

# TRUCK WEST

September 2010 Volume 21, Issue 9

Delivering daily news to Canada's trucking industry at [www.trucknews.com](http://www.trucknews.com)

## Safer Roads

*B.C. government, industry partner to improve road safety*

By Jim Bray

**LANGLEY, B.C.** – A quartet of initiatives from the B.C. government aims to help increase safety for the trucking industry in the province, while also recognizing the province's best carriers and raising public awareness that the industry is already very safe.

The initiatives were announced in mid-June by B.C. Transportation Minister Shirley Bond and stem from a report by the Truck Compliance Advisory Panel.

"We put (this panel) in place to work with industry and labour in finding ways to improve commercial vehicle safety," Bond says in a government press release announcing the move. "The result was a number of recommendations that ensure we can focus attention to where it is needed most and get unsafe vehicles off the road, and keep them off."

Bond says all of the panel's recommendations are being implemented.

Keeping unsafe vehicles off the road is only part of the plan, however – the 'stick,' as it were. There's also a

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**IT'S IN THE CARDS:** Truck News/Truck West Owner/Operator of the Year, Howard Brouwer, received a fortune cookie that foretold of his achievement. 'You will soon be awarded in public,' it read.

Photo by Adam Ledlow

## Paying it forward

*Good deeds help O/O earn top industry award*

By James Menzies

**FERGUS, Ont.** – Howard 'Bulldog' Brouwer had a pretty good hunch he would be named the 2010 *Truck News/Truck West* Owner/Operator of the Year. Not because he's cocky; he's anything but. However, just days after being notified he was being considered for the prestigious award, he went to a Chinese restaurant with another driver. After his meal, he cracked open his fortune cookie and received the following message: 'You will soon be awarded in public.'

"I said 'If that's not an omen, nothing is,' and I kept it in my wallet," Brouwer recalls. Brouwer, owner of H&G Enterprises out of Welland, Ont. was named the 17th annual *Truck News/Truck West* Owner/Operator of the Year during a special ceremony at the Fergus Truck Show July 23.

Often, the national award goes to an owner/operator borne of a trucking family with a lifelong passion for driving. This year, not so much.

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## Safety systems take centre stage



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- **'Fluid' economy?:** A war is brewing over the fuel, err...fluid economy of several Class 8 trucks. Page 28

### Mark Dalton O/O



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# CN should act now to avoid another 'strike'

Here we go again. It seems wait times at CN's intermodal terminal in Brampton are getting out of hand, and there are rumblings of potential job action by truckers who say that over the past six to eight weeks, they've sometimes had to wait up to seven hours to get loaded or unloaded at the yard.

In 2003, container haulers at the facility engaged in an unruly illegal strike, which ground container movement to a halt and fostered ill will between CN, carriers and owner/operators.

Will history repeat itself? The warning signs are there. A new organization, the Canadian Owner Operators Drivers Association (COODA) is banking on it.

The group was formed recently and is actively recruiting members, albeit at a seemingly outrageous cost of \$75 per month for company drivers and \$100 per month for O/Os.

The group says it plans to take CN to task over excessive wait times and poor working conditions. I'm not sure the group will ever get off the ground. It's headed not by a trucker, but rather by a security firm owner, albeit an empathetic security firm owner.

He's already realizing that getting a group of drivers to agree on and/or unify over anything is next to impossible. (As one trucking executive jokes, you can put two truckers in a room with two prostitutes and the truckers will still end up screwing each other).

It's a lesson that's been learned by many previous now-defunct owner/operator associations in this country. Even OBAC, which has persevered through its early problems thanks to the tireless, seemingly superhuman efforts of its leader, has trouble getting O/Os to pony up about \$45 for membership - and that's for a year.

But even if COODA doesn't get up and running, CN should heed the warning that there is growing dissen-



tion among its driver ranks and take the appropriate action before things get out of hand.

Drivers say there are only two potapotties on-site for drivers to use while waiting for hours at a time. CN says there are actually five, but is that even sufficient? Is it too much to ask for them to build a permanent facility with running water for drivers to use? That would at least make wait time bearable, if not ideal.

Trucking companies are building lavish driver rooms into their terminals because they know that soon, there won't be anyone willing to put up with the current industry conditions they face on a daily basis.

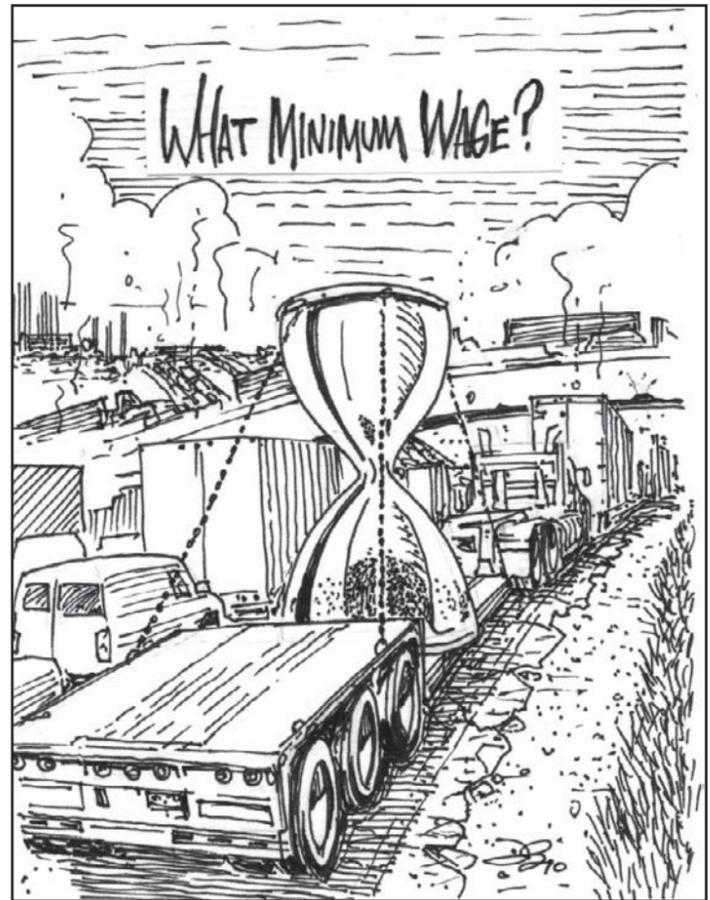
You could easily make the case that container haulers face the most difficult working conditions of any breed of trucker. Giving them some amenities on the job site where they spend way too much of their day would be a start.

Next, CN needs to find ways to drive inefficiencies out of the system so

drivers don't have to spend hours waiting to be loaded or unloaded. I won't pretend to have any insight into how they utilize their equipment or prioritize their loading/unloading, but as container volumes climb back to pre-recessionary levels, now is a good time for some self-examination. Another labour disruption at CN's Brampton yard can be avoided.

But only if the company heeds the early warning signs and takes steps to quell truckers' well-justified dissatisfaction before it's too late. □

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# The cost of jumping ship

Every year for the last 17, we've been honoured to select the Owner/Operator of the Year. And every year for the last 17, these incredible individuals have shared with us key insights into what it takes to be a successful owner/operator.

Driving truck is one of the toughest jobs in the country, and doing it as an owner/operator is harder still.

I remember a Statistics Canada survey finding that almost seven out of every 10 drivers felt their work and personal lives were very to somewhat stressful.

But owner/operators were far more likely than any other type of driver to report feeling stressed - and that was back in the time when the economy was still chugging along.

Many drivers try to escape stress at work by jumping from one employer to another, constantly in search of a fatter paycheque and better working conditions.

Back in the days when signing bonuses were being dangled in front of drivers like carrots before a horse, drivers didn't even have to be unhappy with their employer to consider jumping ship.

But Howard Brouwer, our Owner/Operator of the Year, advises against such moves.



He's worked 17 years straight for one company and he has a perfectly logical reason why: "You talk to so many guys who work for two or three companies a year. It's just a different coloured truck, you still have the same issues. You just have to work through those issues with management and let them know what is bothering you. One company may pay for border crossings and another for loading, another may pay for base plates but it's just how it's sliced, if you really look at the numbers. Really with the cost of changing jobs and learning a new company's processes, it's not worth the change."

Brouwer, who believes firmly that you can't be a successful owner/operator if you don't know your costs, jokes that he has a calculator in hand so often his wife says it's going to drive him crazy. I don't know if he's actually taken the time to work out the cost of regularly changing jobs, but a few years back the Truckload Carriers Association did.

They hired a research firm to cal-

culate a realistic cost to the average driver who will change jobs eight times over a 30-year career. That's close to working for a new outfit every four years, which I would say is fairly conservative.

The study was focused on US drivers but serves as a good example for Canadian drivers nonetheless. Assuming the average driver was earning 33 cents per mile after three years and averaging 9,028 miles per month, here's the calculated losses that driver would suffer over 30 years of driving due to changing employers:

- Will be unemployed four months throughout their career for non-compensated time off which is associated with job changes. Reduction in earnings: \$11,014;
- Will have 21 months without medical coverage from a company. Cost of uncovered medical expenses: \$3,696;
- Will have 84 months of non-eligibility for pension participation. Potential pension losses due to non-eligibility: \$115,000;

**Total associated costs: \$129,710.**  
 Driver turnover hurts the entire industry but drivers may be bearing the largest part of it. □

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# CLASS 8 TRUCK SALES TRENDS

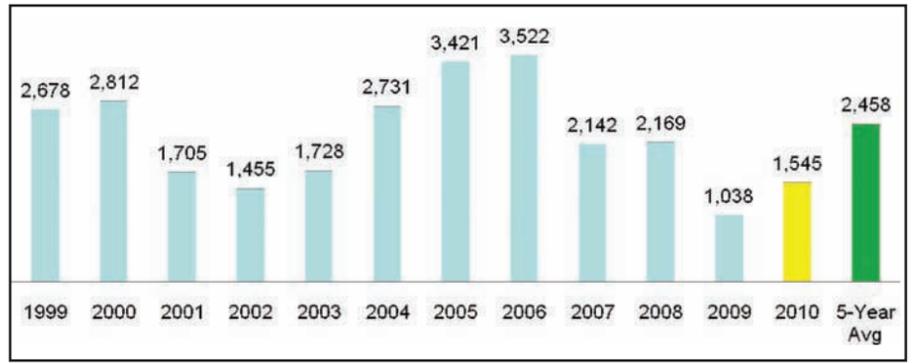
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There were 1,545 Class 8 trucks sold in June this year, continuing the pattern of considerable sales increases over the previous year. The sales total was also higher than the June total back in 2002. That's the good news; the bad news is that June's total was still about 900 units below the five-year average and considerably below the June totals for all other years going back to 1999. Navistar International had another solid month compared to the previous year as did Kenworth and Peterbilt, who continue their impressive charge in sales volumes, as well as Volvo.

## Monthly Class 8 Sales - June 10

OEM	This Month	Last Year
Freightliner	199	194
International	461	340
Kenworth	303	124
Mack	100	82
Peterbilt	176	87
Sterling	46	59
Volvo	141	88
Western Star	119	64
<b>TOTALS</b>	<b>1545</b>	<b>1038</b>

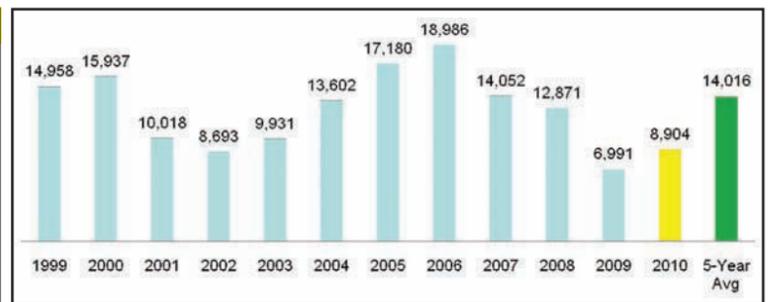
## Historical Comparison - June 10 Sales



## Class 8 Sales (YTD June 10) by Province and OEM

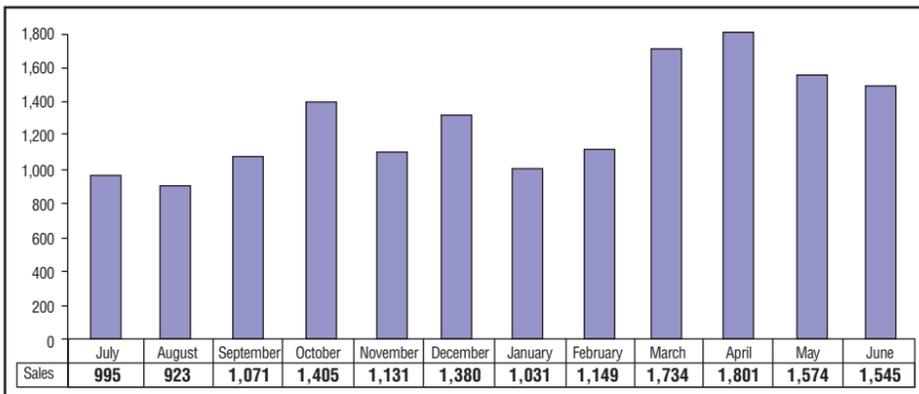
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	127	182	103	86	691	292	137	89	0	9	1,716
Kenworth	144	442	102	114	363	537	52	0	0	0	1,754
Mack	24	34	35	41	215	89	31	15	0	0	484
International	122	243	35	134	1,049	610	100	75	8	46	2,422
Peterbilt	76	219	67	93	133	328	45	33	0	0	994
Sterling	23	42	15	2	8	41	0	0	0	0	131
Volvo	37	44	34	43	397	170	45	35	0	6	811
Western Star	91	133	26	16	130	99	35	57	0	5	592
<b>TOTALS</b>	<b>644</b>	<b>1,339</b>	<b>417</b>	<b>529</b>	<b>2,986</b>	<b>2,166</b>	<b>445</b>	<b>304</b>	<b>8</b>	<b>66</b>	<b>8,904</b>

## Historical Comparison - YTD June 10



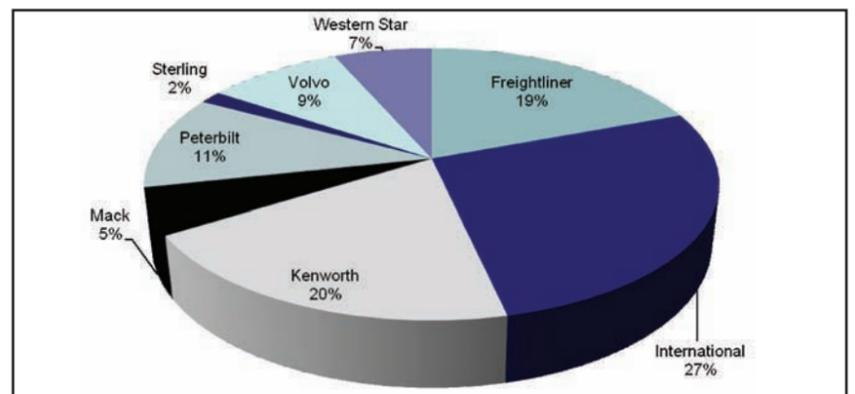
During the first half of 2010, there were 8,904 trucks sold in the Canadian market. That's a considerable improvement over last year and consistent with the 26% increase in production forecast by ACT Research for this year. Growing freight volumes and improved rates in the TL sector are being cited as the main reason for motor carriers' resumed interest in buying new trucks. The current sales figures also remain slightly ahead of the sales pace set back in 2002 (by about 200 units). Yet, to place things in perspective, current sales are about 5,000 units below the five-year average.

## 12 - Month Sales Trends



After climbing during each of the first four months of 2010, reaching a peak of 1,801 units sold in April, Class 8 truck sales in Canada have dropped for two consecutive months now. There are many reasons motor carriers remain reticent to purchase new trucks. Despite bankruptcies and fleet size reductions, there are still too many trucks chasing too little freight. Although indications are that freight volumes are growing, growth remains tentative. Pricing for trade-ins remains less than appealing and access to capital for new truck purchases remains limited. The new trucks also come with 2010 emissions standards compliant engines, which add about \$10,000 to the price of a new rig.

## Market Share Class 8 - June YTD



If International stands to lose market share due to its decision to not adopt SCR engine technology, truck sales to date do not indicate such a likelihood, at least not to a great degree. International captured the market share crown in the Canadian Class 8 market in 2009, ending up with a commanding 29% share of the market. It remains the market leader this year with a 27% share. Kenworth has been the story of the year so far in 2010 and now enjoys a 20% market share.

Source: Canadian Motor Vehicle Manufacturers Association

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COVER STORY

# Know your costs, pay down debt, O/O advises

Continued from page 1

"I hated driving," Brouwer admits. "If we'd go skiing in Collingwood from Welland (150 miles one way, according to MapQuest), I'd want to fly because it was too far to drive. So it's ironic that I've logged two million miles considering I hated driving years back."

After bouncing around various jobs ranging from bouncer to steel worker, Brouwer decided to pursue a career in trucking.

He joined Schneider National as a company driver and eventually got the itch to buy his own truck.

"I had been with the company for 10 years and for three of those years, I was running the numbers and driving the Schneider truck like an owner/operator to see if it was feasible to become an owner/operator myself," Brouwer says. "Finally, I talked with my wife and we decided it was time to go for it, it was doable."

Brouwer's goal is to complete a million safe miles as both a company driver (accomplished) and an owner/operator (he's at about the 700,000 mile marker on that journey). It's almost unheard of for a driver to stick with the same carrier for 17 years – especially when signing bonuses were being given out like candy in the early 2000s. Brouwer says he was never tempted to take the bait.

