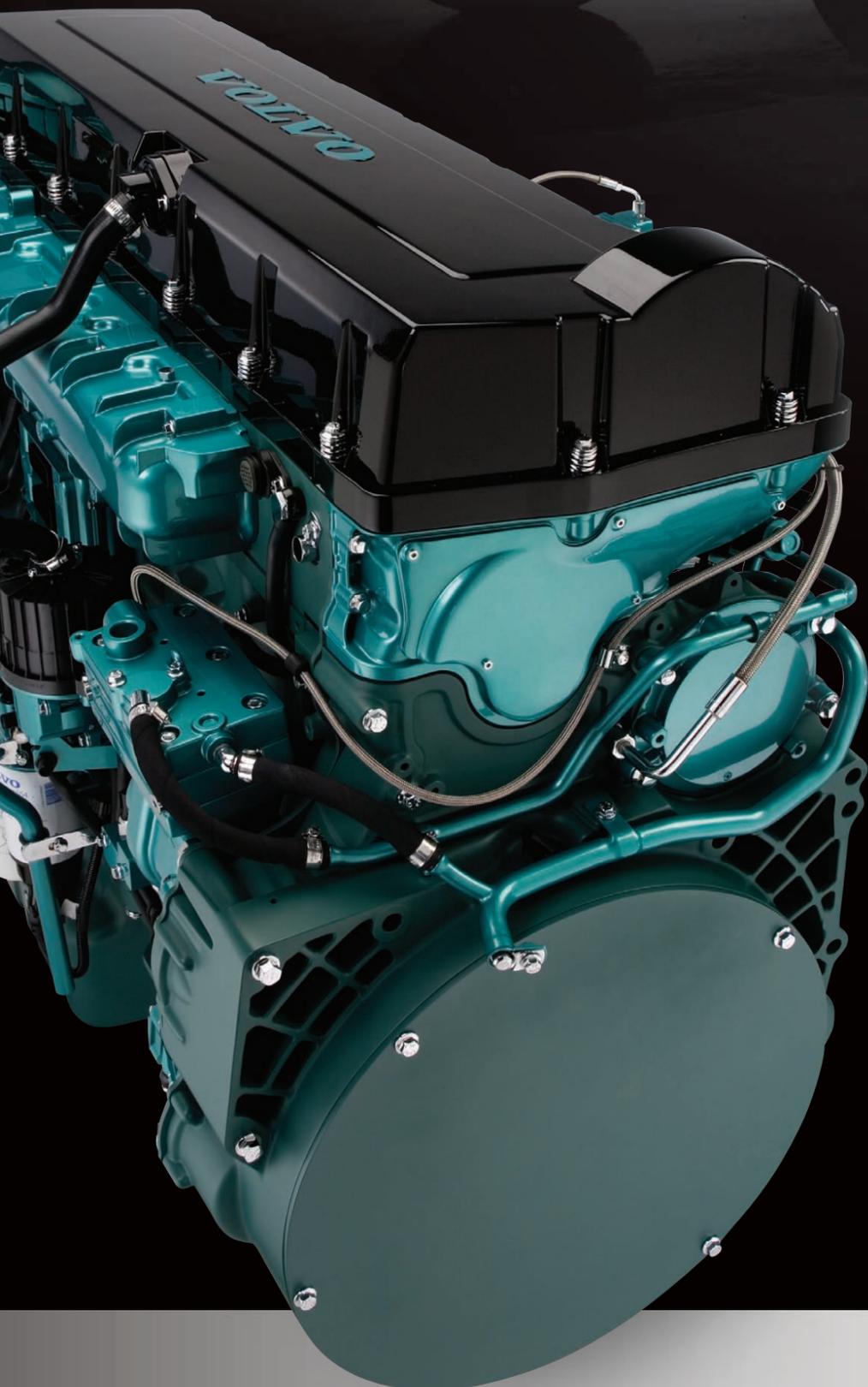
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Navistar partners with Harley-Davidson to create special edition LoneStar

By Lou Smyrlis

LOUISVILLE, Ky. – It's darn near impossible to find a trucker who doesn't have dreams of riding a Harley, and hard-charging Navistar is banking on the good name of the legendary motorcycle brand in unveiling the International LoneStar Harley-Davidson Special Edition.

Unveiled at the Mid-America Trucking Show, the truck's deep black paint and contrasting silver and orange striping is a definite eye catcher.

"The Harley-Davidson Special Edition takes LoneStar to the next level," said Dee Kapur, president, Navistar Truck Group. "It's the perfect combination of LoneStar originality and Harley-Davidson authenticity."

The truck's headlights are actual authentic headlamps from Harley-Davidson motorcycles and the leather seats feature the same



Harley-Davidson Bar and Shield that appear on Harley-Davidson motorcycles.

Exterior features include:

- Metallic black paint with contrasting silver/orange striping in classic Harley-Davidson style;
- Distinctive grille, inspired from the 1939 International D-series with distinctive Harley-Davidson logo-type side graphics;

- Deep, clean, and simple front bumper with integrated fog and marker/turn lamps and optional Double Six bumper light bar;
- Authentic Harley-Davidson headlights, pulled directly from the famous Harley-Davidson Screamin' Eagle Performance Division;
- Seven-inch chrome stacks with aggressive bologna cut tips for a custom look;
- Set-back fuel tanks for a sleeker, west coast appearance;
- Custom-forged and machined 24.5-inch aluminum wheels with unique lug nut covers and Harley-Davidson Bar and Shield center caps;
- Unique formed super-deep custom sunshade and a distinctive aluminum battery box sporting Harley-Davidson Bar and Shield logos.

The LoneStar Harley-Davidson Special Edition can also be customized to reflect the owner's

personality. Owners can make their truck uniquely their own with more than 40 customization options available at launch.

Interior features include:

- Bright finish shift lever with engraved limited production engine-turned number plate on a custom shifter handle including owners name and a distinct limited edition serial number;
- Rich, black perforated leather upholstery with color-coordinated black-on-black stitching throughout;
- Harley-Davidson fuel tank badges on front seatbacks and rear couch bolster;
- Special Edition instrument cluster featuring hooded gauges with turned aluminum faces and an engine-turned argent coloured housing background for the cluster and secondary display;
- Harley-Davidson logo-types debossed into rich leather door panel top-covers;
- Distinctive dark rosewood cabinetry and instrument panel accents and a rich dark walnut insert in the sleeper floor.

The International LoneStar Harley-Davidson Special Edition is available in a sleeper configuration only. It is now available for order and will enter production in June. Only 250 units will be produced in 2009.