"You talk to so many guys who work for two or three companies a year," he says.

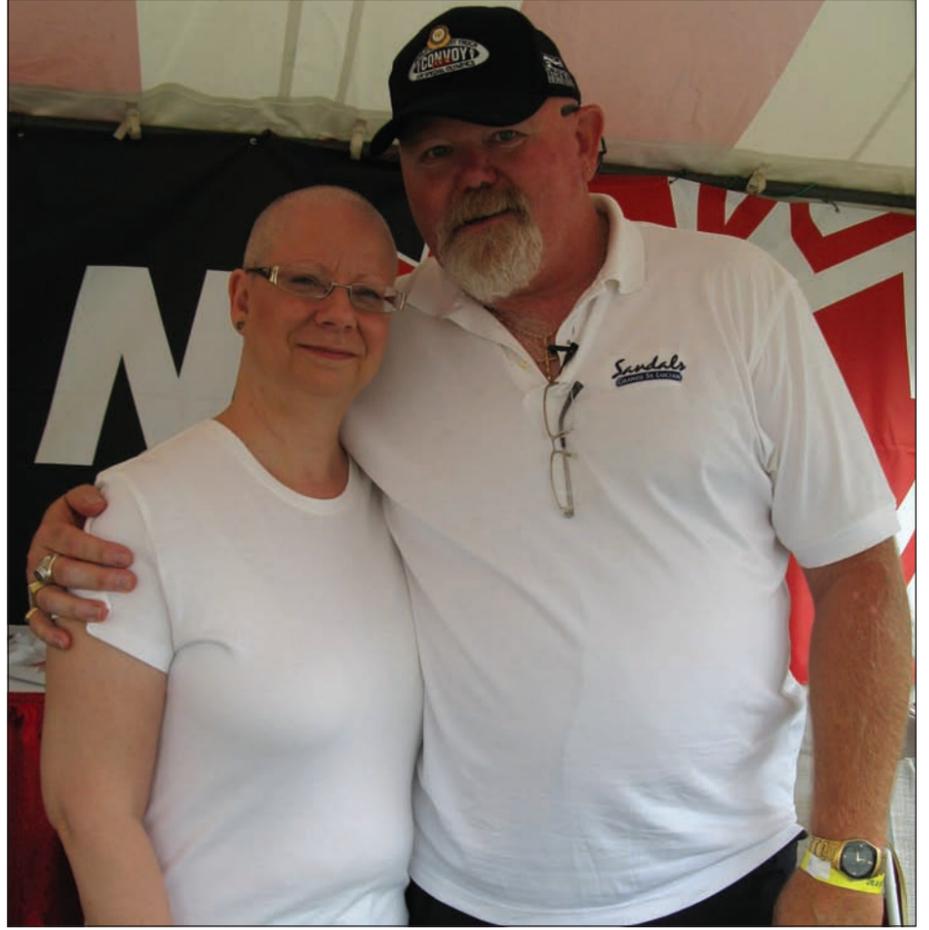
"It's just a different coloured truck, you still have the same issues. You just have to work through those issues with management and let them know what is bothering you."

Pay packages may seem to vary widely, yet Brouwer warns against switching carriers for a couple cents per mile without considering the entire pay package as a whole and the cost of switching companies.

"One company may pay for border crossings and another for loading, another may pay for base plates but it's just how it's sliced, if you really look at the numbers," he reasons. "Really, with the cost of changing jobs and learning a new company's processes, it's not worth the change. I've never felt the need to change because talking to drivers, they all have the same issues; it's just how you deal with them."

Brouwer prefers thoughtful self-examination when trying to improve his margins and profitability. He manages his costs meticulously and his finance-savvy wife Ginette (the G in H&G Enterprises) maintains a real-time profit-and-loss statement.

"I have a calculator in my hand so often, my wife says it's going to



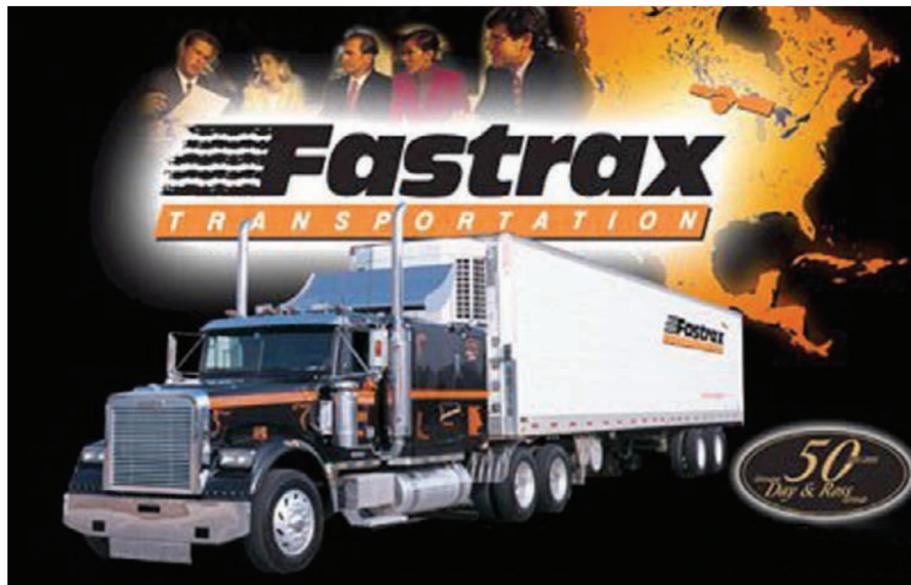
**PARTNERS IN LIFE AND IN BUSINESS:** Howard Brouwer says his wife Ginette is the chief financial officer of the company. Every so often, her job entails keeping Howard from overspending on 'wants.'

Photo by Adam Ledlow

drive me crazy," he jokes. "You have to know where you are and where you want to go. You look at a map when you want to get from Point A to Point B, so you have to

have that same knowledge when you're measuring costs. You cannot be a successful owner/operator or business if you don't know

Continued on page 6



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## COVER STORY

# Brouwer supports Special Olympics through World's Largest Truck Convoy

Continued from page 5  
your costs."

Brouwer refers to wife Ginette as the chief financial officer of the company.

"She's an awesome business partner," he says. "She does the books and every night we talk business. If I want to know where the profit is, she has the P&L and all that. I can keep it out of my mind because I know I can call her and ask her that question. If I need to know how much I'm spending on fuel, it's all there, she can pull it up."

Occasionally, that means getting a reality check from the wife. Recently, Brouwer wanted to dress up his 2001 Western Star with tall snorkel-style stacks on the air breathers, a customization he noticed is popular in Australia. It would've cost about \$1,200. "I got vetoed," he chuckles. "It's a *want*. Right now, the only expenditures are things that need to be done so the truck will run up and down the road to make money. When things get better, then we'll look at dressing it up."

Behind the wheel, Brouwer does his part to keep costs down by limiting idling as much as possible, running 58 mph and driving with a feather foot.

"I drive every foot, not every mile," he says. "If I'm going down a hill, my foot's off the throttle. I use cruise control religiously because I figure a computer can do it better than I can. When I hit that 1-km sign and I'm going to stop at the truck stop, I kick cruise off and let it coast. I just did one kilometre using hardly any fuel. Every minute, I'm driving to be efficient."

The Western Star and Cat C15 engine are getting 6.9 miles per gallon. The truck has 1.1 million miles on it, but it's paid for and Brouwer plans to run the same truck right through to retirement in four years, at age 58.

"Most guys say I over-maintain

my truck," he says. "One year I put in a brand new rad, a new air-to-air and a new air compressor and the next year I replaced the fuel lines. If you wait till it gets bad, it falls apart on the road. That truck has never been on the tow hook."

Replacing the fuel lines is one of the greatest ways to enjoy an immediate boost in performance on an old truck, Brouwer professes.

"The fuel lines shrink over the years. Guys say their trucks don't have the power and they're not getting the fuel (mileage). I noticed a major difference in my truck when I changed the fuel lines, you get back to full flow like it's brand new."

Brouwer attributes much of his success as an owner/operator to mentors, such as Ron and Dawn-

Marie Pickles in Red Deer, Alta., a successful husband/wife team that run hard and smart in the summer and spend their winters vacationing in Mexico.

Now that he's achieved success, he's eager to help other aspiring owner/operators. His most important advice is to become an owner/operator for the right reasons – and it's not money.

"It has absolutely nothing to do with the money," he says. "It's about having more control over your life. As a company driver, the company controls when you

can go home and when you're on the road, whereas an owner/operator can decide when to take a week off or take a month off. I have control over my career."

He also suggests prospective owner/operators pay off all personal debt before buying a truck.

**'I drive every foot,  
not every mile,'**

Howard Brouwer

## All that and a hero too?

Owner/Operator of the Year Howard Brouwer got the judges' attention because of his business skills, safe driving and charity work. But he may also be a lifesaver – we'll never know for sure.

A few years ago he was driving along the 401 when he noticed a single-axle day cab with a loose wheel.

Unable to get the driver's attention on the CB radio, he called 911 and helped police locate the truck.

Brouwer drove on after seeing the truck pulled over by police. About three minutes later, he received a call from 911 dispatch.

"The police officer called to say that nine out of the 10 wheel nuts were missing and he took the last one off by hand," Brouwer recalls. "It was a matter of just miles before that wheel would have come off and who knows what would've happened? That choked me up because, what would've happened if I hadn't called?"

Another time, Brouwer came across a vehicle fire. The driver and his kid had escaped the burning mini-van, but as a former firefighter, Brouwer stopped to help extinguish the flames. The motorist told Brouwer his wallet was in the vehicle.

"I said 'Where is it?'," he remembers. "He said 'It's on the console in the middle.' I took a deep breath and reached in there and got it."

While he was at it, Brouwer managed to grab the driver's paycheque.

"I'm always watching," says Brouwer. "If a guy passes me and I see something on their truck, I'll radio them 'Your fuel cap's off,' stuff like that." □

"You have to become the world's best at saving money," he says. "You get a big paycheque one week, the next week maybe nothing. The less debt you have personally, the easier it is to maintain your business because if you have a lot of personal debt, you can't run enough miles to pay that (debt), the truck and everything else."

Being an owner/operator also affords Brouwer the luxury of taking time off to participate in the World's Largest Truck Convoy for Special Olympics, a cause that's close to his heart. He has taken part in the convoy in each of the past five years and vowed to donate a portion of his winnings from the award towards this year's event.

"I look forward to it every year," he says. "There are a lot of things you can get involved in where you don't see the results. When you're sitting in a room with all the Olympians and you know you're raising money for them to have some extra time in the swimming pool or to play baseball...it's pretty emotional and it's fulfilling and you're paying it forward."

Brouwer also joins his wife Ginette in taking part in the Canadian Cancer Society's Relay for Life, walking in the relay despite problematic hips and knees and shaving Ginette's head to raise money for the cause.

While it may seem like a charmed life, Brouwer admits it's not always easy. The last couple years have been especially difficult, and he's thankful his truck was paid off. He also admits to getting lonely on the road.

"It's a lonely life out there," he admits. "You're gone two, three, four weeks at a time. Everybody asks my wife 'How do you do it?' They forget to ask the driver 'How do you do it?' I'd just as soon be home with my wife, spending time with her, but that's the trucking life."

Brouwer takes comfort in fraternizing with other drivers while on the road.

"My wife is amazed at how you can walk into a truck stop, sit down, nobody knows each other. A nod, a 'How are things going?' and next thing you know, there's a full-blown conversation. You've gotta go and you never see that person again, you don't even know their name. That's what keeps trucking so interesting and what keeps everybody going," he says of life on the road.

As the 2010 Owner/Operator of the Year, Brouwer won \$3,000 cash, a \$2,500 vacation for two, a diamond ring fit for a champion and a special plaque. He also won a variety of prizes from the award's sponsors.

The *Truck News/Truck West* Owner/Operator of the Year award is sponsored by Mack Trucks, Castrol Heavy-Duty Lubricants and Goodyear Canada. It is supported by Natural Resources Canada and the Owner-Operators' Business Association of Canada. □

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## ALBERTA

# Alberta rebate program helps fleets, O/Os go green

By Jim Bray

**EDMONTON, Alta.** – Alberta trucking companies who'd like a hand going green can participate in a new program being run in conjunction with the provincial government.

Trucks of Tomorrow is a \$2 million initiative designed to help Alberta's trucking industry reduce its emissions while saving some money in the process. The initiative was spearheaded by Climate Change Central – which has offices in Edmonton and Calgary – which is working with the province to help green Alberta's fleets.

Climate Change Central bills itself as “a non-profit organization that empowers Albertans to take action on climate change through consumer rebate programs, demonstration projects and educational outreach.”

As part of that mission, the Trucks of Tomorrow program also offers commercial fleets rebates as a carrot meant to help convince them to take advantage of new, “green” technologies.

According to Adam Gagnon, program manager, transportation and energy efficiency, the Alberta Environment-sponsored initiative also consists of workshops and case studies, and it will cover “the majority of the cost for a third-party fleet analysis, so a company can come in and help you review your fuel use and see if they can help you find ways to shave some corners.”

Gagnon says this means a fleet would end up paying about \$200 for the analysis instead of about \$2,500.

There are also cash rebates for fuel efficiency equipment fleet owners put onto their trucks, items such as trailer skirts, fairings, cab heaters and coolers and auxiliary power units.

According to the Trucks of Tomorrow Web site, in order to be eligible, an applicant must:

- Have the legal authority to modify the trucks and/or trailers identified in the application;
- Represent an Alberta company that operates vehicles base-plated in Alberta with a gross vehicle weight rating of 7,258 kg or greater (16,000 lbs or Class 5 to Class 8) in Alberta;
- Purchase and install fuel efficiency equipment from its list of Current Eligible Equipment between June 1, 2010 and Dec. 31, 2011;
- And install the equipment on a commercial vehicle or trailer base-plated in Alberta and whose registration is valid as of the date of application.

Gagnon says it's easy to reserve the funds, after which the applicant has six months in which to have the equipment installed. After that, he says, you just have to go back and apply for the rebate.

Not surprisingly, a company's purchases must be documented, which means an applicant must produce a copy of the purchase receipt that has included on it information such as the name of the applicant's company (which must be the registered owner of the

equipment being modified “and/or be the lessee of said equipment with permission from the lessor to carry out modifications”). Also required to be shown is the purchase date, manufacturer and model of the fuel efficiency equipment, method of payment and proof that the total amount has been paid in full (and they won't accept an invoice or till receipt showing the amount due, either).

Not only that, but you also have to provide the name and address of the business where the purchase and/or installation was done.

It appears to be a fairly easy process, considering that a bureaucracy is involved, and Gagnon says the money should be accessible without too much hassle (other than the steps outlined above).

“It lets you come onto the Web

site and reserve the money so you know that it's there when you do your upgrades,” Gagnon says. “It's basically held in your name – and the process is really easy to go through; you basically just have to show your invoices and make sure the equipment is on the accepted list. The cheque is cut automatically and comes through the mail.”

Which should slow things down substantially!

A list of what's included in the program is on its Web site at [www.truckssoftomorrow.com](http://www.truckssoftomorrow.com).

Information is also available by phoning 888-537-7202.

The limit is \$30,000 per company, Gagnon says, “so it's actually pretty flexible – you can put as many pieces of technology onto as many units as you want, up to your company maximum.”

Gagnon says Alberta is taking the lead with this initiative. “There's bits and pieces (of such a program) from the federal level and in other provinces,” he says, “but they're all different and the rules are all different. I think our program is probably the most flexible one out there.”

The program is run at arm's length by Climate Change Central, but it was set up by the Alberta government. “Our mandate is to help Alberta reduce greenhouse gas emissions,” Gagnon says, “and one of the best ways to do it is to save fuel.”

Gagnon says the Trucks of Tomorrow initiative means that now's a great time for anyone thinking about fuel efficiency upgrades to go forward with them, “and get a rebate to do it on as many vehicles as they can,” he says. □

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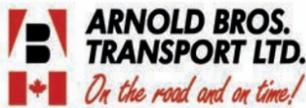
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## BRITISH COLUMBIA



**EXPANDING WEST:** Avaal president and CEO Dara Nagra (centre) poses with special guests at the grand opening of the company's Surrey, B.C. office July 24. The new location is at 302-17665 66A Avenue in Surrey.

## Avaal officially opens B.C. office

**SURREY, B.C.** – Avaal Technology Solutions has officially opened its new office in Surrey, B.C., with a grand opening celebration held at the new location on July 24.

Avaal officials say the location has been strategically placed in the heart of the B.C. trucking community and noted that the company's presence on the West Coast is a key component to the expansion of its services to existing and future clients.

“Avaal is committed to excellence in customer service,” said Dara Nagra, president and CEO of Avaal. “Opening this office signals the importance of this commitment. We are ensuring that we have people on the West Coast to cultivate relationships and meaningful exchanges of knowledge.”

The event was attended by more than 100 guests, including Member of Parliament Sukh Dhaliwal, Ron Dhaliwal of Desi Trucking, and Sukh Pandher of TMG Transport. □

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**Best way to contact me:**  Home Tel  Cell  E-Mail  Other \_\_\_\_\_

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 Local  Lease Purchase  Driver Trainer  Moving  Other \_\_\_\_\_

**Owner Operator?** Manufacturer \_\_\_\_\_ Year/Model \_\_\_\_\_ Engine/Size \_\_\_\_\_

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 Tanker  Straight Truck  Super B  Reefer  
 Van  Other \_\_\_\_\_

**Trailer Type Experience (check all that apply)**  
 Flatbed  Heavy Hauling/Specialized  Moving Van  
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 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

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## TAX TALK

# Properly recording your GST and HST

Back in May, I offered a heads-up on changes resulting from Ontario and British Columbia combining their provincial sales tax with the federal GST into one Harmonized Sales Tax (HST) starting July 1. How are these GST/HST changes treating you so far? Have your carrier, fuel station and repair shop been handling the new tax correctly?