For a product walk-around, go to www.internationaltrucks.com/lonestarhd. □

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MATS – Lighting

Grote introduces LightForm LED strips

LOUISVILLE, Ky. – Grote Industries displayed at the Mid-America Trucking Show for the first time a line of paper-thin, flexible LED strips the company says are 98% smaller than traditional LEDs.

The new LightForm strips are less than 1 mm thick and are fully-flexible so they can be wrapped around corners. The peel-and-stick design allows for easy installation and strips can be cut to length using a pair of scissors. Grote showcased a wide range of colours, shapes and sizes to the trade press here during a press conference. The launch coincides with the 20th anniversary of Grote's first LED marker lamp.

"LightForm is a game-changer that will dramatically alter the way the industry uses lighting, while challenging all of our imaginations in the process," said Dominic Grote, vice-president of sales and marketing. "This is one of the most radically innovative lighting products to come along in decades."

The company is also touting its LightForm line as an environmentally-friendly option, since it contains only 2% of the raw materials required for conventional LEDs. The lights have a wide range of applications on both the exterior and interior of vehicles.

"LightForm allows customers to create things inside the vehicle they've never been able to do be-



SMALL, BUT COMPLIANT: Grote says its LightForm LED strips are compliant, despite the tiny size of the diodes.

fore," said Grote. "You can bend the lighting around corners, over contours and into complicated shapes."

The LightForm products will be on the market by the end of the year, Grote said, adding prices will be "competitive" with current LED offerings. □

Truck-Lite introduces LED headlamp

LOUISVILLE, Ky. – Truck-Lite has unveiled what it claims to be the world's first 12-volt, seven-inch round LED headlamp. A 24-volt design has been used by the US military in Iraq and Afghanistan, where it's been known to take a bullet without shattering, Truck-Lite officials said at the Mid-America Trucking Show.

Brad Van Riper, senior vice-president and chief technology officer with Truck-Lite, said the 24-volt variation has saved lives, allowing soldiers to identify roadside bombs at night.

The truck version of the light boasts a life expectancy 50 times greater than incandescents, officials said. It's also 30 times more impact-resistant than glass headlamps, according to the company.

The new LED headlamp provides a whiter, crisper light than traditional incandescents – a claim



that was backed by a demonstration at a press conference here. The 10-diode lamp also meets or exceeds all DoT requirements, according to the company.

The new lamps cost US\$350 each, or US\$700 for a pair. However, company officials said the improved durability and extended life – not to mention safety benefits – will provide value, even at that price. □

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The ABCs of AGM



By John G. Smith

One truck battery can look like the next. The charged cubes all include positive and negative terminals and they are all called upon to offer the energy for everything from starting requirements to battery-powered HVAC systems.

That is where the similarities end.

Thanks to the absorbent material between the plates of an Absorbed Glass Mat (AGM) battery, these sealed designs resist damage from vibration, will not spill and can offer 1.5 times as many cycles as a dual-purpose flooded battery.

They may cost twice as much as their flooded counterparts – and can be 6 lbs heavier – but some test results unveiled during a recent meeting of the Technology and Maintenance Council suggest that the investment may be worthwhile. One fleet compared 68 trucks with flooded batteries to 69 trucks with AGM batteries. Just 34 months later, maintenance teams had replaced 113 of the flooded batteries and a mere eight of the AGM designs.

The advantages don't end there. A lower internal resistance means the

Your AGM batteries may perform better, but they have unique maintenance needs

batteries can be recharged in half the time. And an AGM offers a higher capacity and improved power density, says Jeff Coleman, director of OEM sales for East Penn/Deka.

It explains the growing popularity of the AGM batteries in trucks that need additional cranking power or extra cycle life.

Fleet maintenance managers simply need to be aware of the related maintenance issues that emerge.

To start with, AGM batteries should not be mixed with flooded batteries in the same battery pack for an extended period of time.

The batteries will also require different charging and testing procedures, notes Fred Feres a senior engineering manager at Exide Battery. If the AGM is not damaged, and the Open Circuit Voltage (OCV) is higher than 12.6 volts, the shop can begin load testing. If the voltage is lower than that, the battery has to be charged.

When trying to determine the battery's state of charge while everything is still on the vehicle, mechanics will need to stop the engine, turn on the high beams, set the fan blower on high for one minute, and then switch off the high beams and blower to allow the battery to rest in an open circuit for five minutes. Then the voltage can be tested.

If the batteries are removed from the vehicle, mechanics will need to apply a load at 300 amps or half the battery's CCA rating for 15 seconds, and then wait up to 10 minutes before testing the voltage at the battery terminals.

"You can't use just any charger," Feres adds, referring to those that are designed for AGM models. The DC voltage needs to be regulated to between 14.1 and 14.6 volts, and the chargers need to automatically terminate once the process is complete.

Charging can be performed on

the vehicle, but the better option is to remove the batteries in the shop, he adds.

The charging process should also take place between 15 and 30 Celsius. The best approach is to charge the batteries in parallel, while the output should be rated to provide 10 to 35 amps of maximum charging power per battery. Terminal adaptors should also be used to prevent damage to the threads.

In most cases, charger labels will indicate whether or not an individual piece of equipment can be used on an AGM battery. To ensure everything is okay, connect the charger to a fully charged AGM battery at 12.8 volts or more at room temperature. After three hours of consecutive charging, the maximum voltage should be between 13.8 and 14.6 volts.

There is a learning curve, to be sure, but the industry has adapted to battery changes in the past.

Decades ago, the batteries still had filler caps. Now the hydrometers have been relegated to the bottom of old toolboxes.

Who knows how long flooded batteries will remain. □

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Talk it out

Extended warranties forgotten? Repairs taking too long? Better communication may be the answer

By John G. Smith

Jerry Springer's name was bound to come to mind when the Technology and Maintenance Council (TMC) announced that dealers and fleet maintenance managers would participate in a "talk show" during February's annual meeting. The well-respected maintenance group has been known to raise pointed questions that can make suppliers squirm in their seats, after all.

But after identifying challenges ranging from purchase order procedures to the pricing of services, both sides did find some common ground in the way these issues can be addressed.

"It all comes down to communication," observed moderator Darryl W. Stuart of DWS Fleet Management. "The smaller you

president procurement and shop operations at Swift Transportation, "but there is a definite difference between good profit and bad profit, and bad profit costs trust. Determine from an ethical standpoint whether it's good profit or bad profit and stop the bad profit," she said to applause from maintenance managers in the audience.

Stuart went a step further, suggesting that fleets can leverage an important power in these situations.

"At the end of the day, you have the power of purchase," he said. "The purchase order does not trigger automatic payment."