We're obviously through the transition stage so any arguments about what it does or doesn't apply to should be behind you. Now you have to focus on properly recording your July and August income and expenses in your accounting system.

## Variety of tax rates

It should be simple. The basic principle is that any GST or HST that you pay on your business expenses is refundable.

If the wrong rate was charged to you, just claim what you actually paid.

What's hard is that there are so many different GST/HST tax rates in Canada: 5% GST in Alberta, Manitoba, N.W.T., Nunavut, P.E.I., Saskatchewan, Quebec, Yukon; 12% HST in B.C.; and 13% HST in Ontario, New Brunswick, and Newfoundland.

If you made purchases from several different provinces, you'd better be paying attention to your receipts when you record them.

Fortunately, there is no change to the "place of supply" rule for freight transportation services. The supply of a freight transportation service within Canada is based on the destination of the load. So you charge the GST or HST rate to the customer based on the province where the load is delivered.

Here's an easy example: A manufacturer in Manitoba hires you to transport products to a wholesaler in Ontario.

The supply of the freight transportation service is made in Ontario because the destination of the freight is in Ontario.

HST will apply to the freight transportation service at Ontario's rate of 13%.

Where a freight transportation service has destinations in more than one province, the service of transporting the goods destined for each province is considered to be a separate supply.

That means you must break down the charge of each part of the delivery and charge GST or HST for each.

It's complicated but those of you doing this already are accustomed to it.

Nothing has changed. You just need to double-check that you are using the correct rates shown above.

## Mandatory electronic filing

Mandatory electronic filing of GST/HST returns using CRA's Netfile service is coming. Some of you have received GST/HST returns already where the traditional pink form is not included.

## Tax Talk

SCOTT TAYLOR



This is the new norm for returns with a period end-date after June 30. That means no working copy for your records.

From what I've read, almost everyone will have an Internet access code on their form.

The Netfile site is easy to use and you'll get your refund faster than if you were to paper-file.

You can print a copy of your return and the confirmation number once it is filed.

There are other advantages to Netfile.

In the past, returns with re-

funds over certain amounts were restricted from using electronic filing, meaning that owner/operators due a big refund because of a new truck purchase had to wait a long time to get paid. New businesses were not allowed to file electronically, either.

Now anyone new to the business or newly incorporated will be able to use Netfile.

When you file your GST/HST return using Netfile and have an amount owing, you can: pay electronically using CRA's My Payment option; pay electronically using your bank's Internet or telephone banking service; mail a cheque or money order (payable to the Receiver General) to your tax centre along with form RC158, GST/HST Netfile/Telefile Remittance Voucher; or pay

in person at your financial institution using form RC158.

If you mail your payment, remember that CRA must receive it by the due date.

A postmark by the due date is not good enough.

Trucking is one of a handful of industries where the "place of supply" rule can complicate GST/HST compliance.

If you're not dealing with an accountant who specializes in trucking, you may need to point out that you've paid GST/HST at various rates so he can make sure you're getting the refund you're entitled to. □

— 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](http://www.tfsgroup.com) or call 800-461-5970.

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**OPINION**

# Some tips on contributing to a safe, productive job site

By now, summer is almost over. Kids will soon be heading back to school and we are all hoping for a busy fall. This month, I'd like to offer some tips for construction truckers.

In the construction trucking industry, most contractors don't allow owner/operators or drivers time to stop for lunch. We recommend having a healthy breakfast and bringing a lunch and thermos with lots of protein, veggies, fruit and water.

Your personal protective equipment should include: fluorescent vest; coveralls; gloves; safety glasses; safety boots; a hard hat; and hearing and respiratory protection.

Your basic tool kit should include: a two-pound hammer (hammer to check your tire pressure several times per day), a 10- to 18-inch crescent wrench; an assortment of pliers, vice grips, screwdrivers, half-inch drive socket set; ratchet; a set



of combination wrenches; an electrical circuit tester; and an assortment of electrical connectors, nuts, bolts, screws and nails.

Don't forget a roll of duct tape, wire and wire cutters. A 30-ft. air hose with an air gauge is helpful as well. You should also carry a tow strap or heavy tow chain, a flat-nose shovel, a broom, scraper, spare mud flap, brake line anti-freeze and extra engine oil and anti-freeze.

Make sure you do a thorough pre-trip inspection. If you have done your post-trip and in-route inspections properly the day before, your pre-trip should always pass the test.

Make sure you document your pre-, post- and in-route inspections including your daily log book details. Ensure customer and company paperwork is filled out properly daily and returned as required.

Ensure you have received and understood all dispatch instructions and details such as the load site, dump site and loading/dumping instructions as well as the proper haul route to follow.

When you are at the load site and dump site, stay off your cell phone, CB radios and VHF radios. No e-mailing or texting. Turn the stereo down and pay attention to what's going on on-site. Stay in line and don't pass other trucks unless they are having a problem.

Pay close attention to on-site workers like flagmen and stay out of their way. Pay special attention to your blind spots and site hazards

like overhead power lines, manhole covers, water valves, open and exposed pipes, etc.

After loading, pull over to clean your tarping area. Clean off sideboards, tailgate hitches and wherever material will hang up.

Alternate your route when traveling at loading and dumping sites to avoid rutting up the site.

When entering the dump site, always obey instructions and keep your loads dumped tight rather than spread out. Always dump at the furthest point in the dumping area to allow room for other trucks to enter the dump area. Dump as quickly as possible and then move out of the dump area to clean so you don't cause congestion in the dump area.

Keep your box as clean as possible to ensure there is no build-up of material inside your box. Clean off your hitch, close your gates and proceed to the load site as soon as possible.

At the end of the day, make sure you get your haul and time cards signed and all appropriate paperwork documented and exchanged with the customer.

Fuel your truck at the end of the day and do a thorough post-trip inspection. Advise your supervisor if any repairs are required. If you follow this advice, you will contribute to a safe, productive job site. □

- Ron Singer is owner of Ron Singer Truck Lines and president of the Alberta Construction Trucking Association. He can be reached at 403-244-4487 or by e-mail at ronsing@telus.net. ACTA's Web site is www.myacta.ca.

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**PLEASE ANSWER THE FOLLOWING QUESTIONS**

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

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

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

14,969 kg. & over (33,001 lbs. & over)...	<input type="checkbox"/> YES	<input type="checkbox"/> NO
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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# Saving fuel in the city

## PIT turns its attention to urban duty cycles

By Carroll McCormick

**BLAINVILLE, Que.** – Testing fuel-saving technologies at 100 km/h is great, but the results of such high-speed trials cannot be applied to urban duty cycles, such as those garbage trucks and municipal rigs experience.

To remedy this, PIT (that brainchild of FPIInnovations that now consists of 24 carriers and two government partners, and which has been conducting the Energotest fuel-saving trials the partners desire) created a procedure, or protocol for testing potential fuel-saving technologies in an urban duty cycle.

At the Transport Canada test track in Blainville, Quebec this July, PIT demonstrated that drivers could follow the relatively complicated protocol it developed, and then proceeded to spend the rest of its allotted track time between July 7-13 testing tires, oil and a device that controls engine power.

“We are probably among the first to evaluate an urban duty cycle fuel consumption test procedure on a test track,” says Marius Surcel, the engineer at FPIInnovations in charge of developing the protocol.

PIT developed the stop-and-go protocol with reference to the SAE J1321 Joint TMC/SAE Fuel Consumption Test Procedure – Type II, Recommended Practice, which PIT uses in its high-speed Energotest trials; PIT now calls the high-speed tri-

als Energotest Classic. It also brought in other cycle patterns; ie., from element and composite cycles other research organizations developed.

“The only difference between our high-speed tests, which follow EPA’s (Environmental Protection Agency) addendum to SAE Type II procedure, and our stop-and-go tests, is the cycles: how you run the vehicles on the track,” Surcel explains.

PIT’s accomplishment opens up a whole new territory in how fuel-saving technologies can be tested. Jan Michaelsen, program leader, energy and emissions, FPIInnovations says, “We want to show that you can use the tests in a way that has an application to urban transport. FPIInnovations is seeking the acceptance of the urban duty cycle protocol.”

I arrive at the test track at 7 a.m. on July 9 and catch a ride to the home base for the tents and trucks. A 2009 Volvo is literally one minute away from firing up for several hours of stop-and-go driving and I commandeer the bunk behind Robert Transport driver/mechanic Marc Caouette and Michael Schink, a technician with FPIInnovations. His job is to read out driving instructions to Caouette.

Unlike the high-speed trials, the driving part of which consists mostly of zooming round and round at 100 km/h, the urban duty cycle is complex enough to require a driver coach.



**CITY WORK:** Marc Caouette does some precision driving in low-speed fuel savings trials.

Trucks do the herky jerky on the 6.9-kilometre low-speed test track that, like a ring around a ring, circles the high-speed track.

This first trial of the day will compare the rolling resistance of wide-base tires and duals for fuel savings. The Volvo ahead of us, outfitted with Michelin XDN2 275/80 R22.5 duals on the tractor’s two drive axles and 46,000 lbs in the trailer, leaves first. Our tractor, kitted out with Michelin X1XDN2 445/50R 22.5 wide-base tires and 46,000 lbs in its trailer, goes a few seconds later.

“Five, four, three, two, one, key on. Five, four, three, two, one, start engine. Five, four, three, two, one, go,” Schink says, with one eye on his stopwatch and the other on his clipboard of instructions. We start to roll and Schink tells Caouette, “20 kilometres per hour.” Caouette accelerates to 20 km/h, holds the red needle dead on 20, then comes to a full stop at the first orange cone. Schink says, “30 km/h,” and Caouette accelerates to 30 km/h and then comes to a full stop at the next orange cone.

In the next hour and 10 minutes, the two trucks do four circuits around the low-speed track. Each circuit is broken into nine speed/stop-start segments: two driven at 20, 30, 40 and 50 km/h, in mixed up order, and one at 60 km/h. Caouette’s job is to accelerate and brake rather smartly and glue the needle to the speeds that Schink calls out. This is how PIT simulates stop-and-go driving. After each set of four circuits,

the drivers and co-pilots take a timed break (and I bail out). In all the two trucks will do three sets of four circuits this morning.

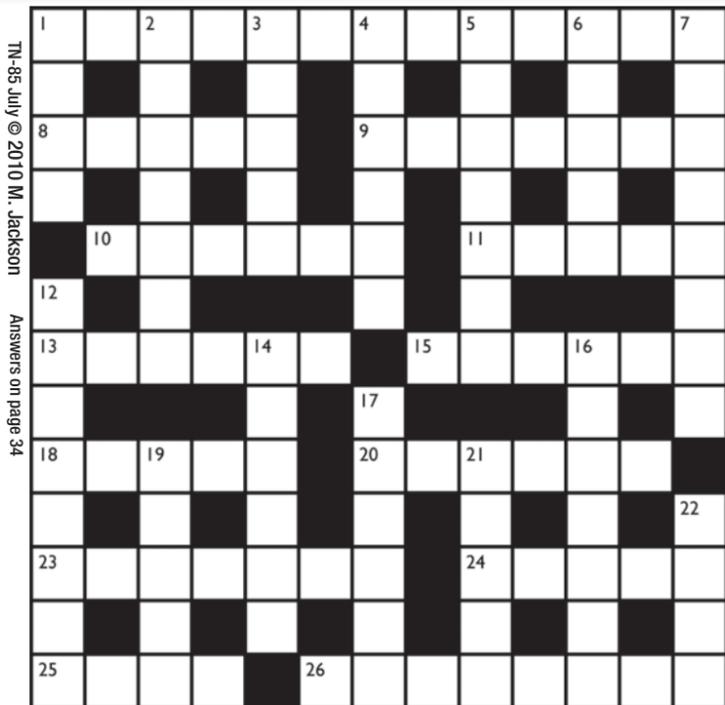
As with the other Energotests, fuel is carefully weighed before and after the trial and the difference in fuel consumption between the wide-base and dual-configured trucks will be measured. PIT members, who pay good money for the right to be here, will receive the results first. Next year some time a summary of the test results will be made public.

PIT also ran stop-and-go trials with a garbage truck to replicate that brutal duty cycle.

The July Energotest also looked for fuel savings with Swepco synthetic oil, a device by RM2J called Fuel MaximiZer, which, roughly speaking, adjusts engine power to suit the weight being hauled, and a lightweight straight-body truck box by Efficient Transport Solution. From Aug. 4-12 PIT will run another Energotest, with 25 items on a jam-packed agenda.

FPIInnovations is satisfied that it has demonstrated that drivers can accurately and reliably follow its complex duty cycles. It will be preparing a report for Transport Canada, which provided financial assistance for the project. It will also submit the protocol to EPA for consideration for acceptance and write a paper for the SAE Congress next year. “We want to be able to say that for urban duty cycles our procedure is recognized,” Michaelsen says. □

### THIS MONTH'S CROSSWORD PUZZLE



**Across**

- 1. Drivers' diaries (5,8)
- 8. Word on Nova Scotia plates
- 9. City crossed by 407 toll road
- 10. Lake Erie city on I-75
- 11. Final month for income-tax filing
- 13. No \_\_\_\_\_, sign on commercial vehicle
- 15. Licence-plate maker, sometimes
- 18. Use Georgia overdrive
- 20. Retreaded tires, briefly
- 23. Exceed safe engine RPM
- 24. Frequently replaced wiper component
- 25. Super \_\_\_\_\_, slang for open highway
- 26. Slang for sloped-nose tractor

**Down**

- 1. Convoy's front-\_\_\_\_\_ position
- 2. Temporary Arctic highway (3,4)
- 3. Saskatoon-based transport company
- 4. Extra-cost item on new-truck invoice
- 5. Used-truck buyer's quest
- 6. O/O component
- 7. Area between road and ditch
- 12. Big-rig power units
- 14. Tax document filed annually
- 16. Street-surface substance
- 17. General-cargo, non-reefer trailer (3,3)
- 19. Venue for Leafs vs. Habs contest
- 21. Heavy-gauge battery wire
- 22. A cop, slangily

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### NRCan's SmartDriver course gets underway in fall

**OTTAWA, Ont.** – Natural Resources Canada is once again offering its SmartDriver for Highway Trucking training program to professional drivers across the country. SmartDriver is designed to help trucking companies save money on fuel and increase profits, while at the same time reducing greenhouse gas emissions, according to officials. The course teaches participants vehicle care and maintenance, fuel management and driving skills that cut down on consumption.

“With SmartDrivers on the road, businesses can improve margins, lower maintenance costs and reduce a fleet’s environmental impact,” says Lynda Harvey, senior manager, fleet vehicles at the Office for Energy Efficiency at Natural Resources Canada. “And with almost 50% of shippers considering a company’s green credentials when selecting a supplier, it offers a competitive advantage as well as a financial one.”

The SmartDriver course is an interactive, full-day training session, taught by experienced master trainers. “I try to tailor the content to match the skill level and experience of drivers in the room,” says David Lush, a master trainer who runs sessions in British Columbia. “And I enhance the course material with recent industry research, information on emerging technologies, articles and case studies to keep it current.”

Natural resources Canada is partnering with trucking associations across the country to offer a number of SmartDriver sessions from September through March. Companies can also book a master trainer to run an in-house session for their drivers by sending an e-mail to [SmartDriver@Bronson.ca](mailto:SmartDriver@Bronson.ca). For more information, visit [www.fleetsmart.gc.ca](http://www.fleetsmart.gc.ca). □

## OPINION

## CSA 2010 – shape up or ship out

I've been suggesting for some time that drivers could use CSA 2010 to their advantage, by pinning down – perhaps in their contract – the carrier's responsibility in running a safe and compliant operation. Take that "iffy" tire on a trailer in the drop yard, for example; no more "don't worry, we'll fix it when you get back" attitude that leaves the driver feeling forced to take the trailer or suffer the consequences. Under CSA 2010, the consequences could be serious for the carrier too, as points rack up for damaged or defective equipment.

It seems some carriers have already figured it out – and are making sure the contract speaks to the driver's responsibility – if not their own. One of our members recently received a letter from the safety and compliance department of his carrier that laid it out in spades.

I've taken the liberty of paraphrasing some of the original letter-writer's comments and exaggerating certain aspects of the memo for comic effect, but don't be surprised if you get a similar missive reminding you of your obligation to run safe and compliant so the carrier maintains a healthy safety profile.

The memo, addressed to all owner/operators, reads as follows:

"CSA 2010 comes into effect in November 2010, and in order to protect our interests as a motor carrier operating in the US, we will forthwith require nothing short of total compliance with all FMCSA regulations as outlined in Chapter 49 of the Code of Federal Regulations.



Voice of the O/O

JOANNE RITCHIE

"Upon reviewing our past performance and record of violations in the context of CSA 2010, we note we are over-exposed in several of the Behaviour Analysis Safety Improvement Categories (BASICS). We'll be taking steps to improve compliance and your cooperation is expected. Since certain of the BASICS, such as Unsafe Driving, are clearly and solely the responsibility of the driver, we'll be amending the owner/operator contract, adding financial penalties and fines for non-compliance. Continued disregard for the rules will result in termination.

"Owner/operators and drivers will be responsible as well for compliance with other BASICS such as Driver Fatigue, Vehicle Maintenance, and Cargo Related.