"Before you just don't pay it, the next day just call somebody at least once and say, 'I'm just trying to be reasonable,'" countered Jim McCullough, president and dealer

of spec's," explained Jack Saum, CEO of Beltway Companies, which operates eight International dealerships in Maryland. Warranty matters may also require extra time because a dealership's shop will need to follow a specific set of procedures outlined by the Original Equipment Manufacturer. Eaton, for example, requires photos to be taken in the event a rear end fails. Certain diagnostic trees will also need to be followed.

Still, Frank Nicholson at Transam Fleet is frustrated when his road assist department understands a warranty system's computer screen better than the dealership's personnel. And he balks at dealers or technicians who try to take on the role of a warranty administrator.

"Follow the procedures. Don't follow what used to be," he said, noting how he doesn't want to hear a dismissive "we know it's not covered" from the employees of a shop.

While fleets complained about the need for extended warranties to be honored, the dealerships responded that they need fleets to press suppliers to ensure that everyone knows about the related coverage.

"Oftentimes, we don't even know what extended warranty you do have," observed Brad Faurve, president of the Velocity Vehicle Group in California. "Push the vendors to have visibility on what warranty is available."

The key solution to all of these issues appeared to involve something as simple as the art of communication. It is why Marvin Psalmond, director of maintenance at Dean Foods, says his fleet personnel actively try to get to know the individual managers within a dealership. And it is why Calbi suggests that dealerships should take the time to understand their customers – from the equipment that is used to the operating hours.

It is also important to manage the way the information is delivered. It is better to share details during each step in the job so the data can be entered into fleet computer systems as it arrives, added Nicholson, noting how he will not release a purchase order until a job is reviewed.

"If you do an engine repair, how many job steps are in that?" he asked, referring to the data that needs to be entered at the fleet level. "You're asking an awful lot



of the road assist department (if it is all sent at once)."

It is the type of dialogue that could help to address the way jobs are prioritized within a dealership. Some of the dealers on the panel discussed "triage" systems that help to prioritize and expedite repairs as quickly as possible. Others talked about the priority that they give to loaded equipment.

Dealerships may also need to reconsider how they "qualify" the drivers, Calbi said. One may have an empty trailer, while another needs to meet the standards of a courier such as FedEx or UPS that requires 99% of loads to be on time.

"Being late is just not part of the equation," she said, noting how lanes will be lost if the on-time commitment is sacrificed. "Ask the driver, 'Do you have a hot load, is it empty, do you have a sensitive or high-value load?' That may need to be parked in a certain area."

"A lot of times the trucks get lost in the shift change if you're 24/7 so you have to check our processes and ensure that doesn't happen," she added.

"I take it a step further. We need a contact even beyond the driver because his sense of urgency may be different from the fleet's," says George Pavin, president of the Kriete Group, a Mack dealer in Wisconsin.

Again, an open line of communication was seen as crucial to the solution.

"If it's going to sit for four days, tell us that. I may decide to take it to another dealer, but that doesn't mean you're a bad dealer," added Doug White, vice-president of maintenance at Dunbar Armored. "I may call you a name on the phone (but) I can't make that decision if I don't know the truth."

The timing of such discussions may even be better than ever.

"We are very hungry for work," Faurve says of the current economic environment. "You're going to find some very willing participants in that conversation." □



are, the more important that relationship is."

Members of the panel candidly admitted that the biggest customers tend to be bumped to the front of the line. "If we see you a lot, we're going to take care of you a lot," said Daryl Gorup, Rush Enterprises' senior vice-president, dealer operations. But regardless of the size of their businesses, several fleet representatives suggested that shops are taking advantage of customers who have vehicles that are stranded far from home. Jobs that would normally require six hours of labour suddenly require 12 hours of work.

"There is nothing wrong with profit," said Michele Calbi, vice-

principal of General Truck Sales and Service in Memphis. "When we get to know each other and have open lines of communication and relationship building, it's amazing that a lot of these problems get solved."

Fleets and dealerships on the panel even admitted that there may be other explanations for longer repair times. The industry's standard repair times (SRT) for warranty work will not always reflect real-world situations. In other cases, fleets will likely be able to complete the work more quickly in the confines of a captive shop.

"A fleet does have a distinct advantage over us because they are dealing with a consistent number

Against the fence

How to properly park equipment – and ensure it's ready to roll when needed

It's a grim reality that during the current recession, many fleets are faced with the prospect of parking trucks indefinitely.

In an industry where profits are derived from maximizing asset utilization, parking trucks is not ideal. However, the worldwide recession has also dried up the export market and even used truck sales are slow – so in some cases there's no alternative but to park equipment and wait out the downturn.

If you're forced to park trucks and trailers for an extended period of time, it's important to prepare them for downtime in such a way that ensures they're ready to roll when they're called back into service. Taking the time to prepare trucks before putting them to rest will result in less downtime when they're put back on the road.

One of the most important considerations on trucks and trailers are the tires, according to Tim Miller, commercial tire marketing manager with Goodyear.

"Often, fleets will just park a tractor and trailer without giving much thought to tires," said Miller. "But a little preventive care will extend the life of tires, as time, moisture and inflation levels all play a part in wearing out a tire, even if it sits idle. UV rays are harmful to many tires and as a tire sits, it loses air, plus long stints without moving the vehicle can cause tire flat spotting. So it's important to spend a little time with your tires prior to parking your vehicle."

Some tips for tire care include: Taking the load off the tires or overinflating by 25%; keeping the sidewalls out of harmful UV rays; and moving the vehicle regularly to prevent flat spotting.

Parked tractors should be turned on regularly to prevent batteries from draining and to keep seals lubricated. When you're running the tractor, be sure to turn on the air conditioning or defrost system, suggests Frank Burrow, manager of product support with Red Dot Corp. – a supplier of climate control systems.

"We used to tell everyone at least once a month you should turn on your A/C system and keep the seals lubricated," Burrow says. "Once we get into several months of sitting, seals may begin to dry out and any moisture in the system can start to corrode components. You won't get the component life

or performance you expect."

Running the air conditioning system lubricates the compressor. Failing to do so can result in o-rings and seals drying out, resulting in leaks and poor performance when the truck is put back into service.

Ray Camball, an industry consultant and mechanical engineer, says all wiring connections

should be sprayed with Krown or an equivalent product to prevent corrosion. If you're parking a trailer, Camball suggests: ensuring doors are closed tight to avoid leaks; inspecting the trailer roof and walls for leakage; and ensuring the landing gear's feet are on a firm surface. He also suggests covering gladhand openings with screens so insects don't climb

inside and later get blown into valves. Camball said where you park is as important as the other considerations.

"Consider locations and ways to position units to discourage theft of tires, lights and the trailer itself," he says.

The following suggestions have been gathered from industry experts:

Under the hood:

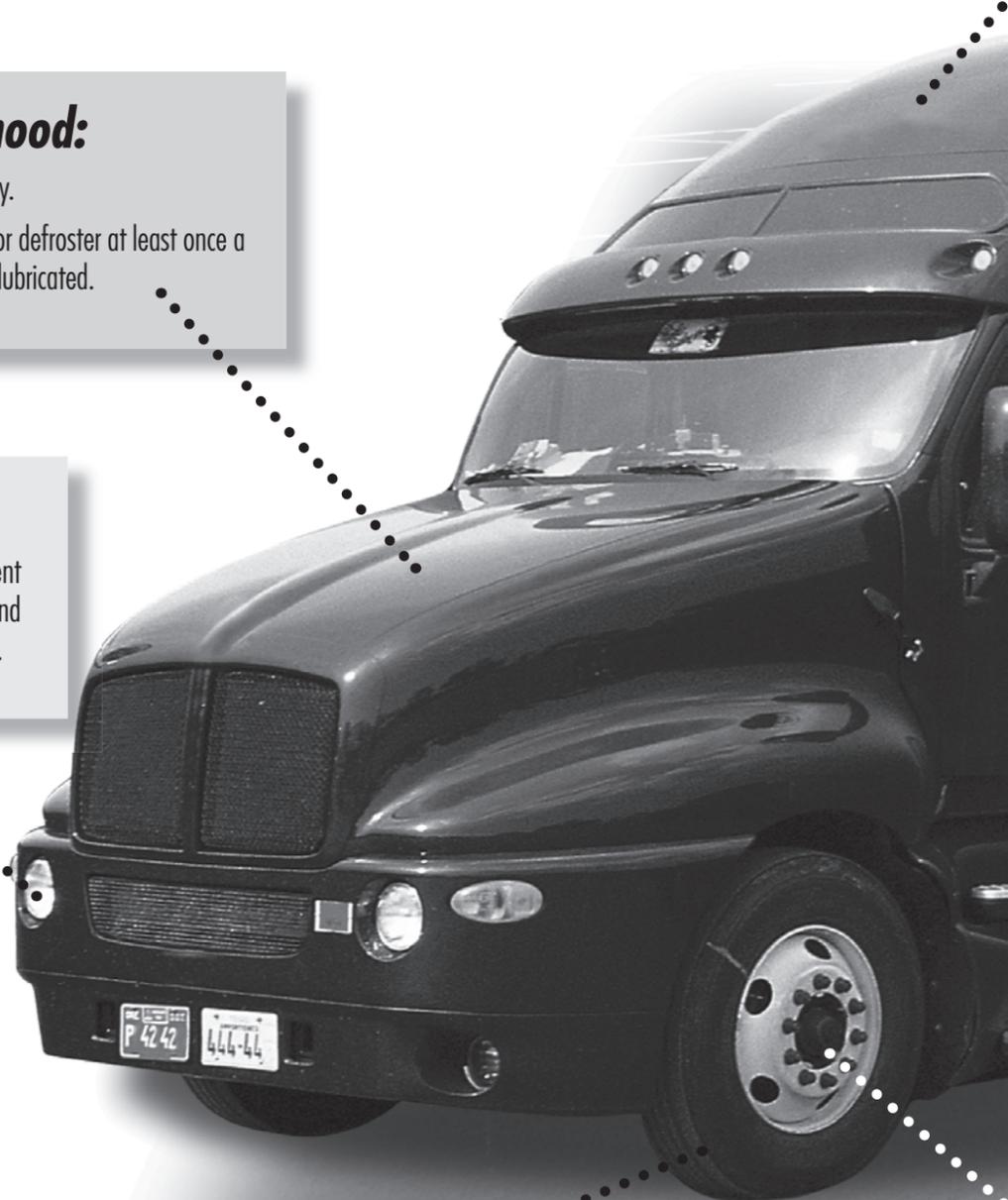
- Disconnect the battery.
- Turn on A/C system or defroster at least once a month to keep seals lubricated.

Wiring:

- Spray all wiring with Krown or an equivalent product, to provide a protective coating and prevent corrosion from forming in crevices.

Truck Tires:

- If parking for more than two months, put the truck on blocks if possible to take the load off the tires. Otherwise, overinflate by 25%.
- Protective oils can be drawn from the tires by fresh earth and concrete. Consider parking on plywood boards or scrap cardboard rather than dirt or freshly-laid concrete.
- Before putting the truck back in service, remember to restore inflation to recommended pressures.



MAINTENANCE 2009

Truck:

- Move the truck at least once every three months. This will prevent tires from flat spotting and also help the bearings, axles and other components. But don't move vehicles when it's extremely cold out, as it could do more harm than good.
- Park in a place that deters theft. Ensure records are up to date for easy reporting if a parked truck or trailer goes missing.

Trailer:

- Unload the trailer if possible to lighten the load being supported by the tires and landing gear.
- Grease components such as landing gear, B-train rollers, pins, etc. to avoid corrosion.
- Ensure doors are properly closed to avoid rain and snow from getting inside vans.
- Look for signs of roof or wall leaks and repair them to avoid water damage.
- Place wooden planks under landing gear so it doesn't sink when the ground thaws, potentially causing fifth wheel damage upon hook-up.



Wheels/brakes:

- Don't park trucks in sitting water. Try to lift the wheels off the ground or park on a firm, clean, well-drained surface.

Air system:

- Drain air tanks to prevent moisture from collecting.
- Place screens or covers over gladhand openings to prevent earwigs, wasps and other critters from climbing inside.

Trailer Tires:

- To help avoid flat spotting, inflate tires to 25% above recommended inflation pressure. (But don't exceed wheel or rim manufacturer's maximum inflation capacity).
- Check tire pressure weekly to detect any slow leaks.
- Re-inflate to recommended pressure +25% every two months.
- Try to park out of direct sunlight, so sidewalls are protected from harmful UV rays. If that's not feasible, cover the tires with opaque plastic or a fabric tarp, Goodyear recommends. You can also protect tires from sunlight by using the orientation of van trailers and buildings.
- Before putting the truck back in service, remember to restore inflation to recommended pressures.

Fleet News



WHAT RECESSION?: Challenger's new 10-acre terminal in Aldergrove will allow it to expand its western capabilities.

Challenger expands western presence

ALDERGROVE, B.C. – Seemingly thumbing its nose at rumour-mongers who have questioned the health of Challenger Motor Freight, the company has just announced the opening of a new 10-acre terminal here.

The new location comes complete with driver amenities and offices and more than doubles its previous space, in order to accommodate further growth in the west, the company has announced.