"Hours-of-service violations will not be tolerated, no matter what scheduling demands customers might place on the fleet. Timely delivery is our only product, and service failures are out of the question. Overweight and axle-weight violations are the driver's responsibility. You are expected to take appropriate steps to ensure compliance with applicable weight regulations before leaving the customer's premises. Cargo securement compliance, as well, is your responsibility.

"Operators are expected to maintain their equipment properly. Equipment violations will be costly under this new regimen, so proper vehicle inspections are mandatory. Damaged and/or inoperative company equipment is the responsibility of the driver. You are expected to notify fleet maintenance of any required repairs so we can schedule the work upon arrival at a company maintenance facility." The letter was signed by the safety manager.

The need for compliance may seem greater today than in the past because of the potential consequences of this new US legislation, but I wonder why it hasn't always been so?

Any motor carrier genuinely concerned about safety would be no more anxious today than it was yesterday about not breaking anything or hurting anyone.

Adding clauses to contracts that speak of termination or financial penalties for non-compliance suggest to me that certain carriers are embracing CSA 2010 now because the cost of *not* doing so would be too great. Dare I say many were willing, in the past, to occasionally turn a blind eye to certain transgressions in the name of expediency?

In the original memo, there was not a single mention of what the carrier is prepared to do in order to improve compliance, such as ensuring company-owned equipment would be properly maintained and free of defects, or dealing with shippers who waste drivers' time at loading docks or overload trucks by understating the weight of the load on the bills.

The underlying message in the

memo was "comply or else." No talk of remedial training or of dispute resolution (we know that violations no longer require the burden of proof from an actual conviction before being registered in a carrier's safety profile), and no mention of fuzzy stuff like teamwork and combined effort to improve.

Clearly the issuing carrier is still under the mistaken belief that owner/operators are a dime-a-dozen, and that there are 10 more waiting outside the gate ready to jump into an open position.

I can't overemphasize the importance of running compliant under CSA 2010. Drivers and carriers will accumulate bad records pretty quickly if they're operating without due regard for the law, and could find themselves targets for roadside inspection. Once a safety profile starts to sour, the carrier – and all its drivers and contractors – will come under even more scrutiny. It'll be like having a target painted on the side of the truck.

That's why it's important for drivers to check out potential carrier partners before signing on. You can do this now at [www.safer-sys.org](http://www.safer-sys.org) (and watch for a new Web site as CSA 2010 rolls out officially at year's end). Get a head start and check out your carrier now, then decide if you want to stay there, or find one with a less adversarial approach to safety. □

– Joanne Ritchie is executive director of OBAC. Are you shaping up or shipping out? E-mail her at [jritchie@obac.ca](mailto:jritchie@obac.ca) or call toll free 888-794-9990.

## OVER THE ROAD

## It's all about attitude

### Driving for a company that shares your values is key to a rewarding career

It's tough to remain positive and upbeat all of the time. If I can maintain a positive outlook 80% the time, well, that's a result I'm very happy with.

This past year of two has been a struggle for everyone, not just those of us in the transportation industry. The economy has hammered all of us. The best thing I have going for me though is the fact I work for a family-owned organization that puts its family values front and center. It's nice to have that positive attitude trickling down from the top. Not all of us have that going for us.

Before I started trucking for a living, my wife and I were the owners of an office products retail franchise. It is a business I had been in for over 20 years.

When I first started in the business, the company was owned by a family and operated in a similar way to the company I work for now.

The family sold the business to corporate interests in the early 90s. Changes occurred rapidly and the similarities between how the retail environment changed in the 90s to how the trucking industry has changed over the past



Over the Road

AL GOODHALL

decade are haunting.

Take a look at any city in North America as you drive through it and from the retail landscape, it is difficult to tell them apart. Whether it is fast food, clothing, or building supplies, the same names on the buildings repeat themselves over and over again. Independents have been sucked up by the big boxes for the most part.

Now take a look at the trucks and trailers as you roll down the road. More and more independent operators are owner/operators or lease operators wrapped in the cloak of a large trucking operation, much like the franchise operator of a retail location. For all of the owner/operators out there, I can certainly empathize with the challenges you face as business owners as well as drivers.

So how does all of that relate to my attitude? For me it's the difference between a constant focus on the bottom line as an objec-

tive and a motivator as opposed to simply doing the job to the best of your ability and having the penalties look after themselves.

That's the beauty of driving for a family-owned company as opposed to a company focused on keeping the shareholders happy. When the prime intention of your day is to operate with honesty and integrity while meeting your customer service obligations and commitments, then coping with the trucking industry issues of the day becomes much easier.

We all have to deal with hours-of-service, speed limiters, dock delays, roadside inspections, log audits, home time, and so on. My experience has shown me that productivity, efficiency, and a positive outlook all thrive in an open and honest atmosphere that is supportive even when we drop the ball and screw up. When you work under conditions that use mainly punitive measures as a source of motivation and productivity, morale and your personal attitude usually end up in the toilet.

But even when you feel you are working for some of the best people in the business, it's still difficult as a truck driver to have a bright and sunny outlook 100% of the time. After all, we are separated from friends and family for extended periods, we work long hours, daily routines are often in flux, we may have issues with the equipment we operate, we suffer road delays for a myriad of reasons, and all of that before we

even get into loading and unloading. And we keep coming back for more. But for how long?

I keep reading about the trucking industry facing a driver shortage of qualified personnel. I look at driver recruitment ads that trumpet the benefits of working for this or that company but when I talk to many drivers I hear stories about those same companies that are anything but conducive to developing a positive work atmosphere.

It is said that we find happiness within ourselves. That happiness starts with a positive and upbeat outlook on life in general. But you need to surround yourself with others that are of a like mind and approach to life. In this business it starts by aligning yourself with a company that brings the same values to its business operations that you practice in your personal life.

Those shared values become the basis of a long and happy relationship despite the ups and downs of the industry in general or the economy. So look for the companies that walk the walk as well as talk the talk. The result is often a positive attitude and a happier outlook on life. □

– Al Goodhall has been a professional long-haul driver since 1998. He shares his experiences via his 'Over the Road' blog at <http://truckingacrosscanada.blogspot.com>. You can also follow him on Twitter at [Twitter.com/AlGoodhall](http://Twitter.com/AlGoodhall).



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## Fergus Truck Show show'n'shine winners announced

**FERGUS, Ont.** – Owner/operators and company drivers alike proved one thing at the Fergus Truck Show show'n'shine: That neither Mother Nature nor a downtrodden economy could take away the pride they take in their equipment. While the field size was noticeably smaller this year, the caliber of trucks was still without equal, in these parts at least.

Rain on Friday had participants up early Saturday morning to prep their rigs for judging. A total of 50 awards were handed out on Sunday afternoon, when the scores were tallied.

This year's winners were: Best Working Tractor with Sleeper, David Bradshaw, BNK Transport; Best Working Day Cab, John Ritchie, Road Runners Equipment; Best Working Cabover Tractor and Best 90-94 Working Tractor, Brian Steckley, Floyd Gibbons Trucking; Best 2010 or Newer Company Working Tractor, Chris Shepley, Transport

N Service; Best 2010 or Newer O/O Working Tractor, Pat Fisher, Hyndman; Best 07-09 Company Working Tractor, Ron Eichhorn, Transport N Service; Best 07-09 O/O Working Tractor, Best Tractor-Trailer – Van or Reefer and Best Custom Working Tractor, Cliff King, Castle Rock Transportation; Best 04-06 Company Working Tractor, Tammy Cable, Heritage Truck Lines; Best 04-06 O/O Working Tractor, David Madigan, Trans 4; Best 01-03 Working Tractor, Dave Joyce, Sleeman Breweries; Best 98-00 Working Tractor, Bruce Thompson, Samuel Steel; Best 95-97 Working Tractor, Frank Macdonald, Thompson Terminals; Best Pre-90 Working Tractor, John Camposeo, John Camposeo Trucking; Best Restored Non-Working Tractor, Lloyd Dittmer; Best Restored Working Tractor, Paul Davidson, W.D. Potato.

Also taking home trophies were:

Best Paint Scheme, Heather Ross, Superior Propane; Best Straight or Tractor-Trailer Commercial Logo, Andrew Kottelenberg, Avertex Utility Solutions; Best Fleet 3+ Corporate/Private Carrier, TDL Group (Tim Horton's); Best Fleet 3+ Aggregate or Dump, Mitchell Property Maintenance; Best Fleet 3+ Van, Reefer or Curtain Side, F1 Freight Systems; Best Fleet, 3+ Tank or Bulk, Superior Propane; Best Fleet 3+ Tractor Only, Sleeman Breweries.

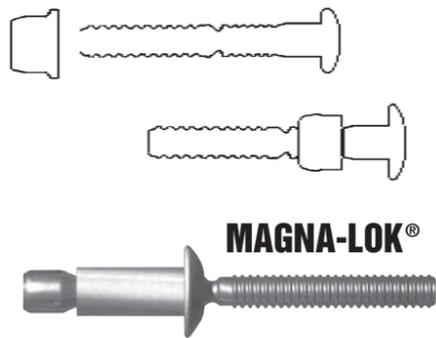
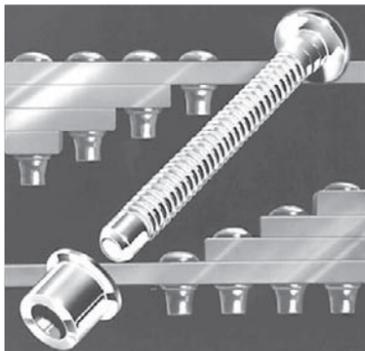
Also winning awards were: Best Tractor-Trailer Livestock, Ryan Felkar, Earl MacDonald and Sons; Best Tractor-Trailer Single-Purpose, Donald Payne, GMF Transport; Best Tractor-Trailer, Tandem, Float, Flat or Curtain Side, Glen Hughes, Bakke's Trucking; Best Tractor-Trailer, Corporate/Private Carrier, Dave Parsons, Sleeman Breweries; Best Tractor-Trailer – Tanker, Doug Wall, Gay-Lea Foods

Co-operative; Best Tractor-Trailer – Trains, Jerry Byers, Bakke's Trucking; Best Tractor-Trailer Dump or Straight Truck with Pup, Chad Murphy, Vaughn Hurlbert Haulage; Best Straight Truck, Peter Urbanavicius, GTA Express Cartage; Best Straight Truck Single-Purpose, Brian McKay, Freedom Pet Supplies; Best Dump Truck, Steve Scott, TDI; Best Service Vehicle, Jake Bakke, Bakke's Trucking; Best Heavy Recovery Truck, Randy Rankin, JP Towing; Best Light-Duty or Medium-Duty Recovery, Henry Tourigny, Henry's Heavy Equipment Repairs; Best Professional Show/Flagship Truck, Kein Hunt, Hunt Trucking; Best Displayed Fleet, Superior Propane; Best Single-Unit, Ted Huntington, Jeffery's Greenhouse; Best Light Show – Single, Carey Wojtasik, CSI; Best Light Show, Fleet, WD Potato; and Judge's Choice, Ron Gaiser, Star Van Systems. □



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# Are you keeping score?

## Driver and carrier scorecards are an important tool in preparing for CSA 2010

By James Menzies

**TORONTO, Ont.** – By now, most Canadian carriers operating in the US know CSA 2010 is coming, and with it some major changes to how a carrier's safety rating is calculated. They probably also know that drivers, for the first time, will also be rated with their scores applied to their carrier's profile.

They may even know that it doesn't take a violation to result in points being assigned to their CSA 2010 profile. But do carriers know how they'll rank when the CSA 2010 switch is flipped later this year?

Technology providers have been rolling out CSA 2010 Scorecards and/or Dashboards for carriers and drivers, which tap into the complicated reams of data hosted by the FMCSA on its Compass portal and then present it in a digestible format that safety managers can easily interpret. The FMCSA has promised it will allow carriers to view their own status as well as industry-wide percentiles in the coming weeks, but until that happens, carriers may be well advised to call on a service provider to help them get a handle on where they stand under the new Safety Measurement System (SMS) criteria.

Vigillo, a data mining company that was among the first to introduce CSA 2010 scorecards, suggests fleets act now, if they haven't already, to figure out how they rank under CSA 2010. The company points out of its 1,500-plus fleet customers, 68% are over the intervention threshold in at least one BASIC category (Unsafe Driving; Fatigued Driving; Driver Fitness; Drugs and Alcohol; Vehicle Maintenance; Cargo Securement; and Crash Experience). Under SafeStat, only 1.3% of its subscriber fleets were at risk of facing an FMCSA intervention.

"Under this system, the bright lights are coming on," says Vigillo founder and CEO Steve Bryan. "There's no place for any driver or carrier to hide anymore and it's really going to be a rude awakening for a lot of people. If CSA 2010 has done anything, it has thrown on the stadium lights."

Unfortunately, carriers themselves may have trouble determining where they stand under CSA 2010 if left to their own devices. The raw data available from the FMCSA Compass portal (<https://portal.fmcsa.dot.gov>) is of little use since it doesn't yet provide the industry-wide benchmarking required to determine one's percentile ranking among its peers.

"It's virtually impossible for an individual carrier to calculate its own score from just their data set," Bryan says. "A carrier could take its violations and attach the severity points, but there's a time weighting also, so you have to calculate the time frame in which

it happened – that all has to be taken into account. And the last thing you do is the percentile ranking, you have to know where you stand against everyone else in your peer group and there's no way you could know that, so it's not possible for a carrier to calculate its own score."

Vigillo is able to provide a carrier's peer ranking because of the vast driver pool it's already measuring. The company says it is currently tracking 600,000 drivers working for 1,800 motor carriers operating in the US.

"We have developed technology that runs 24 hours a day, seven days a week doing nothing but harvesting data out of the FMCSA database," Bryan explains. The Vigillo CSA 2010 Scorecard service is available as a standalone offering and is priced at 50 cents per driver per month with no long-term commitment. All customers have to do is provide Vigillo with their DOT number, Bryan adds. For more info, visit [www.vigillo.com](http://www.vigillo.com).

EBE ([www.ebeships.com](http://www.ebeships.com)), another software solutions provider for the trucking industry, has also come to market with a CSA 2010 Dashboard with a slightly different focus. Also available as a standalone product, EBE's vice-president of marketing and business development Cindy Nelson, describes the company's solution as a "Web-based application designed to help you manage your drivers as opposed to managing numbers and scores."

She says the system allows a carrier to identify drivers at risk of crossing a BASIC threshold and then input them into a workflow queue that allows the fleet to follow up with corrective measures, whether they be disciplinary- or training-focused.

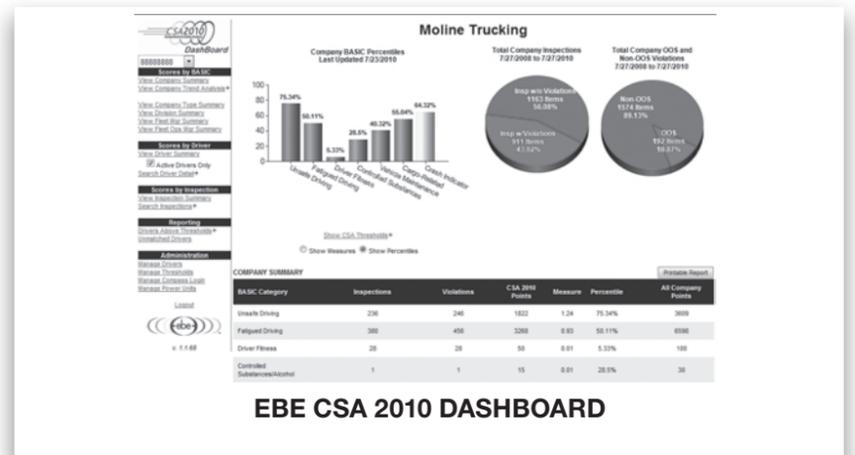
"It gives you the opportunity to take the data you're getting and apply the corrective measure in a real-time fashion and ensure drivers are in compliance," Nelson says.

The data can be hosted online or behind a carrier's own firewalls. Initially, CSA 2010 Dashboard was envisioned as a "tab" on the company's existing driver management platform, but Nelson says "it created a life of its own" and there's now a "complete development team" working on the product.

Another feature of EBE's CSA 2010 Dashboard is that it pulls all violations and crash reports associated with a carrier's DOT number on a daily basis.

"We go out every day and pull the data as opposed to providing monthly updates," says Nelson.

The system allows a fleet or safety manager to sort its drivers by various categories and identify those who are nearing or have surpassed an FMCSA interven-



DriverID	Last Name	First Name	Group	Speed Score	RPM Score	Idle Score	Hard Brake Score	ECM Fuel Efficiency Score	Total Points	Score (100 - Total Points)	Distance (M)	Cruise Distance (M)	% Cruise Distance
1234	Jones	John	Hours of Service	0.99	0.14	24.52	0	0.00	24.75	75.25	4695.4	1043.4	22.2
4221	Ray	Steve	Hours of Service	0.01	0.08	30.50	1	0.00	31.59	68.41	2145.9	0	0.0
12345	Jones	Tom	Hours of Service	11.97	3.39	50.74	2	0.00	68.10	31.90	3736.1	926.1	24.8
98765	Smith	Joe	Hours of Service	35.76	1.32	25.14	13	0.00	75.22	24.78	9033.2	4436.4	49.1
13456	Wilson	Patrick	Hours of Service	0.29	26.21	90.80	44	0.00	161.30	0	1823.2	10.9	0.6

tion threshold. Customers can also track and monitor clean inspections and reward drivers for keeping their logbooks and equipment in order.