“Challenger’s B.C. operation has seen double-digit growth each of the past four years,” said Brian Jones, regional manager for Challenger. “We began operations in the west 14 years ago primarily as a service to one of Canada’s largest couriers. It’s now home to more than 100 B.C. drivers and in-house staff, and we’re still growing.”

The new terminal houses truck maintenance and service facilities and in-house fueling capabilities. It also complies with the US C-TPAT security program with ad-

vanced yard safety. Challenger noted in a release that the timing of the expansion coincides with the downsizing or amalgamation of many competitors.

The company said the new facility poises it to grow its regional business in B.C., Alberta, Washington State and Oregon with its fleet of tandem, tridem and quad-axle trailers.

“We’ve become a major player in Western Canada’s tri-axle and the US quad-axle business, quadrupling our volumes within the Pacific Northwest and Alberta/B.C. in the last two years, and we’ll be exploring new opportunities in drayage, warehousing, air and ocean services through our Logistics Division,” Jones said. “The opportunities for growth are significant, and we are positioned and prepared to supply these services to our customers.”

Challenger has not yet set a date for an open house at its new western terminal, which will be home base for more than 100 drivers and administration staff. □

Reimer Express, Yellow Canada brands merged

WINNIPEG, Man. – Reimer Express Lines and Yellow Canada have been merged into a “single market facing brand” to be known as YRC Reimer, YRC Worldwide has announced. The company says the move will offer Canadian customers advantages due to the inte-

gration of the YRC network, such as simplified access to “flexible, efficient solutions.”

The company says the name change will not impact the company’s working relationships. A new logo is in the works, the company says. □

Schneider Logistics shares industry outlook

GREEN BAY, Wis. – Flat truckload rates, 1-3% rate increases for LTL carriers, increased trucking bankruptcies and declining truck sales are a few things Schneider Logistics experts see when looking ahead to the remainder of 2009.

The company issued its annual *State of the Transportation Industry Review 2008* recently, which also explored what lies ahead for transportation companies in 2009.

Looking at the US economy in general, Schneider is not expecting a rapid recovery.

“The consensus forecast remains weak with cautious optimism that freight demand may begin to turn by the end of year,” Schneider said in its report. “Although we may see the flattening and initial reverse of many of the major indicators at this time, we know that it takes approximately 3% annualized growth in GDP to drive freight demand to a point where the transportation industry is fully re-engaged. As of now, most economists don’t expect us to reach that 3% mark until mid 2010.”

The report suggests truckload rates will remain flat in 2009, since “we find capacity to be reducing slower than demand leaving an excess of capacity in the market.”

Schneider anticipates it may be 2010 before truckload carriers begin to see rates swing upwards. The news is a bit better for LTL carriers, who can expect a 1-3% rate increase.

“Even with industrial demand faltering and exports slowing, our forecast model calls for the inflation trend in LTL tags to peak in the first quarter of 2009,” the report suggests.

Overall, Schneider Logistics expects to see: an increase in trucking bankruptcies in the first and second quarters; a continuing decrease of diesel prices; the credit crunch and lack of cash weighing heavily on carriers; continued downward pressure on rates; and new truck orders falling to 2001 levels.

Wise shippers should be locking in capacity, according to the report.

“Shippers should not be lulled into a false sense of security that there is a lot of capacity,” the report warns. “Two thousand six hundred and ninety (2,690) companies went bankrupt or closed through mid-November, with more to come when licence tag payments come due in Q1... That kind of capacity draw-down will leave a major dent when the economy finally turns around.”

The report says shippers should be securing long-term contracts with their carriers to ensure they have the necessary capacity to move their goods when the rebound occurs.

“A critical strategy shippers should already have in place is working with their carriers to ensure they have contracts in place that will ensure adequate truck supply once capacity tightens again,” Schneider Logistics suggests. “Many shippers are not looking far enough ahead to recovery. If they don’t look at where carriers are going to be a year from now, they will see considerable delays because capacity will simply not be available. It will become critical that shippers align themselves with larger, asset based carriers that have the ability to add capacity.”

In Canada specifically, the report says “transportation and logistics firms, whose balance sheets are already weak, could be particularly vulnerable. We can expect to see further reductions in capacity over the next few quarters.”

While the declining value of the loonie and decreasing fuel costs are good news for Canadian carriers, they are offset by decreased demand in the US, a struggling auto sector and volatile fuel prices.

“Manufacturers and logistics providers’ alike need to evaluate their respective markets in 2009 and reflect on what it means to create real value in an economy,” Schneider says in the report. □

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Mascot Truck Parts moves into new Ontario remanufacturing plant

By James Menzies

MISSISSAUGA, Ont. – Mascot Truck Parts recently merged its three Ontario plants into one – but don't mistake the consolidation as downsizing.

The parts remanufacturer, which was acquired by ArvinMeritor in December 2007, has moved into a new state-of-the-art, 100,000 sq.-ft. headquarters and remanufacturing plant. Previously, the company had three Mississauga locations and considerable time was spent shuttling people and parts between them.

Glenn Hanthorn, president of Mascot Truck Parts said the company was putting "lots of miles" on cars running between the three plants.

"It wasn't very efficient," he said Apr. 29, during the grand opening of the new location on Admiral Drive. "The consolidation allows for quicker decision-making and reduced cycle-times as well as consistent processes for all products."

The move has increased production capacity for axle carriers and transmissions by about 20%, the company said.

In the midst of a severe recession and everyday talk about the demise of Ontario's manufacturing sector, Mascot Truck Parts stands out as a refreshing success story. The new plant is bright, vibrant and most importantly – busy. When the plant was opened to the media Apr. 29, it was humming with activity. Everything from differentials to transmissions and steering gears was being remanufactured at the plant and Hanthorn said so far, no layoffs have been necessary at Mascot.

Mascot's beginnings can be traced back to the 1930s when it served primarily as an auto wrecker.

In the 1960s it began specializing in truck parts and it then evolved into an all-makes remanufacturer.

In 1989, it adopted a wholesale strategy that remains in place today.

Since Mascot didn't compete with its customers by selling direct to the end-user, the company's strategy allowed it to focus on helping its customers grow their own businesses,

Hanthorn explained. The lone exception to the rule is a "repair and return" service offered to fleets and owner/operators.

O/Os can bring in a faulty transmission and have it back within a day, Hanthorn explained.

"That's a huge part of our business," he said. The typical turnaround time for a transmission is just five to six hours, according to the company.

In addition to its Mississauga plant, the company operates remanufacturing facilities in Edmonton, Moncton and Montreal.

The company's success caught the attention of ArvinMeritor, which saw in Mascot an opportunity to gain a foothold in segments of the aftermarket where it didn't already have a presence.

Terry Livingston, general manager – North America, for ArvinMeritor's Commercial Vehicle Aftermarket, was on-hand at the grand opening celebrations. He explained that the all-makes nature of Mascot was appealing.

"We don't focus only on our own product," he said. "We focus on other peoples' products as well, which extends us beyond our own product lines. Our market increased and it let us into revenue cycles that, frankly, we would have been outside of."

ArvinMeritor has been impressed with the professionalism of the company, which Livingston said will be leveraged across its global operations.

"We want to take the spirit, the knowledge and the expertise we have here and transplant that out to other areas," said Livingston. "We need the wind in the sails that these guys provide us."

That's high praise for a company that remains modest, yet proud of its humble beginnings. Hanthorn admitted he never thought he'd see the day that Mascot was entertaining the media.

In an interview that was aired in the May 7 episode of our WebTV show *Transportation Matters* (available at Trucknews.com), Hanthorn

said the ArvinMeritor acquisition was "the best thing that's ever happened to us."

The monthly output of Mascot's new plant is truly impressive: 350-450 transmissions; 640-650 differentials; and 525 steering gears. The

company has about 11,000 pieces of equipment available through its network of nearly 30 North American distribution points. The new Mascot headquarters also houses a customer support centre, which handles 500-700 calls per day. □

Shell, HDDC award scholarships to future technicians

CALGARY, Alta. – Shell Canada and the Heavy-Duty Distributor Council (HDDC) teamed up to award scholarships to five future heavy-duty technicians.

"Shell Canada is proud to team with the HDDC to provide scholarships to Canada's transport future," said Kim Melanson, marketing program coordinator – business to business for Shell Canada. "This year's award recipients are very deserving of this scholarship."

The \$2,000 scholarships were awarded to five students from across Canada, based on: academic merit; financial need; and commitment to contributing to the future success of the trucking industry.

"Everything comes by truck, and this is why training young people to maintain complex vehicles is so important," added Al Tucker, managing director of the HDDC.

"The colleges are preparing students to enter the transport field with a real knowledge of this field. Working with a company like Shell Canada is really a great marriage. The HDDC takes the role of researching and supplying information, while Shell Canada helps spread information across the transport industry."

The 2008 Heavy-Duty Technician Scholarship recipients included: Mark Alger, B.C., B.C. Institute of Technology; Defeng Yu, Alberta/NWT, Northern Alberta Institute of Technology; Julianne Bouwhuis, Ontario, Fanshawe College; Sylvain Bacon, Quebec, Centre d'études professionnelles; and Frederik Godbout, Atlantic Canada, College Communautaire du Nouveau-Brunswick. For more info, visit www.shell.ca/transport. □

B.C. International dealers restructure

VANCOUVER, B.C. – International dealer Co-Van International is restructuring and taking on a new name.

The B.C. dealership will be called Harbour International Trucks and will bring Co-Van, Cascadia and Westlang together into one group, according to dealership management.

"This name unites three companies, Co-Van, Cascadia and Westlang into one cohesive group. Our locations in Coquitlam, Nanaimo and Langley, combined with our strong group of associate dealers, give us extensive customer support facilities throughout south-

western British Columbia," said Rob Owen, general manager.

Meanwhile, Harbour International is relocating and expanding its Surrey, B.C. facility in September.

The new digs will be at 19880-96th Ave., Langley, B.C. The facility will be expanded from five bays to 14, management says.

The expansion and relocation was the brainchild of Jim Hebe, who served as president of the dealerships before taking on the position of senior vice-president of North American sales with International's parent company Navistar. □

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DAVID FORTIN
32468

D.O.B.: June 9, 1994

Missing since: February 10, 2009

Missing from: Alma, QC

Height: 5' 8"

Weight: 165 lbs.

Eye Colour: Brown

Hair Colour: Brown

Language Spoken: French



He was last seen wearing blue jeans, a red coat with the inscription "Polaris", beige running shoes and a black hooded sweatshirt ("Volcom" Brand).

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PERFORMANCE DRIVEN

THOU SHUNT NOT KILL!

Mark Dalton: Owner Operator

FICTION

By Edo van Belkom

Part 2

The story so far:

Mark is on his way to a huge truck yard near Vancouver. He calls Bud, but his dispatcher has no loads for him and none on the horizon. When Mark reaches the yard, there are cops everywhere investigating a murder. Mark parks his trailer and manages to wedge it into a very tight spot. The yard manager sees Mark park his trailer and is so impressed he offers Mark a job as shunt driver to replace the driver who'd recently been killed in the yard...

An hour later, Mark was sitting behind the wheel of an Ottawa tractor while another shunt driver stood by the open door explaining the operation of the truck to him.

"Now you'll be doing five or six moves an hour, 60 to a hundred moves a day, so you're going to have to become familiar with the controls that let you pick up and drop a trailer from inside the cab."

"You mean I don't have to get out of the truck?" Mark asked, liking the job already.

"Not to grab a trailer, but you'll be getting out of the truck every time you place a trailer, walking 50 feet to the back of the trailer to open up the barn doors, then 50 feet back to the tractor to take it to a loading dock. Then once it's loaded you've got to walk 50 feet to close the doors, then 50 feet back to the tractor. That's a hundred times a hundred feet with 200 door openings and closings every shift."

"I see," said Mark, suddenly feeling tired.

"You'll get a feel for the yard after a while, but you're going to want to keep all the regular carriers close to the loading bays and send the less regular ones farther down the line."

Mark nodded. That made sense.

"And keep all the inbound loads together so they don't get mixed up with the other trailers because it'll cost you a lot of time if you've got to start digging out a trailer that should have been right by the door in the first place."

"Right," Mark nodded.

"The moves you have to make come up on your screen there. The move at the top of the list is the one that's got top priority, but don't forget to keep an eye on the next moves you're going to have to make because you'll save a lot of time by planning ahead."

When he didn't say anything more, Mark smiled at him, grabbed the wheel and turned it left and right. "Seems straightforward enough."

"Like everything in life, most of it's common sense."

"Anything else I need to know?"

"Uh, let me think," the man said, rubbing his chin. "There's a couple things you should look out for. One is critters."

"What?"

"Critters. Be careful when you open up a trailer, especially ones coming in from Mexico. Local trailers might have a

raccoon or feral cat inside them, but the ones from Mexico can have black widow spiders and deadly snakes inside them."

"There's something they don't mention in the job description," thought Mark. "What's the other thing?"

"Huh?"

"You said there were two things to watch out for, one was critters. What's the other?"

"Oh, yeah, right. Other drivers."

Mark chuckled.