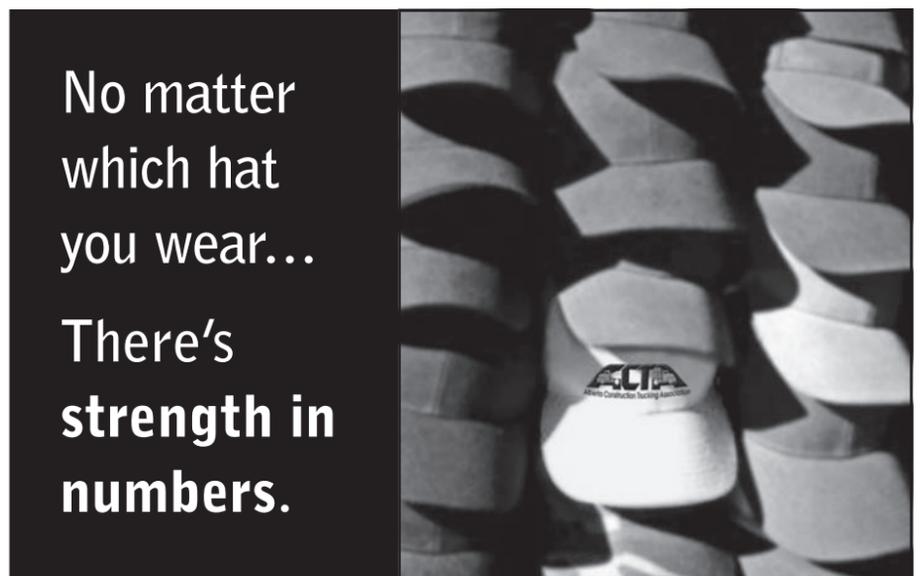
Essentially, says Nelson, the CSA 2010 Dashboard gives fleet managers the tools they need to properly manage their drivers with CSA 2010-specific data. The solution can also be integrated into existing driver management solutions a fleet may already be using, she adds.

Even before CSA 2010 was in every fleet manager's vocabu-

lary, some technology providers already offered driver scorecards. Those scorecards are still relevant in a post-CSA 2010 world, as they have a predictive element to them that's useful in identifying drivers who may bring problems when CSA 2010 is fully deployed.

Christian Schenk, XATA Corporation's new vice-president of product marketing, says both Xata ([www.xata.com](http://www.xata.com)) and its subsidiary Turnpike Global Technologies offer driver scorecards that can be used to identify problem

Continued on page 22



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CSA 2010

# Driver, carrier scorecards help fleets determine where they stand under CSA 2010

Continued from page 21

drivers before they hurt a fleet's CSA 2010 standing.

"Our scorecarding is based on being preventive," says Schenk, "getting in front of issues before they become issues. We can give you enough information so you can proactively make adjustments to your fleet or drivers."

Xata's scorecards are ideal for large and private fleets, Schenk says, while the made-in-Canada Turnpike solution is geared more

towards smaller trucking firms.

Charlie Mohn, product marketing manager with Xata Corporation, says its scorecards reveal risky driving behaviour such as speeding, hard braking and rapid accelerations. That is all tracked using Xata's system and displayed in an easy-to-understand format so a safety manager can identify risky drivers and take necessary action before they commit infractions that will drag down a carrier's CSA 2010 score.

"We're not directly measuring performance data to a BASIC score, we don't have that algorithm down perfectly," says Mohn. "Our focus is on being able to rank drivers so you can focus on the ones that are the problem children and let the other ones go about their business."

Even though it's not a CSA 2010-specific solution, Mohn says Xata's driver scorecards are receiving extra interest these days. Schenk agrees, noting CSA 2010

has displaced the driver shortage and fuel efficiency as the primary driver of technology investments.

"There's a lot of interest out there in the market," Schenk says of CSA 2010. "The number one reason people are buying this is for compliance (with CSA 2010)."

According to Vigillo, 81% of more than a million CSA 2010-related violations were driver-controllable, so it's little wonder carriers are interested in tracking their drivers' behaviour like never before. □

FLEET NEWS

## TransForce buys oilfield services provider

**MONTREAL, Que.** – TransForce recently announced the acquisition of an energy services company and its trucking operations. TransForce entered into a deal to acquire an equity interest in EnQuest Energy Services of Calgary, Alta., including the oilfield transportation assets such as Speedy Heavy Hauling.

EnQuest provides energy services, primarily in the US, including the transportation of rigs, cranes, other oilfield equipment and oversize loads.

The assets acquired by TransForce generate annual revenues of about US\$50 million, the company reports. TransForce's US subsidiary Hemphill Trucking will be integrated with the new companies, operating as Hemphill-Speedy, headquartered in Grand Junction, Col. The deal is worth about US\$32 million.

"The acquisition of the EnQuest assets substantially enhances TransForce's competitive position in the US energy services industry where our coverage will now include Arkansas, Colorado, Montana, North Dakota, Pennsylvania and Wyoming and where we will be well poised to benefit from the impending recovery in the industry" said Alain Bedard, chairman, president and CEO of TransForce. □

## TransForce posts higher Q2 revenue, profit

**MONTREAL, Que.** – TransForce has posted significantly higher revenue and net income in the second quarter and first six months than the same periods last year. The company is now in recovery mode and with its cost-cutting measures, well-positioned to capitalize on the recovery, the company says.

"While the economic environment remains challenging, the steps we have taken to increase efficiency, combined with some revenue growth, continue to help generate positive results for our shareholders," said Alain Bedard, Chairman, president and CEO of TransForce. "We expect to see some improvement for the industry later in the year but, for now, we welcome relative stability after many quarters of volume declines and pricing pressure."

In the second quarter, TransForce revenue totaled \$496.9 million, up 9% compared to Q2 2009. Net income more than doubled to \$23.3 million compared to the same time last year. For the first six months of 2010, total revenues were \$963 million, a 6% gain over the first half of 2009. Net income was \$29.2 million, up from \$15.6 million the same time last year. □

## Manitoulin Transport turns 50



**REASON TO CELEBRATE:** Manitoulin Transport is celebrating its 50th anniversary this year. The company was formed in 1960 by Doug Smith.

**GORE BAY, Ont.** – From its humble beginnings as a local delivery company on Manitoulin Island to its current role as a global transportation provider, Manitoulin Transport has reason to celebrate this year as it turns 50.

The company was founded in 1960 by Doug Smith, who is now chairman of the Manitoulin Group of Companies and a member of the Order of Canada.



The company was founded in Gore Bay, Manitoulin Island with just a couple vehicles making local deliveries on the island.

"This year we're celebrating a true Canadian success story," said Gord Smith, president, Manitoulin Transport. "A story created from the ground up, driven by customer commitment and achieved through the dedication of our people."

Through the years, Manitoulin has made strategic acquisitions to expand its scope of services in Canada, the US and beyond.

Today, the company runs more than 60 Canadian terminals and through partnerships in the US has access to 250 service centres south of the border. Manitoulin has a fleet of more than 2,700 pieces of equipment, providing truckload, LTL, transborder, rail intermodal, private fleet, guaranteed delivery and specialized services.

"This is a time for reflection on where we've been and where we plan to go," said Gord Smith. "We're always looking for ways to do better and do more, and that's something we hope to do for another 50 years." □

# Guess Who Found A New Job?

Getting a new job is life-affirming! Are you stuck in a job, and looking for something **NEW**?

Well, you too can find a job in 2010 on [www.truckops.ca](http://www.truckops.ca), a job website for transportation and supply chain professionals.

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# HOW DO YOU SPELL TIRES WITH HIGH VALUE?

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In the age of unlimited competition, we can agree that having the right parts is the first step in providing quality services. Therefore, many owner-operators and fleet managers turn to well-recognized brands that provide high quality products with high price tags. In the tire industry, it is no different. Many companies purchase tires manufactured by the top three companies despite high prices without considering purchasing other brands, simply because of the perception that the other brands are manufactured by overseas companies with low technology to make them cheap. Certainly, the perception is justifiable to some brands, but not to Hankook. Here is why:

**Fact : Hankook Tire is a global company, not an overseas company.**

Maybe you did not know this, but Hankook Tire is one of the largest tire manufacturers in the world. In fact, Hankook Tire is the 7th largest tire manufacturer in the world with one of the fastest growth rates in the industry\*. With great success and satisfied customers all around the world, the company has grown and transformed itself over the years. Hankook Tire now has more than 20 offices globally, multiple state-of-the-art manufacturing facilities and several technical centres on every major continent including in the U.S., Germany, Korea, Japan and China. With a global network that stretches from Seoul to Toronto to Moscow, it is true that Hankook is a global company, not an off-shore tire company. Hankook products are premium imports developed to exceed the expectations of consumers.

\* Modern Tire Dealer, 2008

**Fact : Hankook Tires are produced with innovative technology.**

Grouped with energetic, smart and consumer-oriented engineers, Hankook Tire continuously re-invests approximately 5% of its revenue into Research and Development. At the Akron Technical Center of Ohio, energetic and dedicated engineers develop tires that reflect the weather, road and drivers of North America. The dedication and effort in advancing tires has been noticed from several highly respected organizations.

First, Hankook Tire is the original equipment tire supplier to International Trucks and I.C. School Buses on drive and steer positions. The tires meet and exceed the requirements of the highly respected company and continue to satisfy drivers and fleets in North America. Secondly, Hankook Tire has been recognized by the U.S. Environmental Protection Agency and received EPA SmartWay certification on three truck and bus tires for reduced rolling resistance that creates a smaller carbon footprint. The recently launched AL07+ steer tire, top-seller Z35a drive tire and advanced TL01 trailer tire provide reduced rolling resistance of 3% or more to meet SmartWay standards. The certified Hankook tires provide improved fuel economy and reduced costs to drivers and fleet managers.

In addition, Hankook focuses on improving fuel efficiency and lowering the rolling resistance of current and future products with an annual investment of \$19 million on R&D to make more environmentally-friendly products that reduce the operating costs of O-Os and fleets. Certainly, you will hear about additional Hankook products being certified for the SmartWay Program.

**Fact : Hankook Tires provide tremendous value to the consumer.**

You now know the Hankook products are made by a global company

that focuses on providing innovative products that are high in quality. And the company's effort has been recognized and certified. But did you know the tires provide excellent value to consumers? Hankook tires are very cost effective in comparison with comparable quality products and have been well-recognized for their value. Call your local dealer today to find out how much you can save with Hankook products and how they can deliver better value. The news you hear about the price, quality and value of Hankook Tires will be some of the best news you will hear in 2009.

**Fact : Hankook medium truck tires are available at your local dealer.**

With thousands of dealers across Canada, Hankook truck and bus tires are available at your local dealer to help you earn more value for your purchase. From the ports of Vancouver to the lumber mills in the Maritimes, the dealers are proud to sell Hankook products and they are widely available. In addition, the new large distribution centre in Ontario can service Ontario fleets directly and help you to reduce costs, which will help your fleet in the current economic downturn. For further information, please contact Hankook Tire Canada Corp., at 1 800 843 7709.

**So, how do you spell tires with high value? H-A-N-K-O-O-K**



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## BRITISH COLUMBIA

# 'Truck jail' not a part of revised enforcement tactics

Continued from page 1

'carrot' in the creation of a Premium Carrier program that recognizes safe companies.

The three 'sticks' are: a "best practice development" meant to foster more responsibility and cooperation between carriers and shippers; increased oversight into Designated Inspection Facilities and inspectors; and a "plate seizure" program that gets mechanically-unsound commercial vehicles off the road immediately and keeps them off until their owners can convince the government they won't repeat their mistakes.

## Seizure salad

According to Paul Landry, executive director and CEO of the B.C. Trucking Association, the plate seizure program is a much more aggressive approach to dealing with vehicles that are not merely unfit, but unfit dramatically.

"We already have regulations that deal with various components that are below standards," he says, "and of course there's the CVSA out-of-service standard which the province continues to adhere to, but our feeling was that there are some vehicles that are so far below the standard that stronger action is required in order to bring those carriers into compliance."

Landry says the new program focuses on vehicle control, and is meant to cover vehicles with major problems in terms of steering, tires or brakes.

"It would involve significant failures in several CVSA components," he says, "where there's clear evidence that absolutely no attempt has been made to maintain the safety of the equipment."

Landry cites worn out or cut tires in combination with maladjusted or broken brakes and flawed steering as a candidate for this type of roadside purgatory – which sees enforcement officers actually removing the vehicle's licence plates on the spot and leave the truck on the side of the road, to be towed home later at the owner's expense.

And it doesn't end there. Not only are the plates seized, but the Insurance Corp. of B.C.'s (ICBC's) licensing file on that vehicle is closed as well and the vehicle can't be licensed again until the equipment is not only fixed but until the carrier has also explained to the satisfaction of the Commercial Vehicle Safety Enforcement branch what they intend to do to prevent such a situation from happening again.

"Our expectation is that it will take some time," says Landry. "It's going to be more than several days and that should create sufficient discomfort to encourage others to comply."

While designing the new plan, the group mulled over Ontario's "truck jail" policy – where the equipment would be seized and towed to an impound lot and only allowed back on the road when repaired – as being possibly worth emulating. It was rejected in the end, Landry says, because it "would require quite a lot of bureaucracy and administration on the part of government," whereas (licence seizure) is fairly simple: you remove the plate and seal the file at ICBC

and wait for the carrier to do what's required.

## Blowing the whistle on shippers

The second initiative, which promotes shared responsibility between drivers, carriers and shippers, is meant to develop best practices and promote awareness of shared responsibility for vehicles leaving shippers' facilities. Landry says it will have the greatest effect on the dump truck industry, though it should also be felt in areas such as container and van operations.

"The government recognizes that shippers can play a role in terms of unsafe operation of large commercial vehicles," Landry says, "and that more needs to be done to encourage shippers to play a better role in the loading of vehicles." Landry notes that there have been "several incidents of vehicles being grossly overloaded, and both the industry and government want that dealt with."

Landry mentions as a possible example a scenario in which a gravel pit operator would insist that a truck take on more than either its licensed weight or its safe, allowable legal weight, basically telling the trucker to take the load or not bother coming back.

"I wouldn't say it's a widespread activity either on the part of gravel pit or dump truck operators," Landry admits, "but there's enough of it to cause concern."

Initially, the program only involves

**'The sense is that there are carriers that do a great job and the government wants that recognized.'**

Paul Landry, BCTA

enforcement action: the government has agreed to monitor the situation and to deal with shippers who appear to be involved in such activities.

"For the time being, it's going to be more observation and moral suasion," Landry says, but if the situation doesn't improve over the next several years, the government may look at legislation.

The government will learn of such situations through on-road enforcement: stopping over-laden trucks and finding out where the load came from, where it's going and who the parties involved are. But the initiative could also open up the potential for carriers and/or drivers to act as whistleblowers, letting the government know if, for example, a particular pit is asking them to do things they shouldn't be doing.

## Inspector gadgets

The province is also taking more aggressive action with respect to what Landry calls the "lick-and-stick" operators – inspection facilities that don't conduct vehicle inspections properly but which issue the paperwork and decals anyway. Landry points as an example to a recent case in British Columbia in which a facility was doing exactly that.

"The government officials worked with the RCMP and took aggressive action against that facility and shut it down," Landry says, noting that "it was a high-profile case and I think exemplifies the kind of problem we're

trying to deal with here."

The initiative includes amendments to the Motor Vehicle Act that will allow Commercial Vehicle Safety Enforcement (CVSE) officials to monitor inspectors as they conduct inspections, looking over their shoulders, as it were, to make sure they're following the program's requirements. It also includes more stringent audit requirements for facilities that have been identified as potentially being of the "lick-and-stick" variety by comparing roadside inspections of vehicles with the inspections done at the facilities in question.

## Best of the best

The 'carrot,' the Premium Carrier program, will recognize carriers that excel in terms of safety performance. Kind of analogous to Alberta's Partners In Compliance program, though more limited in scope initially, it's being developed by the BCTA in conjunction with the government.

"We've exchanged ideas with respect to how the program might work," says Landry, "but the sense is that there are carriers that do a great job and the government wants that recognized." So far, however, what that recognition will require on the part of the carrier is still murky. "We're going to be looking at a way that carriers can participate in the program without an excessive administrative burden," he says.

As for what exactly will be in it for the carriers, Landry thinks they'll gain the recognition that they are better

limited Alberta Carrier Profiles at no charge and to pull Alberta driver abstracts with the government portion of the fee waived. Those provide real benefits beyond mere bragging rights and can help make any extra paperwork required, or other hoops to jump through to prove your credibility, easier to take.

"What we're going to try to accomplish," Landry says, "is to make sure that the investment and involvement in the program is at least matched or exceeded by benefits – financial benefits, operating benefits and things like that – but honestly at this juncture I don't know what the benefits are going to be."

Landry also doesn't know yet what the investment will be in terms of administration and the evidence a carrier will have to provide to prove its excellence, "but I am confident that the administrative burden won't be excessive."

The BCTA, along with the Truck Compliance Advisory Panel and the government, has been working on these initiatives since about 2008 and Landry says they promise to have wide-ranging effects throughout the industry.

"I think there's something in it for everybody," he says. "The licence plate seizure program will have an effect in terms of the bottom feeders, but on the other hand the Premier Carrier program will recognize the carriers that excel."