"Don't laugh," said the man. "You think we're all brothers here, doing the same job, but it's not like that at all. You can tell a driver a hundred times where he's got to leave his truck and every time he'll play stupid and drop it wherever he feels like, blocking three or four trailers while he's doing it."

Mark wasn't laughing anymore. He'd dropped trailers anywhere he pleased dozens of times before without giving it a single thought - until now. "I can see how that'd be a problem."

"Then there are guys who will bring in a damaged trailer and hide it in the yard, then try to blame the shunt driver for the damage." Mark shook his head. That just wasn't right.

"And you have to watch out for drivers trying to steal new trailers out of the yard. It happens every once in a while and guess who gets blamed for it."

"The shunt driver?"

"Bingo!"

"Is that what happened to the guy who died?"

"You mean Billy?"

It was the first time Mark heard a name. "Yeah, did he get mixed up with someone trying to steal a truck?"

"Don't know. One of the other shunt drivers was opening up the barn doors of a Wabash yesterday and there was Billy, dead as a bolt."

"Had he been missing long?"

"Nah. He finished his shift and his wife didn't even know there was something wrong until the police called her."

"He was married?"

"With one kid and another one on the way."

"Do you think it was an accident, or somebody killed him?"

"That's for the police to figure out. All I can say is that there are plenty of shady drivers dropping loads off in this yard and with so much traffic going through here on any given day who knows for sure what's in every single truck?"

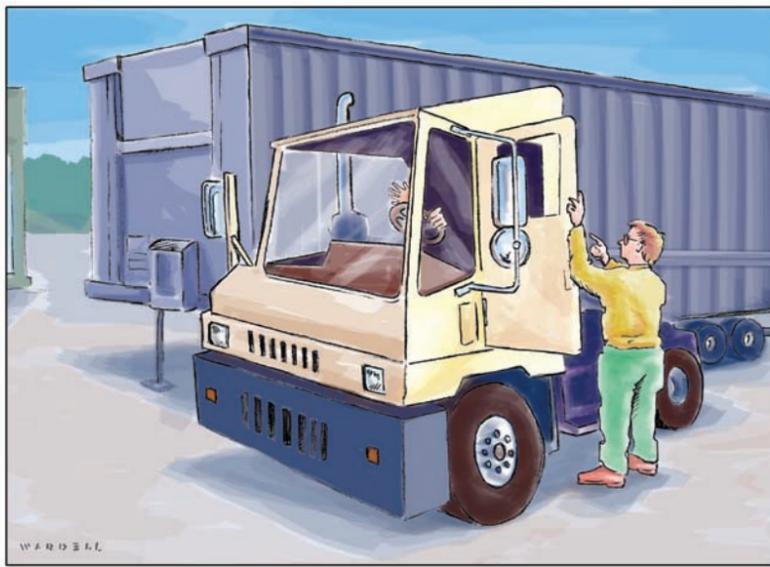
"A shunt driver would know."

"Maybe. But Billy was a straight arrow. He worked hard, was good at

shunting and he even liked the job. Can you believe that?"

"You don't like it?"

"I like it fine, especially since I don't have to deal with scales and borders. Heck, I don't even have to get my licence renewed if I don't want to since I never leave the yard." He laughed, then hopped down off the truck and waved to Mark. Mark returned the wave, then set his sights on the controls in front of him. When he felt sure he knew what he was doing, he turned the key in the ignition and suddenly the tiny cab roared to life. It was a strange feeling, being so close to the engine and able to feel it course



with power. He gunned the accelerator several times and felt the 240 hp Cat engine race beside him.

"Alright," he said, shifting the Ottawa into gear. "Let's move some trailers."

There were three trailers on his screen needing to be moved. The first was an easy one since the trailer was very close to the loading dock it needed to get to. The second one was a little bit tricky because he had to move another trailer out of the way to get at it and then move the first trailer back into position so it would be out of the way of traffic moving in and about the yard. So far, so good.

But when Mark scrolled down his list at the rest of the moves, he saw that the trailer he'd already moved twice was needed at a loading bay on the other side of the yard.

"Okay, I get it," he said aloud. "I've got to plan ahead and see what's coming up, not just what's at the top of the list."

With that in mind, Mark started looking at the list as a whole, making the most of his time and getting quicker with each new pick-up and drop-off he did.

After a couple of hours of moving trailers, Mark realized that there were parts of the yard that seemed a bit unorganized. Trailers from different carriers, shipping containers and the odd straight truck were parked in the northwest corner of the yard and none of them ever

came up on his list. It was like a corner of lost souls all huddled together in the hopes of one day being picked up by a three-axle, 10-wheel saviour that would take them out of their tiny corner of the world so they could escape the yard's fences and see the world that waited for them beyond the front gate. Mark stopped the Ottawa and gave his head a shake. He'd been shunt driving half a day and already he was daydreaming about lost souls and escaping trailers.

"I need a break," he said.

And as if on cue, he could hear the melodic toot of the coffee truck's horn as it signaled break time. Mark put the truck in gear and headed for the front gate. When he got there, several other drivers were standing in line at the side of the truck. Mark shut off his tractor and joined them.

"What'll you have?" asked the coffee man, whose name was likely 'Rosie' judging by the name on the side of the truck.

"Steak sandwich, coffee, a yogurt and an apple." Rosie smiled. "Coffee I got. Sandwich too, if you don't mind ham and cheese. The other stuff, I'll see if I can bring them tomorrow."

"Thanks," Mark said.

Then, realizing he was probably talking to the guy who knew more about the yard than anyone, he asked, "You been the coffee man in this yard for a while?"

"Fifteen years."

"So you knew Billy, then?"

"Since he started. One of my best customers."

"Nobody seems to have a bad thing to say about him."

"He was a great guy. Kept to himself, loved the job and never missed a single day in twelve years. They offered him a job inside, but he didn't want it. He just wanted to drive that stupid-looking truck all day long."

"Did he ever say why he didn't want the job?"

"Matter of fact he did," Rosie said. "He said he couldn't pull himself out of the yard just yet."

"Huh," Mark said. Then, "What do I owe you?"

"Seven-fifty."

Mark looked at the sandwich and coffee in his hands and doubted he'd ever be one of Rosie's regulars. Nevertheless he paid up and sat in his truck, eating and thinking. Why couldn't Billy leave the yard for the office? And, did that have something to do with his... murder?

Suddenly, shunt driving got a whole lot more interesting. □

- Mark Dalton returns next month in Part 3

The continuing adventures of Mark Dalton: Owner/Operator

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Opinion

The industry that keeps on giving

Despite the times, I'm happy to report that goodwill and generosity are alive and well in the land of the big rig. Case in point, we've teamed up with Chevron for the past three years to organize a charity golf tournament. It has sold out each year and all of the proceeds have been donated to a very worthwhile cause.

Along comes 2009 and I was skeptical that we'd get the sponsorship support needed in order to keep this event going. Out-voted by the golf committee (aka: Brenda, Kathy and Barb), they started making plans for the fourth edition. I am happy to report that we are not only seeing past sponsors step up to the plate, but new ones have also been secured.

Maybe I shouldn't have been so surprised. All of the proceeds are going to *Trucking for Wishes* a charity founded by NAL Insurance. It grants children who have life-threatening illnesses wishes that otherwise wouldn't be possible. Proceeds from our tournament will go to granting a five-year-old boy named Cole his wish to go on a Disney Cruise.

Cole was diagnosed with acute lymphoblastic leukemia when he was one year old. Over the next two years he spent almost 200 nights in hospitals, underwent 111 rounds of chemo, had four surgeries and 14 blood transfusions. His last round of chemo was Apr. 17, 2007 and if all goes well, he will be declared cured in April of 2010.

The tournament takes place

Publisher's Comment

Rob Wilkins



Tuesday June 16 (12:30 shotgun start) at Wooden Sticks Golf Club in Uxbridge. We still have a number of foursomes that we must have filled by the end of May, so please go to our Web site golfingforwishes.com, to sign up and help us grant Cole's wish. Sponsorship opportunities are available on the site as well.

I'd also like to mention another special event we have coming up. We are in the process of compiling our finalists for the Owner/Operator of the Year Award. Facilitated on behalf of our sponsors Freightliner, Castrol and Goodyear, this award recognizes a guy or gal who, in addition to having a clean abstract, goes above and beyond the norm at work, home or in the community. Past winners have been little league coaches, volunteer fireman and mentors to the younger generation. If you know someone who should be considered, go to pg. 6 and return the form to the attention of Kathy Penner. The award will be presented at the Fergus Truck Show. □

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

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Address _____ City _____ Prov/State _____

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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

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BOWMANVILLE, Ont. – A new pilot program will see up to 100 vehicles each totalling more than 40 metres in length hitting Ontario highways in the next few months.

Under the project, select carriers will be able to run single tractors pulling two 53-ft. trailers under certain conditions (see our cover story in this issue for full details). These vehicles, known as long combination vehicles (LCVs), have been lauded by proponents of the project as a way to reduce fuel and congestion on Ontario roads. But what do truckers think about sharing the road with these big rig behemoths? *Truck West* stopped by the Fifth Wheel Truck Stop to find out.

Robert Smith, a driver with Warren Transport out of Rexton, N.B., says that while he appreciates why the industry is experimenting with LCVs, he thinks they will prove to be a considerable challenge.

“It’s going to be a challenge, especially in Ontario from Napanee



Truck Stop Question

Adam Ledlow
Managing Editor

Should Ontario allow LCVs?

down into London...because the four-wheelers are not quite as forgiving as (in) some other provinces,” he says. “As far as I know, (in) most of Quebec, they’re only allowed in the right-hand lane and when you get behind some of us slow guys going about 65 kilometres an hour, it’s just not feasible to be right-hand lane only.”

Barry Watt, a driver with Trowbridge Transport in Stittsville, Ont., says he doesn’t have any problem with LCVs – provided they stay at a 90 km/h limit.



Barry Watt

“I don’t have any problem with it if they’re running at 90 clicks. It shouldn’t be that hard to get by

them. I mean, they’re a long vehicle, but I can’t see them going into Metro Toronto or they’d have to break them outside,” he told *Truck West*, adding that the money would “have to be awful good” for him to consider driving the configuration himself.



Claude Corriveau

Claude Corriveau, a driver with Erb Transport based out of Trenton, Ont., says he could see stopping distances become a serious issue if the weight of the vehicle was allowed to increase.

“I see these trucks in Calgary – two, three trailers in a row – and they go slow...they take their time, there’s no problem. But here, there’s too many cars to be out playing with two trailers in a row. Too much traffic.”

Corriveau says there are enough problems trying to drive with one 53-ft. trailer without trying to pull two.

“Nobody wants to share the road with you. I drive to Toronto every day and there’s always somebody cutting in front of me, one car, two cars, three cars, bang. And the next thing you know, I don’t have my space to stop in case I have to stop, so imagine if you have two trailers. Where are the trailers going to go? Sideways.”

Jack Koszela, a driver with Frontenac Transport in Boucherville, Que., says that the use of LCVs would be good for distributors, but it could also mean that there would be fewer trucks on the road, “which is not good for us. But there’s the advantages of saving fuel, less pollution,” he says. “The disadvantage is that it’s a little more dangerous on the road. Cars on the road are going to have to realize that it’s a bigger machine – a longer, slower moving vehicle.”



John Ronchiadin

John Ronchiadin, a driver with Canada Cartage, says that he’s all for the project, but that experience would have to be key in deciding who is allowed to drive them.

“You want to make sure that the right guys get behind the wheel because now you’re not pulling 53 feet of trailer, you’re pulling 106 feet,” he says.

But does the trucker of 15 years think he’s got what it takes?

“Would I do it? In a second, I’d like to try it.” □

TMTV heads back to the truck stop to ask drivers what they think about the new LCV pilot program in Ontario. Plus: Check out our archives, including the grand opening of Armour Transportation’s new Dartmouth, N.S.-based facility, past coverage of our Decisions 2009 roundtable, and a sneak peak of this summer’s Truck News/Chevron golf tournament.

trucknews.com

What’s On

trucknews.com

: blogs

Come and debate the issues at our Blogs section on trucknews.com

Trucknews.com is happy to have two new bloggers join its ranks. Kevin Snobel is the general manager at Caravan Logistics and David Benjatschek is president of Lighthouse Marketing and Wowtrucks.com. Look for both Snobel’s and Benjatschek’s insight on transportation issues in the coming weeks and months.

Dan Goodwill examines networking as a critical business skill for both good times and bad.

Editorial director Lou Smyrlis tackles the issue of transborder trade and changes at the border.

YOU SAID IT...

“There could very well be perpetual turmoil in the trucking industry for the next 5-10 years. In other words, that which is at the end of the tunnel may well be blinking like a disco strobe light.”

– Robert D. Scheper responding to Lou Smyrlis’s blog, “Due to recent budget cuts...the light at the end of the tunnel has been turned off.”

Inside the Numbers
A REPORT ON CANADIAN TRANSPORTATION BUYING TRENDS FOR 2009

Truck News has published a comprehensive guide for transportation, logistics and purchasing 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. To find out how to order this valuable information, visit: trucknews.com/inside.

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