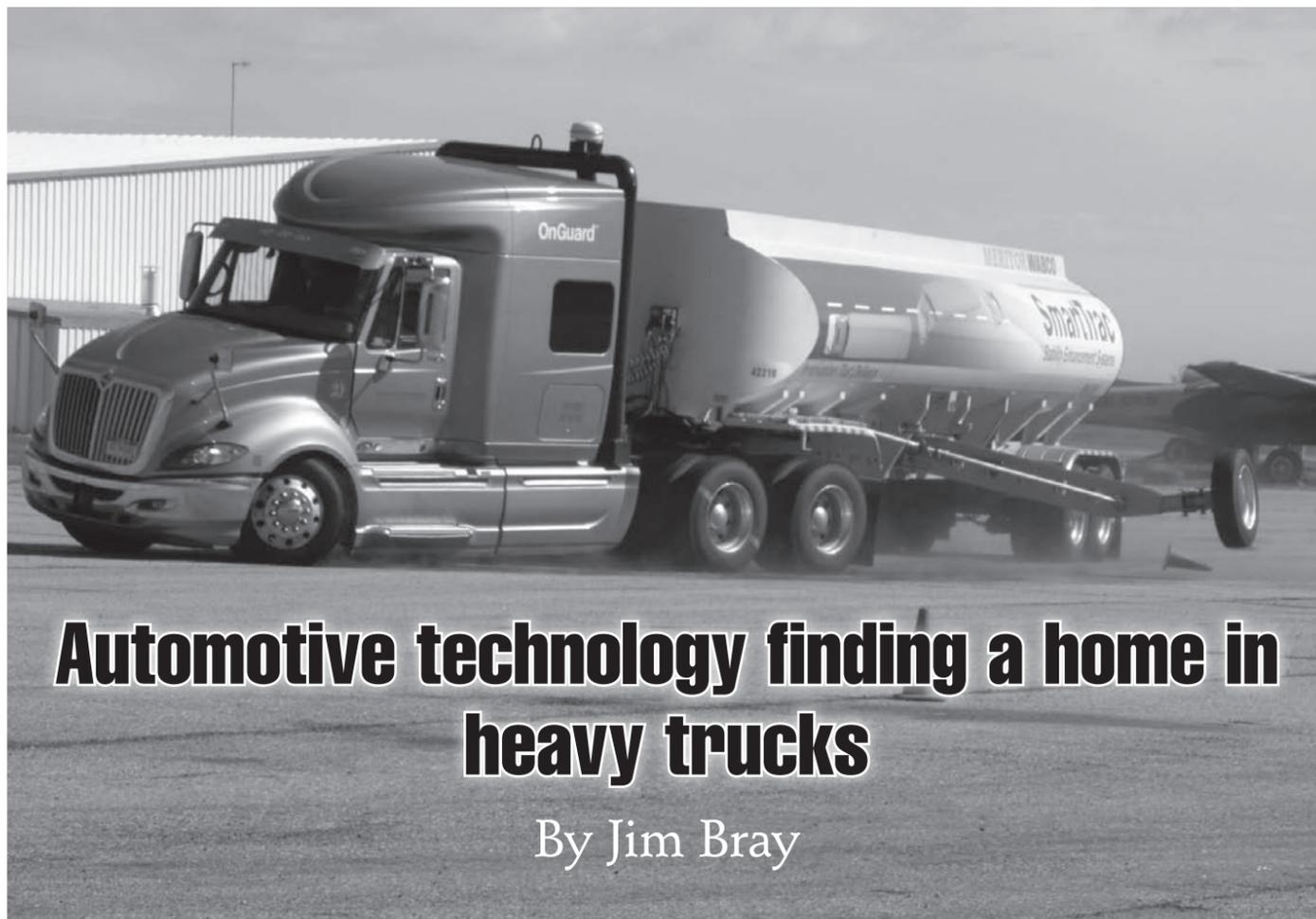
Landry says they wanted to ensure that these new initiatives weren't just about negatives. "We didn't want to communicate to the public that we're only concerned about bad carriers, that there are a lot of bad carriers out there and so there have to be negative, punitive programs," he explains. "We also wanted to ensure that the public understands that there are safe carriers out there that are doing a great job and that we're a safe industry."

While the Premier Carrier program is a work in progress, the licence plate seizure program and the "lick-and-stick fix" are both in effect now. Landry says the initiative to foster shared responsibility between carriers and shippers is also in place now, in that "enforcement officers are monitoring the situation and there are some discussions going on with regard to best practices in terms of gravel hauling."

Questions still to be resolved include what gravel pits should be doing in terms of working with their carriers – ie., what kind of monitoring they should be doing to ensure that dump trucks are tarped and their sides free of loose gravel when they leave. More than merely new policies and procedures, these four initiatives can be looked upon as another way to foster a safer, more professional mindset among all parties involved.

"I think, in part, not only because of these initiatives but also through our new safety council and our Certificate of Recognition program for the trucking industry," Landry says, "that we're in a kind of longer-term initiative to really improve the industry's culture in terms of safety, to raise the bar."

Landry notes most carriers already operate very professionally, very safely, very responsibly, but admits "there's still work to be done." □



## Automotive technology finding a home in heavy trucks

By Jim Bray

**RED DEER, Alta.** – Computerized technologies such as anti-lock brakes have been helping keep pilots and drivers safe for years, and now one major supplier of commercial truck equipment is upping the ante by bringing even more sophisticated safety equipment to the transportation industry.

Meritor Wabco, the Troy, Mich.-based maker of commercial vehicle braking systems, controls and the like, is parading its latest active safety system products – SmartTrac and OnGuard – across the continent to show prospective buyers and users the potential of the technologies.

The company describes such active safety systems as ones that can be activated (or which activate themselves) in response to “a safety problem or abnormal event.” The systems jump into the fray automatically, thanks to an electronic control unit (ECU), to provide “improved performance and handling and to assist the driver in maintaining control of the vehicle and avoiding accidents.”

The systems looked very impressive when the company’s road show touched down at the Red Deer, Alta. airport in late June.

There, representatives from private and public fleets were not only given a compelling background presentation about the technology but also had the opportunity to ride in the cabs of OnGuard and SmartTrac-equipped trucks as they were run through simulated situations in which they’d come in very handy in the real world.

SmartTrac is a stability control system that’s similar in spirit to the ones available on increasing numbers of cars today. Likewise, the OnGuard Collision Safety System combines technologies – such as adaptive cruise control – that are also becoming available on more and more passenger vehicles. All that’s missing, it seems, is a gadget that would let your rig parallel park itself, like some Ford, Lincoln and Lexus vehicles can.

And wouldn’t that be quite a sight?

“Technologies on the light vehicle side certainly let us do this,” admits

Matthew Williams, Meritor Wabco’s manager, fleet sales, training and customer service. “But it’s also a matter of caring for the industry and the motoring public as well as the drivers in our industry. To provide that level of safety to them and the public, I think, is more of our vision than just being spurred by other technologies.”

The professional applications are more heavy-duty than you’d find in an Infiniti, Mercedes Benz or Lincoln, of course, but the basic premise is the same: keep the wheels on the road, keep them from sliding and keep the whole vehicle from either flipping over or ramming into something.

The SmartTrac “family” includes ABS, Automatic Traction Control (ATC), Electronic Stability Control (ESC), Roll Stability Control (RSC) and Roll Stability Support (RSSplus). The systems use an array of computer devices, sensors and assorted other high-tech gewgaws to monitor the truck’s systems as well as the world outside the vehicle and, if necessary, to be ready to act in the driver’s stead if a situation develops that warrants it.

A lateral accelerometer in the SmartTrac system monitors sideways motion and, if the truck exceeds a set threshold, it will decelerate the engine, take over the throttle and even Jake brake – and if that isn’t enough it’ll grab control of the drive axle brakes and modulate the trailer brakes as well, to simulate ABS. All of this happens within milliseconds.

It doesn’t just chuck the driver aside and take over, however. Meritor Wabco says that if the driver reacts quickly enough and uses more braking pressure than the system is applying, the driver’s input will take over, effectively elbowing the robot out of the way.

It’s really just a safety override; if you aren’t paying attention or are incapable of taking the correct motions, the system will give you a hand – but if you take control again it defers to you – as it should.

The system can also help in emergency lane change maneuvers, for ex-

ample if another driver pulls in front of you, forcing you to swerve around him or her.

The idea is to get around the obstacle and have the trailer follow, without it swinging out. With the system activated, if a driver cuts hard to get around the object the trailer is pulled right behind the tractor, following it right through the turn. The system maintains control of the entire combination, as opposed to the tractor going one way and the trailer going another.

In the live demos, which featured a tricked out International whose trailer is equipped with wheeled outriggers to keep it from flipping onto its side like a beached whale, the company puts the truck through a couple of serious maneuvers with the system disengaged (at which point the purpose of the outriggers becomes crystal clear), and then with the system activated. The difference is very noticeable.

### Standing OnGuard

OnGuard is being promoted as the first commercial vehicle Collision Safety System with Active Braking, and it can help drivers maintain a safe following distance to avoid or reduce the impact of rear-end collisions. Similar to the adaptive cruise control systems found on some higher end cars, it uses radar sensors to monitor the distance to the vehicle (or whatever) ahead.

When its virtual brain detects a potential collision developing, it first sends audible and visual warnings to the driver, through an in-cab dash display, and if that doesn’t work to get the driver’s attention it’s ready to take over and decelerate the vehicle automatically, using the truck’s throttle, engine and foundation brakes.

It also makes for an interesting demo, with a tractor and an “obstacle vehicle” (driven by a brave soul) going through a prearranged ballet, with the big rig coming to a safe stop without rear ending the other vehicle – much to the relief of both vehicles’ drivers.

Why is this a big deal? According to figures cited by Meritor Wabco,

rear-end collisions account for approximately 20% of all heavy-truck crashes, with the truck being the striking vehicle in 60% of those accidents. Inattention or poor decisions (driving too fast for the conditions or following too closely, for example) are the primary factors in two-thirds of collisions whose fault is assigned to the truck driver.

On the upside, Meritor Wabco estimates that 90% of all rear-end collisions could be eliminated if the driver were to have one additional second of reaction time.

Hence OnGuard, an “always on” technology that’s active whenever the vehicle is being driven. And like SmartTrac, it disengages automatically if the driver takes the appropriate actions in time.

Williams says the system, which will also accelerate the vehicle again once its path is clear, is smart enough to differentiate between road kill on the shoulder and a deer meandering across the asphalt.

The concept behind such devices is actually pretty straightforward, and the reasons why fleet owners would want to check off the boxes that add such systems to their purchases are obvious: increased safety means increased efficiency and decreased downtime and liability.

John Nelligan, Canadian regional director for Meritor Heavy Vehicle Systems, says they brought the demonstrations to Canada to show Canadian fleets not only what’s available but where the industry can go with safety technologies like these.

“I think the roll stability is huge,” he says, “because in major cities there’s always a rollover somewhere, with loads dumped and roads shut down.”

Nelligan thinks this type of technology will be mandated in the next few years, noting that it’s already being pushed “big time” in the States by groups like the National Highway Traffic Safety Administration. “It’s going to be mandated on cars first, it looks like,” he says, and it’s inevitable that the industry will follow.

“It’s good technology,” he says, “and it’s good for our industry. Any time we can save a life or prevent an accident or keep ourselves cleaner it’s better for the industry.” Nelligan points to the obvious fact that a car doesn’t do as much damage as a big truck when it rolls over or rear ends something, “so maybe we should be leaders in this area.”

SmartTrac systems are being used right now in commercial, construction, fire and emergency, bus, coach and military applications, Williams says, and the technology is being received well. “Stability control is a very common specification on vehicles now because of its ability and its integration into the OEMs,” he says. “The collision safety system is gaining momentum in the industry, particularly with safety-conscious fleets that want to address rear end-type incidents.”

Some retrofitting options are available, Williams says, but it’s more practical to have the systems fitted while the vehicles are being assembled.

SmartTrac and OnGuard are both available in Canada now, through Freightliner and Navistar, and Williams says more manufacturers should be coming on-board in the future. □

## OEM/DEALER NEWS

## Hino gearing up for launch of 2011 medium-duty line-up

MISSISSAUGA, Ont. – Hino Motors Canada is slated to release its newly redesigned 2011 medium-duty truck (MDT) line-up in September.

The 2011 MDT line-up will feature new design and functional improvements designed to enhance the trucks' flexibility and driver comfort, efficiency and safety.

On the style side, the new design will include a new hood and front grille, while driver comfort is enhanced with the addition of a driver's seat armrest. Driver safety and efficiency improvements include the addition of a Bluetooth-enabled GPS stereo and a new driver information display which is designed to be easier to read.

Hino officials say the MDT's will also feature significant technological improvements to meet new emissions regulations. All 2011 Hino MDT's will use Selective Catalytic Reduction (SCR) to comply with EPA2010 emissions requirements and reduce fuel



**NEW ADDITION:** Hino is introducing an all-new Class 5 Model 198.

consumption by an estimated 3-5%.

The 2011 Hino 338 will receive a boost in power to 260 hp while the torque on the Hino 358 increases to 660 lb.-ft. Officials say the changes will improve the throttle response and driveability of both models. Front axle capacity on the Hino 358 increas-

es to 14,000 lbs.

A "clean chassis" option will be available for the Hino 268, 338 and 358. By transferring parts previously mounted on the outside of the frame rails behind the cab, Hino officials say the configuration will be ideal for beverage bodies, car carrier configu-

rations and other applications.

"The launch of these new trucks is a milestone for Hino. The trucks have been redesigned virtually from the ground, up. Drivers will notice the bold new styling in addition to chassis and powertrain refinements. The environment will benefit from advanced SCR emissions controls that are fully EPA2010 emissions compliant. New chassis configurations and power improvements will open up new market opportunities for our products," said Eric Smith, national sales manager for Hino Motors Canada.

Being launched concurrently with the MDT line-up is the all-new Class 5 Hino 198 model for 2011. The 2011 Hino 198 is built on a 19,500-lbs GVWR truck chassis coupled to a 220 hp, 7.6 litre turbo charged Hino diesel engine. Officials say its styling features and use of SCR will mirror the MDT line-up.

Both the MDT line-up and the new Hino 198 will be assembled at Hino's Canadian assembly plant in Woodstock, Ont. □

## Ridewell to open Canadian warehouse

HAMILTON, Ont. – Ridewell has announced it is opening a Canadian warehouse in Hamilton which will shorten lead times, reduce freight costs and eliminate the hassle of filing paperwork associated with importing for its Canadian customers.

The new warehouse is expected to be delivering product by late August, the company says. The warehouse will inventory complete suspensions and service kits and most replacement parts will also be available for emergency supply to aftermarket distributors, the company says.

Most major components will be available with quick turnaround times in the event of breakdowns or warranty situations. Canadian customers will benefit from: notably reduced freight costs; the elimination of importing-related paperwork; reduced lead times; just-in-time programs; and the immediate delivery of most parts for unexpected accidents and repair events, Ridewell claims. □



## Kenworth T700 in full production

CHILLICOTHE, Ohio – Kenworth's newest highway truck, the T700, is now in full production at the company's truck plant here.

"We're seeing positive demand for the T700," said Marilyn Santangelo, Kenworth assistant general manager for operations.

Recently, Kenworth received an order for 500 T700s from Stevens Transport out of Dallas, Texas. Kenworth claims its T700 boasts lower drag than any other truck in the company's history. It's available with the Paccar MX engine or the Cummins ISX. □

## Mack lands deal to replenish Chrysler fleet

GREENSBORO, N.C. – Mack Trucks has announced it has received a 325-truck order to replenish Chrysler Group's fleet.

The trucks will be Mack Pinnacle day cabs with Mack MP-series engines using ClearTech selective catalytic reduction (SCR), the company announced. The trucks will be put to work in both Canada and the US.

"These Mack trucks save our customers money because they use less fuel and require less maintenance," said David Barletta, Mack central region vice-president. "And in meeting EPA2010 regulations, they also deliver near-zero emissions."

Chrysler Group uses the trucks to deliver parts to auto assembly plants and parts distribution centres. It has already taken delivery of the first of the new Pinnacles. All 325 will be in service by the end of November, the company predicts. □

## Volvo delivers 300,000th 13-litre engine

HAGERSTOWN, Md. – Volvo Group celebrated the construction of its 300,000th 13-litre engine globally with a special ceremony at its engine plant here.

Production of Volvo's 13-litre engines began at the company's Skovde, Sweden plant in 2005. Today, production takes place in Sweden, Hagerstown and Curitiba, Brazil.

The milestone engine was a 500-hp D13 and was placed in a Volvo VN780 chassis at Volvo's New River Valley truck plant in Virginia. Abilene Motor Express of Richmond, Va., took delivery of the engine.

"We are happy and humbled to have assembled the 300,000th Volvo 13-litre engine here in Hagerstown," said Carlos Hungria, senior vice-president and chief operating officer, Volvo Powertrain. "This is

a significant global occasion that solidifies the longevity and reliability of the engines powering Volvo Group products throughout the world. We're particularly pleased that our 300,000th is an EPA2010-certified D13 engine that meets the most stringent emissions standards in the world."

"As one of the world's largest producers of heavy-duty diesel engines, we've made the investments – both globally and here in Hagerstown – to ensure we remain on the leading edge of powertrain development and production," added Volvo CEO Denny Slagle. "The fact that we were the first certified to the EPA10 standards, and were ready early enough to begin filling orders last fall, is a testament to our powertrain expertise." □

## Freightliner to continue NASCAR sponsorship

PORTLAND, Ore. – Freightliner Trucks has re-upped with NASCAR to sponsor the series as the 'Official Hauler of NASCAR' through 2015.

Freightliner has sponsored the series since 2006. Beginning next year, NASCAR trailers will be pulled by the new Freightliner Coronado with Detroit Diesel DD15 engine.

"We've enjoyed a wonderful partnership with NASCAR over the last five years," said Melissa Clausen, director, product marketing, Freightliner Trucks. "NASCAR continues to allow us to showcase our trucks and equipment to a nationwide group of loyal

NASCAR fans, as well as directly to our customer base who love the sport."

Freightliner says NASCAR will serve as a demonstration platform for its recently restyled Coronado. Each of the trucks will be upfitted with the soon to be released Victory Lane Edition package, designed by Chrome Shop Mafia, the company says.

"The new Victory Lane Edition option package will cause these already sharp-looking trucks to turn heads both on the road and off, as well as appeal to the owner/operator market that follows NASCAR," said Clausen. □

## Great Dane offers Transtex Composite trailer skirts

SAVANNAH, Ga. – Great Dane has announced that Transtex Composite will be its standard side skirt supplier. The Transtex Composite Maximum Flex Skirt will be standard for customers looking to spec' the aerodynamic option on new trailers.

Great Dane has found the skirt delivers fuel savings of up to 7%, verified by SAE Type II J1321 track testing. It's constructed from lightweight reinforced thermoplastic composite panels that are corrosion-resistant and will last the life of the trailer, Great Dane claims. The skirts are backed by a five-year warranty.

The skirts are also flexible enough to bend when they come into contact with obstacles and they're waterproof to avoid snow and ice accumulation. □

## Cummins prepares to launch ISX11.9

COLUMBUS, Ind. – Cummins says it is on track to begin full production of its ISX11.9 engine this month and that the engine has already been certified by the EPA and CARB.

Cummins said its newest engine meets EPA2010 targets of 0.01 grams per brake hp/hr of PM and 0.2 g per brake hp/hr NOx.

As with other Cummins engines, the ISX11.9 will use selective catalytic reduction (SCR) exhaust after-treatment technology.

Cummins says the newest ISX will feature excellent pulling power and driveability and stronger clutch engagement torque making it well suited for rigorous duty cycles. It will be ideal for dump and mixer trucks as well as refuse applications, the company claims.

The ISX11.9 will be available with horsepower ratings of 310-450 and torque ranging from 1,150-1,650 lb.-ft. The engine has already undergone about 1.44 million miles and nearly 19,000 hours of validation testing. □

# International says Advanced EGR wins "fluid economy" war vs. SCR

## Daimler fires back over testing methodology

By James Menzies

**WARRENVILLE, Ill.** – You may want to add the term "fluid economy" to your truck vocabulary. It's a term you'll likely hear frequently from Navistar International as the company continues to forge its own path towards EPA2010 emissions compliance while avoiding selective catalytic reduction (SCR) exhaust after-treatment.

When measuring the costs of operating EPA2010-compliant trucks and engines, Navistar officials are urging customers to consider the overall consumption of both diesel and diesel exhaust fluid (DEF), a key ingredient required by engines using SCR. Doing so makes its Advanced EGR solution look much more attractive, according to independent third-party test results recently released by Navistar.

The results show that when taking the consumption of DEF into account, the truck maker's rivals using SCR actually consume more total fluid than the International ProStar+ with MaxxForce 13 engine.

The tests, conducted on public highways by the respected Transportation Research Center following the TMC Type IV protocol, found the International ProStar+ with MaxxForce 13 consumed nearly 1% less fluid (diesel and DEF) than the Freightliner Cascadia with Detroit Diesel DD15 and nearly 2.5% less fluid than the Kenworth T660 with 15-litre Cummins ISX.

When asked why the company compared its own 13-litre engine to its competitors' 15-litre offerings, Navistar's senior vice-president of North American sales operations Jim Hebe said they chose the most fuel-efficient spec' offered by their rivals.

"They are the engines they told us were the most fuel efficient they had in their lineup," Hebe said. "That's what they're telling their customers as well."

Navistar officials also said 13-litre offerings weren't yet available from Cummins or Detroit Diesel for testing.

When looking at diesel consumption alone, Navistar says its truck and engine combo was within about 1% of its competitors. The results, Hebe said, exceeded the company's own expectations. Hebe said the company internally had decided it could make a strong case for its Advanced EGR solution if it could get to within 2% of the fuel economy achieved by its SCR rivals.

"The closer we got, the closer we came to realizing not only could we provide parity, we could beat their claims as well," Hebe said.

Navistar, of course, is the only Class 8 truck manufacturer in North America to tackle EPA2010 emissions standards without exhaust aftertreatment. Instead, International trucks will use increased levels of exhaust gas



**FLUID WARS:** Navistar International declared victory after its ProStar+ with MaxxForce engine outperformed competitive models in independent testing.

recirculation (EGR) combined with an enhanced fuel system and electronics to meet EPA2010 requirements. All other manufacturers, meanwhile, will use SCR, which requires the addition of diesel exhaust fluid yet allows the engine to operate more efficiently because NOx is not limited in-cylinder. At times, the debate over which solution works best has turned hostile.

"We've sat back the last couple of years and we've been shot at from about every direction you could be shot at with regards to our strategy for meeting 2010 emissions," Hebe said. "We've seen competitors walk in and show presentations to our customers that say they're 9% better (in terms of fuel economy) than we are. That clearly wasn't based on fact. One of the biggest disservices we've seen some competitors do to the industry, is they only talk about the one fluid, they only talk about fuel and forget there's this thing required in their system called diesel exhaust fluid or urea."

Indeed, fuel economy has become one of the strongest selling points for engine manufacturers using SCR. Generally, they claim a 3-5% improvement over EPA07 equivalent offerings.

Navistar, it should be noted, has been redeeming emissions credits as it continues to wind its way down to the EPA2010 limit of 0.2 grams/brake hp-hr of NOx. Yet the company says it will not require liquid urea-based SCR at any time and reiterated it has a 15-litre MaxxForce on schedule to be launched in early 2011.

The TMC Type IV testing protocol requires similarly-spec'd trucks to be operated over the same route. In this case, a 444-mile route in Indiana was chosen. Drivers and trailers were swapped at the midway point and the consumption of both fuel and DEF was measured carefully using the meter reading of a com-

mercial diesel pump. Navistar officials also said their ProStar+ with MaxxForce 13 is as much as 1,300 lbs lighter than competitive offerings with 15-litre engines using SCR.

Hebe said the test results were made sweeter by the fact the tests were conducted over long-haul, on-highway duty cycles, where SCR is said to be at its greatest advantage.

"The sweet spot for SCR was long-haul, on-highway and we beat them there," he said.

Navistar officials said further tests will be conducted, including direct comparisons to competitive 13-litre engines which it has now obtained.

Not surprisingly, Freightliner and Detroit Diesel parent company Daimler Trucks North America (DTNA) was quick to dispute the findings. The company has never backed down from a PR battle with its biggest rival.

Specifically, DTNA had a problem with how Navistar pitted its own 13-litre engine against a 15-litre Detroit Diesel.

"We run stringent fuel economy tests at DTNA which are both accurate and substantiated," the company said in a statement. "We test back-to-back componentry which is comparable from both a truck and an engine perspective. Ratings, displacements, truck configuration and more are matched to achieve valid results. The combination chosen by our competitor does not comply with these basic premises for proper engineering work and thus doesn't provide a trustworthy result."

Daimler also contended the 440-mile test run was not long enough to adequately reflect diesel particulate filter (DPF) regeneration cycles. The company said it looks forward to conducting its own test once the International MaxxForce fully complies with the EPA2010 NOx limits.

"We're eagerly anticipating acquiring an EPA2010-certified se-

ries production 12.4L MaxxForce engine in order to run our own comparison study," the company said. "It is neither appropriate nor credible to compare the 12.4L MaxxForce 'mystery' engine with proven technology available in the market."

As a parting shot, Daimler noted it had received more than 25,000 orders for EPA2010-compliant trucks and added "We are unaware of any announcements made by Navistar on their sales track record in this category to date."

Such announcements from Navistar may not be forthcoming either. During the media conference call, Hebe said after securing supply deals with mega-fleets J.B. Hunt, Heartland Express and Boyd Bros., that it would no longer be publicly announcing every deal it lands.

"We have captured several other medium, small and very large fleets, many of whom are using our product and our engine for the first time," Hebe said. "Suffice to say, interest around our product and where we're going with the ProStar+ and MaxxForce 13 is really gaining ground. Most of these fleet operators want us to be a success, they want a no-hassle solution to 2010 and they're not really sold on some of the things they're seeing out there with regards to SCR and DEF. They want us to be able to deliver on our promises."

With contradicting messages about fuel efficiency superiority, *Truck West* turned to the entirely uninvolved and unbiased FPIinnovations for reaction. FPIinnovations is a team of researchers that conducts the twice-annual Energotest to test the fuel-saving claims of equipment on behalf of its member fleets.

Researcher Marius-Dorin Surcel pointed out that fuel economy testing is tricky business.

"My opinion is that there are some aspects that should be considered when interpreting the results," Surcel said. "Indeed, engines sizes were different: 13 L (Navistar) with 15 L engines (competitors); the results were ±1% in fuel economy and 1-2.5% in 'overall fluid economy.' However, both are in or very close to the margin of error for a Type IV TMC RP 1109 Test, which is an in-service test, which means on the road, in this case 700-km length route and the consumed fuel is measured using the fill-up method" (rather than weighing the fuel, as FPIinnovations does).

Surcel speculated that the 1,300-lb weight savings offered by the International package might have helped its cause.

"Vehicle dynamic equations would (allow) for this type of vehicle near to a 1% fuel savings only from the weight difference," noted Surcel.

For its part, Kenworth declined to comment on the test results.

To view the test results, visit [www.internationaltrucks.com/results](http://www.internationaltrucks.com/results). □



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## Navistar still fighting to have SCR rules changed Inducement strategies questioned during EPA/CARB workshop

**EL MONTE, Cal.** – Navistar has formally voiced concerns over “compliance loopholes” that it says may be exploited by truck and engine manufacturers using selective catalytic reduction (SCR).

Navistar, which is the only North American truck and engine maker to avoid SCR in 2010, has complained to the EPA and CARB that regulatory loopholes allow engines with SCR to operate without diesel exhaust fluid in certain situations, potentially exceeding stringent NOx limits. The manufacturer first launched a lawsuit against the environmental groups and then later dropped the suit when the groups agreed to work with Navistar to reach an acceptable solution through joint workshops. The first such work-

shop was held July 20.

“Navistar first identified these loopholes to the agencies and also presented our concerns at today’s workshop,” said Jack Allen, president of Navistar’s North American truck group. “We will be working with the EPA and CARB to ensure full environmental compliance.”

During the recent workshop, Navistar expressed concern that engines using SCR can increase NOx emissions tenfold when urea is not present. It presented research conducted by EnSIGHT as evidence.

One truck tested by EnSIGHT appeared to operate indefinitely with water in place of diesel exhaust fluid, Navistar pointed out. It claims the truck ran 13,000 miles with essentially no

NOx control.

Citing European research, Navistar also complained that even when DEF is present, a truck in stop-and-go traffic may not generate high enough exhaust temperatures for the SCR system to function properly, again emitting higher than acceptable levels of NOx.

“Truck owners are paying a substantial price to comply with 2010 NOx requirements,” said Allen. “They, and the public, deserve to know that the new equipment they are purchasing actually works as promised to curb pollution. It’s obvious, however, that these trucks can operate effectively without liquid urea, and that under these and other conditions, SCR NOx emission control is turned off. We’re calling on the

EPA and CARB to assure that all vehicles, not just ours, work when they are supposed to be working.”

Also present at the workshop were manufacturers using SCR, including Volvo Group. Volvo officials expressed disappointment that the rules were under review just months after the successful roll-out of EPA2010-compliant engines.

“We question the need to make modifications to SCR strategies just six months after SCR products were brought to market,” said Steve Berry, director of government relations with Volvo Powertrain. “These strategies were thoughtfully developed in good faith by EPA, CARB and EMA, applying their collective best judgment to balance SCR operation with other critical issues, not the least of which is safety.”

Volvo raised the point that unjustifiably limiting engine torque excessively could cause safety concerns on the road or strand drivers in the middle of nowhere in adverse conditions.

Berry went on to say “We have seen no evidence of DEF refill or SCR tampering issues in the field and believe it is premature to impose new restrictions in the absence of any evidence of need.”

John Mies, vice-president, corporate communications with Mack and Volvo called out Navistar for demanding the workshop in the first place.

“The fact is that a Mack or Volvo truck running at 0.2 grams (per brake hp/hr NOx) is and will continue to be much better for the environment than a Navistar truck running at 0.5 grams – and no amount of changes to the inducement strategies will change that,” he said in reference to Navistar’s use of credits. “Let’s make sure that what we do is truly in the interest of the environment and the public. And let’s not penalize those who have worked with you in good faith, and reward those who are trying to manipulate the system for their own competitive advantage.”

Volvo Group has already delivered more than 3,500 Volvo and Mack engines with SCR in North America and has received orders for more than 10,000.

Daimler Trucks North America (DTNA), parent company of Freightliner Trucks and Detroit Diesel, also defended the use of SCR at the workshop. Its message was that SCR is proven to be effective, having accrued more than 30 million test miles and popular with customers, having received over 25,000 orders for EPA2010 vehicles.

“DTNA’s BlueTec emissions systems operate as designed, meeting federal and state air quality standards that reduce particulate matter and nitrogen oxides to near-zero levels without the use of credits,” the company said in a statement released to media after the workshop.

“DTNA testing and customer experiences also validate that DEF refilling inducements work to consistently and effectively keep each DTNA vehicle operating in compliance with 2010 emissions standards.” □

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To enter, and for a complete list of contest rules and regulations go to: [www.truckwise.goodyearchallenge.com](http://www.truckwise.goodyearchallenge.com) There will be a skill-testing question

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### HATS OFF TO HOWARD BROUWER, 2010'S TRUCK NEWS' OWNER/OPERATOR OF THE YEAR.

"Above and beyond" doesn't begin to describe Howard Brouwer's contribution to trucking. As the owner of H&G Enterprises of Welland, Ontario, and contracted to Schneider National for the past 17 years, Howard has personally logged over a million safe and accident free miles, raising the industry bar and setting a shining example for us all. Known for his professionalism, passion and kind heart, this prestigious award couldn't be more deserved.

#### A DRIVER AND HERO.

Several years back, Howard noticed a truck on the road ahead with a wobbly tire. Unable to get the driver's attention via CB, he alerted the police and helped them locate the driver. He later found out that nine of the ten nuts holding the wobbly tire in place were missing. As a result of his actions, the truck driver's life and the lives of those around him on the road that night may have been saved. To Howard, it was all in a night's work.

#### BEYOND THE OPEN ROAD.

Howard has been an active supporter of the World's Largest Truck Convoy for Special Olympics for the past five years. He has also taken part in the Cancer Society's Relay for Life for three years running, despite knee and hip injuries, and has no plans of stopping there.

FROM ALL OF US AT GOODYEAR, THANKS FOR RAISING THE BAR, HOWARD.

### LAST YEAR'S BIG WINNERS.

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NEW PRODUCTS

**Tires & Wheels**

Yokohama Tire Corporation has created an interactive, online tool to help fleet managers calculate their fuel savings. The Yokohama **Fuel Savings Calculator** can be found by visiting [www.yokohamatire.com](http://www.yokohamatire.com) and entering the commercial tire section of the Web site. The calculator offers direct comparisons to competitive tires, the company says. It also displays how much emissions can be saved by switching to environmentally-friendly tires.



Bridgestone Bandag Tire Solutions has introduced a new Bandag-brand B197 **trailer tread**, patterned after the Bridgestone R197 trailer radial. It marks the first time the company has launched a new Bridgestone tire along with a Bandag companion tread, offering fleets a seamless transition from new tire to retread. The B197 is built for long life and low cost-per-mile, the company says. It's available now from Bandag dealers in sizes that fit most trailer tire casings. For more info, speak with a Bandag dealer or visit [www.bandag.com](http://www.bandag.com).

**Lighting**

J.W. Speaker Corporation has introduced a new line of **LED headlamps**. The lamps, ideal for retrofit applications, offer improved visibility and better nighttime safety and have passed all photometric testing



required for use on-road in North America, the company says. They are available in round and rectangular designs. For more information, visit [www.jwspeaker.com](http://www.jwspeaker.com).

**Components**



Haldex has introduced a new family of **pressure protection valves**, standardizing three of its most popular pressure settings for both a base pressure protection valve and a pressure protection valve with one-way check. The new valves feature: an e-coated zinc diecast body for corrosion resistance; a premium nitrile diaphragm for long life and reliability; a durable design for increased product life and lower replacement costs; and compatibility with air suspensions, air seats and cab isolation systems. For more information, call 800-643-2374 or visit [www.haldex.com](http://www.haldex.com).

**Trailers**



Carrier Transicold has a new Vector 5100 **all-electric refrigeration unit** that's ideal for stationary applications. The reefer is well suited for grocery, supermarket and other operations that use refrigerated trailers for on-site cold storage, around holidays for instance, when retailers are moving a substantial amount of seasonal items. The all-electric reefer eliminates the noise and emissions as well as the fuel consumption required by diesel-powered trailer refrigeration units. Carrier Transicold also says operators can reduce their costs by up to 70% by using electricity rather than fuel. The stationary unit is based on the company's Vector 6500 single-temperature TRU. It requires a 460-volt power supply and operates nearly soundlessly, Carrier Transicold says. For more info, visit [www.trucktrailer.carrier.com](http://www.trucktrailer.carrier.com).

Silver Eagle has introduced a new lightweight Hawk **converter dolly** for fleets pulling double and triple trailer combinations. The Hawk dolly weighs just 2,680 lbs and has a gross vehicle weight rating of 20,000 lbs. For more info, visit [www.silvereaglelmg.com](http://www.silvereaglelmg.com).

**Accessories**

Boot maker Rocky has introduced a TrailBlade **work shoe** designed specifically for truck drivers. The shoe features modern styling and long-wear comfort, according to the company, and combines the traditional features of a work boot with the com-

fort of a shoe. It also comes with optional toe protection making it a lightweight alternative to a steel toe boot. The shoe ranges in price from US\$100 to \$105. For info and dealer locations, visit [www.rockyboots.com](http://www.rockyboots.com).

CB manufacturer Cobra Electronics is releasing a **50th anniversary CB Radio**, which will make its debut at the Great American Trucking Show in Dallas Aug. 26-28. The new 29 LX LE CB radio features a new design with a selectable four-colour LCD display and ergonomic microphone, the company says. It will be showcased at the Cobra booth (#16074) at GATS. The radio will come with what Cobra dubs the industry's first and only Radio Check Diagnostic system which allows drivers to continuously monitor their radio's RF output, SWR setting and battery voltage. The radio will also be available through dealers for US\$149.95 beginning in September.

The Ontario Trucking Association is now offering **toolkits** designed to help fleets deal with workplace violence and harassment issues as well as the abuse of drugs and alcohol in the workplace. The toolkit was designed in partnership with Corridor Interactive and is user-friendly while meeting all government requirements, the OTA announced. Ontario employers are required to have a comprehensive violence prevention program in place that includes a corporate policy on violence/harassment prevention, an organizational risk assessment, reporting and investigation protocols, etc. For information on the toolkit, contact Joanne Benac at 416-249-7401, ext. 230.

The American Transportation Research Institute has updated its listing of **state and local idling restrictions** in the US. The guide can be found at [www.atri-online.org](http://www.atri-online.org) and is available in a cab card format or an online compendium with links to individual regulations. Updates include a new five-minute idling limit in North Carolina, a 15-minute limit in West Virginia and a new five-minute limit in Detroit. □

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**MISSING**

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**5577-SR**

**Date Of Birth:** October 27, 1991  
**Missing since:** September 14, 2009  
**Missing from:** Toronto, Ontario  
**Eyes:** Brown  
**Hair:** Light Brown, shoulder length  
**Weight:** 140 lbs

**Characteristics:** Mariam was last seen in the Bathurst Street/Eglinton Avenue West area at approximately 8:30 a.m. while en route to her school, Forest Hill Collegiate. She was wearing black pants, light blue shirt, dark blue jean jacket and was carrying a black backpack, with a diagonal green stripe. Mariam is described as quiet and reserved and her disappearance is out of character.

**Anyone with information contact Child Find or Toronto Police 53 Division: 416-808-5300**  
[www.ontario.childfind.ca](http://www.ontario.childfind.ca)

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**THE NEW BDR-HG**



Mark Dalton: Owner/Operator

**Show, shine'n...shrug**

By Edo van Belkom

*The story so far...*

After several weeks on the road, Mark decides to give Mother Load a thorough cleaning, inside and out, top to bottom. He's so pleased with the outcome, he decides to enter the truck in the Fergus show'n'shine that weekend.

Mark arrived at the grounds where the show was being held around three in the afternoon. There was a decent-sized lineup of trucks waiting to get in and it took a while before Mark was able to get inside. On the grounds, he was directed along a route that eventually had him parked in a line of some two dozen trucks, all entrants into the show'n'shine.

After securing Mother Load and making sure his front wheels were straight, Mark gathered his collection of rags and cleaners and got out of the truck. He grabbed a vinyl cover from one of the compartments on the outside of the cab and placed it over the fifth wheel so the greasy black pivot wouldn't bring down his overall score.

Then, as he began wiping down spots on the fenders that had gotten dirty during the drive to the show, a multi-coloured Freightliner pulled into the spot next to him in line. It had chrome wheels, an oversized chrome bumper, eyebrows over the headlights and a chrome sun visor that made the truck look like it was perpetually saluting a flag. 'Nice truck,' Mark thought, watching the Freightliner roll to a stop. 'Real clean.'

He also wondered if the time he spent polishing Mother Load had been worth it since it was obvious he'd have little chance winning a category with such slick trucks in the competition. Still, there were plenty of categories and surely he could be competitive in one of them, say...best truck driven by a guy who lives in his truck.

He got back to work on Mother Load, cleaning specks of road tar off the leading edge of the fender. Behind him, the doors of the Freightliner opened and the driver climbed down from his rig. Mark looked over. "Afternoon," he said.

"Howdy," replied the driver. He was dressed in shorts and sandals and a wife-beater T-shirt that barely covered

his expansive belly.

Mark was about to say something about it being a nice day or asking where the man was from, but his words got caught in his throat as he watched a woman and four children climb out of the man's truck, each with a bottle of cleaner in one hand and a jumble of rags in the other.

"You missed a spot," said the man, suddenly holding a can of cola in his hand.

"Huh?" Mark said.

"I said, you missed a spot." He pointed at Mother Load's fender. "Right there – oh, there's another...and another. You missed a lot of spots."

Mark looked where the man was pointing and saw that he was right. The trip to Fergus had left Mother Load speckled with bits of tar and dirt that would take him the rest of the day to wipe clean.

"Thanks," Mark said, forcing a smile.

"No problem," the man said.

Mark stared, not at the man but at his family behind him. They were like some NASCAR pit crew zipping around the truck with spray bottles and rags, making what was already clean, dazzling. And all the while the man stood there staring at Mark's truck, only now there was a hot dog in his other hand, causing Mark to wonder where on earth it had come from.

Mark sighed. This guy was taking all the fun out of the show'n'shine. It was supposed to be about drivers taking pride in their rigs, cleaning them up so they reflected how they felt about their vehicles and the respect they had for the job they did. But this guy was taking it to a whole new level, standing there criticizing Mark while his family slaved to make the man's rig spotless.

"Don't forget to clean underneath," he said.

Mark turned around. "Eh?"

"Underneath," the man said around a mouthful of hot dog. "The judges will be looking under there. You can lose points for grease smudges or stone chips. I've even seen them take points away because all the parts of the undercarriage weren't the same colour.

'That's crazy,' thought Mark. His truck was a daily driver. A working truck. He didn't have the time or the

inclination to crawl under his rig just to wipe down his drive train. If they were going to take points away for things like that, then let them.

"Thanks for the tip," Mark said.

"No problem," the man said. Behind him, the smallest of his kids was crawling over the engine cowl and windshield like a spider inspecting its web. Every once in a while the kid would stop, spray and wipe.

Mark looked over Mother Load and realized she was just too big for him to inspect inch by inch. Besides, he was too old to be crawling all over a Peterbilt, and it didn't make sense for him to get his truck that clean when he could be hauling gravel, or pigs, or garbage in a few days time. He resumed his cleaning, but it seemed more like work than ever before.

Later that day, after he'd made a quick tour of the grounds and had grabbed a bite to eat from one of the booths, Mark returned to Mother Load. He stood a few meters away admiring the three-quarter view of his rig. She was cleaner now than she'd been in months, maybe even years and he was proud of the way she gleamed. For all the miles and adventures Mother Load had been through she still looked pretty good and he was proud to have taken such good care of her over the years.

"Nice truck," a voice said behind him.

Mark looked over his shoulder and saw a thin man in a Jays ball cap and blue jeans standing behind him with his arms across his chest. "Thanks," Mark said. "I cleaned her up as best I could."

"It's a daily driver, like mine," he said.

Mark had noticed the man's Volvo earlier and had judged by the shape it was in that it was a working truck, just like Mother Load. But the Freightliner on the other side of him was entered in the daily driver class as well and there was no way these two trucks could compete. Mark pointed to the Freightliner, "That one's a daily driver too."

The man in the ball cap laughed under his breath. "Yeah, it's a daily driver,



but the guy's route is between a factory and a warehouse. He probably only drives 10 clicks a day, all in the city." He shook his head. "And I've heard that if it rains or snows, he parks his rig and uses a company truck instead."

"How can we compete with that?" As he asked the question, Mark saw that the Freightliner was now up on a jack and the kids were spraying Armor-All on every part of the tires, even the bottoms.

"We're not," said the Volvo driver, "and we can't. That guy's a show'n'shine pro. He enters shows all across North America and wins multiple classes at each one."

"That's not very sporting," Mark said. "No it's not. That's why it's so nice to have a lot more things to enjoy at the show than just the show'n'shine."

Mark nodded, looking forward to some music and maybe a few brews later in the evening. He took another look at the Freightliner and saw its driver was now sitting in a lawn chair watching his wife lower the truck off the jack. And that's when he decided something had to be done about this guy to bring him back down to earth.

Just then, three young boys were coming down the laneway between the trucks, two running and the other on a bicycle. They looked scruffy and mischievous with dark T-shirts, torn cut-offs and dirty runners.

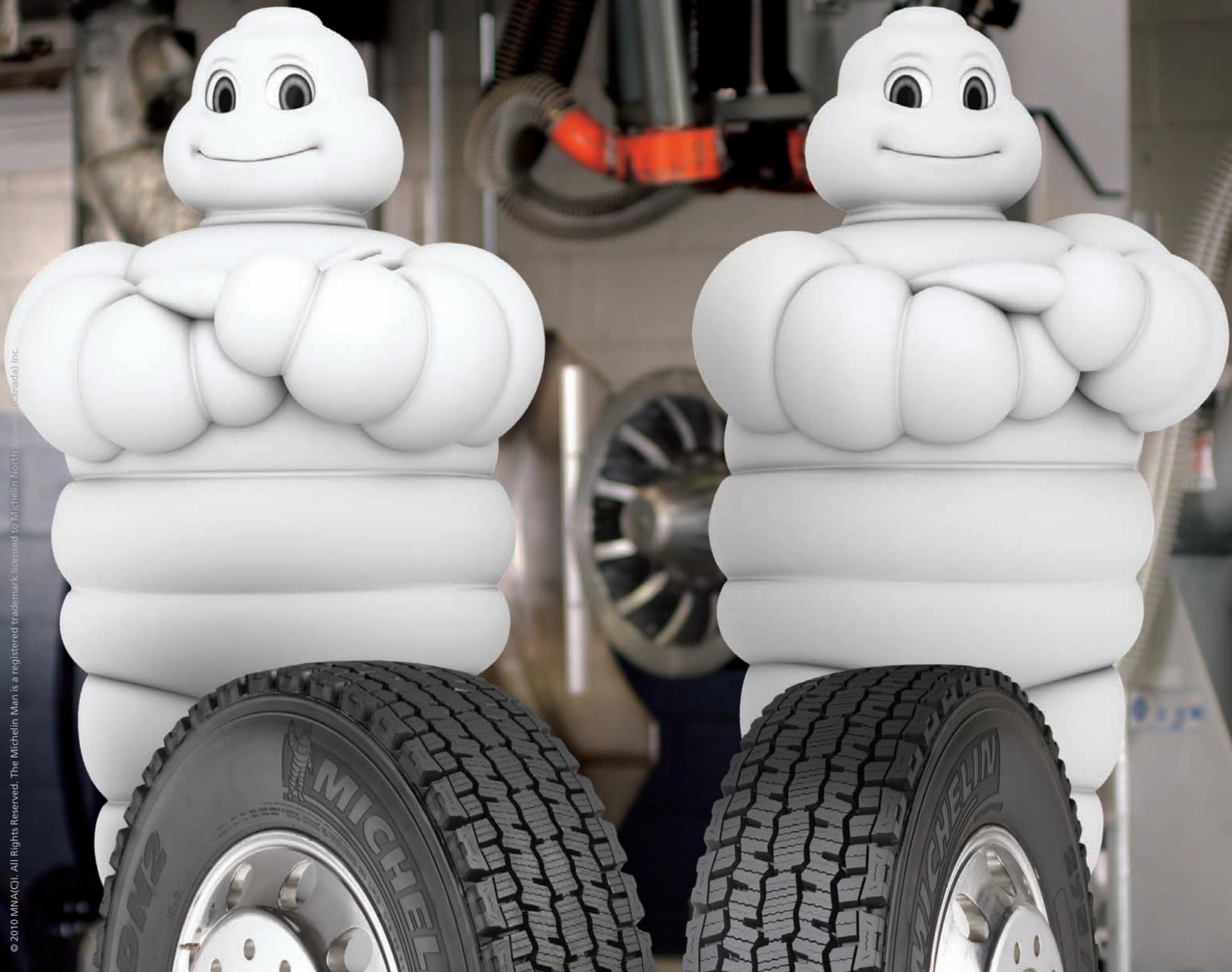
"Hey boys," he said, stopping them in their tracks. "How'd you like to make some money?" □

– Mark Dalton returns next month in Part 3 of *Show, shine'n...shrug*.

Did you know that there are two full-length novels featuring Mark Dalton?: Mark Dalton "SmartDriver" and Mark Dalton "Troubleload." For your free copy register with ecoENERGY for Fleets (Fleet Smart) at [fleetsmart.gc.ca](http://fleetsmart.gc.ca). Both are also available in audio book format.

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

**MISSISSAUGA, Ont.** – In response to the growing number of teenager deaths in the US from accidents with commercial vehicles, the Commercial Vehicle Safety Alliance has partnered to create a new training program called “Teens and Trucks.”

Working in collaboration with the Arizona Trucking Association, the Arizona Department of Public Safety, the American Trucking Associations and related industry organizations, the program aims to educate teens about safe driving practices around commercial vehicles (for more on the program, visit [www.teensandtrucks.com](http://www.teensandtrucks.com)).

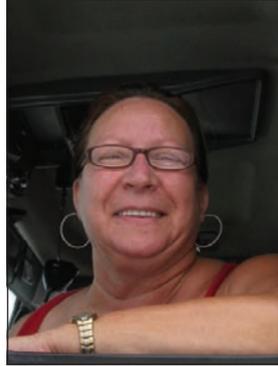
While it’s no secret that truck drivers have long lobbied for the public to be better educated about big rigs, we dropped by the Husky Truck Stop in Mississauga, Ont. to find out what truckers think the most important message for teenage drivers should be.

**Wilma Katerberg**, a driver with



**Truck Stop Question** *What advice would you give to teenage drivers about operating around trucks?*

ADAM LEDLOW



**Wilma Katerberg**

TransX out of Winnipeg, Man., says the most important lesson for young drivers to learn is that if they can’t see the truck’s mirrors, the truck driver cannot see them. However,

Katerberg says truckers being cut off by cars is a major issue as well, so instilling patience in new drivers is key.

“What happens so regularly out there is that the vehicles are cutting right in front of you. You are allowing a little bit of space, and they are just pulling in there,” she says. “You just have to give trucks their room...You are taking your life into your hands making such crazy moves. Drivers are impatient. So be patient.”

**Kent**, an owner/operator with Trucking Hallways out of Ridgetown, Ont., says that poor driving habits



**Kent**

from teenage drivers can be a big problem for tractor-trailers.

“There are a lot of people cutting us off or tailgating; this is obviously because of the poor knowledge about trucks,” said the trucker of 15 years. “They do not get trained properly and they do not really care. The important thing is to get proper training and then following the safety rules.”



**Kenneth Bickham**

**Kenneth Bickham**, a driver with Andrews Transport in Louisiana, says that teenage drivers often think they’re invincible and don’t realize how dangerous large trucks really are.

“You should not take anything for granted; you have to check everything, and you have to be as cautious as possible and drive for you and the next man,” he told *Truck West*.

“Just be cautious. Take no chances with a big truck. Pulling out in front of one – he cannot stop or maneuver or as fast as you can. A big truck cannot stop as fast as a car or pick-up; it will not take off as fast. It is heavy and it is deadly dangerous; you cannot take a chance with them.”



**Larry Lacroix**

**Larry Lacroix**, an owner/operator with Motrucks in Moonbeam, Ont., says that just as important as teaching young car drivers the safe way to operate around big rigs is to ensure that young truckers are aware of the dangers of the profession.

“For teenagers coming off the street and jumping into these things, they’ve got a lot to learn. You have got to know the safety rules first. My son comes with me for 23 weeks, takes a week off and comes back with me again. He is learning the ropes and being trained,” he said. “The course with Fifth Wheel teaches him defensive driving, and that is the most important thing – defensive driving – with these big rigs. A lot of companies do not see that.” □

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**Current sessions are**

Partner	Session Dates	Location	To register
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	January 14	Halifax	or call 902-893-8410
	January 21	Cape Breton	
	January 28	Woodstock, NB	
Saskatchewan Trucking Association	September 17	Saskatoon	visit <a href="http://www.sasktrucking.com">www.sasktrucking.com</a>
	September 18	Regina	
Partners in Project Green	February 8	Toronto (Airport)	Visit <a href="http://www.partnersinprojectgreen.com">www.partnersinprojectgreen.com</a>
Alberta Motor Transport Association	September 28	Edmonton	Visit <a href="http://www.amta.ca">www.amta.ca</a>
	October 5	Calgary	
	October 14	Edmonton	
	October 28	Calgary	
British Columbia Trucking Association	November 3	Langley	Email <a href="mailto:BCTA@BCTrucking.com">BCTA@BCTrucking.com</a>
	January 19	Kamloops	
	March 23	Langley	
Manitoba Trucking Association	October 15	Winnipeg	Call 204 632-6600 or visit <a href="http://www.trucking.mb.ca">www.trucking.mb.ca</a>
Humber College – Woodbine Campus	September 25	Toronto	Call 416-675-5005
	October 9		
	October 23		

**SmartDriver** trainers are also available to provide in-house training for groups of ten or more professional drivers. Now’s a great time to put **SmartDrivers** on your team and get your fuel costs down. And it’s good for the environment too. Please visit [www.fleetsmart.gc.ca](http://www.fleetsmart.gc.ca) for more information and an up to date training schedule. Email us at [SmartDriver@Bronson.ca](mailto:SmartDriver@Bronson.ca) or call 613-253-1086 for questions or to reserve your in-house session.

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