

# TRUCK WEST

November 2008 Volume 19, Issue 11

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

## A new approach

*New trucker group uses Internet to give drivers a voice*

By Jan Westell

**KAMLOOPS, B.C.** – The B.C. carbon tax has many truckers on both sides of the provincial border livid about the price of diesel. A few B.C. drivers tried to get organized to fight this new tax, but they soon realized that they needed greater political clout if they were going to get any results, according to Larry James Hall, the president and founder of The North American Truckers Guild.

“Without organization, our efforts were not going to amount to anything,” says Hall, an owner/operator under the name Extreme Transportation, who adds that a chance meeting introduced him to what he considers a brilliant method of organizing a group and making a political impression at minimal cost, via the Internet.

“I was fortunate enough to sit beside a computer marketing genius during a six-hour flight in April,” he says. “Drivers have never before had the opportunity that awaits them with the technology of today.”

The average truck driver is usually confined to a vehicle, restricted to a tight driving schedule, and traditionally lacked technological tools – until recently, he adds. Now, drivers have the ability to

Continued on page 7 ■



**CARING CONVOY:** Truckers in Saskatchewan take part in the World's Largest Truck Convoy Sept. 20. Saskatchewan truckers raised over \$12,000 for Special Olympics and participants in three other provinces contributed to a national total of nearly \$100,000. Photo by Ken Dumont

## Truckers answer the call

*Truckers in four provinces raise nearly \$100K in World's Largest Truck Convoy*

By Jan Westell

**WINNIPEG, Man.** – Despite the high price of fuel, Canadian truck drivers in four provinces stuck to a commitment to seek financial pledges, clean up their rigs, and travel in the World's Largest Truck Convoy, an annual charitable event to raise money for Special Olympics.

In Winnipeg, 43 truck drivers participated in the event, which had the support of the Manitoba trucking industry, as well as local and regional police.

The Manitoba convoy was scheduled one week before the national event Sept. 20, in order to coincide with National Trucking Week, according to the event organizer. Terry Hopkinson serves as the director of special projects for Special Olympics Manitoba, and was pleased with the financial results.

“We raised just over \$17,000 net on the event – up almost

Continued on page 5 ■

## Keeping Warm

What to consider when choosing a cab heater.

See page 30



## Inside This Issue...

- **Cross-border blues:** This year's American Trucking Associations' convention was a somber affair. Lou Smyrlis reports on what's got American truckers down. Page 13
- **It's easy being green:** Full coverage of the Same Roads... New Challenges enviro conference. Pages 14-18
- **Some R&R:** *Over the Road* held its sixth annual Canadian Recruiting and Retention Conference recently. A reminder that the driver shortage hasn't gone away. Pages 25-26
- **Hiding the bomb:** A look at the safe, but secretive, world of HazMat hauling. Page 27

Mark Dalton O/O



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# TRUCK WEST

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# MTO drops ball with rest area closures

I'm getting an increasing number of frustrated calls from drivers who have no place to stop and sleep in Ontario.

The province is overhauling 23 rest areas, and in the meantime they're blocking off much-needed parking spaces.

So how exactly is a driver supposed to comply with hours-of-service regulations and ensure they get the rest they need while travelling through the province?

The most recent round of rest stop closures affected Dutton, Tilbury and Wooler.

On-road editor Harry Rudolfs makes a regular run between Toronto and Montreal, and he knows first-hand how important the Wooler Hill stop west of Trenton was, especially for drivers making that Montreal run. The parking lot there was always full, he notes.

The stretch between Toronto and Windsor is just as bad.

The few truck stops along the way fill up quickly come nightfall, leaving late arrivers without a spot to park when the music stops playing, usually fairly early in the evening.

Parking on the sides of the 401 is not an option. And good luck finding a municipality that welcomes truck traffic and provides a place to park.

On pg. 23 Ingrid Phaneuf explores the issue of a shameful lack of truck parking in Ontario in more detail.

MTO media liaison Bob Nichols offers this explanation: "The Ministry of Transportation recognizes the need to provide all travellers, including truck drivers, with opportunities to stop and rest during their travel in order to find

## Editorial Comment

James Menzies



comfort and fight driver fatigue. Over the next five years, Ontario's 23 highway service centres along Highways 400 and 401 will be modernized to better serve both commercial and private motorists. In addition, there are numerous privately-operated service areas located at or near interchanges along our freeways that also provide rest opportunities for all travellers."

That's well and good, but the modernization of these facilities was poorly-planned.

Did nobody at the MTO give any thought to where truckers would park in the meantime?

Was it really necessary to put up barriers to prevent trucks from using the parking lots while work on the service centres proceeds?

And could the modernization of these facilities not have been staggered to avoid depriving truckers of all their usual options at the same time?

It looks like we

have five years of this to look forward to, and that's assuming the government actually completes a project on time.

Normally, when I get a call from a reader who's experiencing a problem, I try my best to help them find a solution.

I've got no answers for this one. I guess the best you can do is make note of the situation and plan your route accordingly.

Ontario's becoming a very uninviting place to drive truck.

Let's hope that in five years, the revamped service centres are damned well worth the wait. □

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# Glimmers of hope amid doom and gloom

As I write this, the North American, Asian, and European stock markets have plunged yet again amid a massive selloff of stocks and escalating fears about not just a North American but a global recession.

I'm just back from the American Trucking Associations annual conference in New Orleans and I can honestly say I have never seen the Americans so down about their industry, their economy or their country – even after 9/11 they weren't this despondent.

A few days previous I was listening to Stephen Forbes on satellite radio saying "this is the closest to the abyss we've come since the Great Depression."

And the worst may be yet to come.

According to Mark Vitner, managing director and senior economist with Wachovia Corp. and a panelist at ATA's popular *All Eyes on the Economy* session, all the credit problems in the economy have yet to surface and credit for business will not open up 'til sometime in 2009.

Not only are we already in recession, according to Vitner, but

## Viewpoint

Lou Smyrlis  
 Editorial Director



our economic troubles will be deep and long, much like the recessions of 1973-75 and 1981.

It took the economy 16 months to show any signs of recovery from those recessions and the toll on unemployment was considerable.

With such dark clouds on the horizon is there anything to feel good about?

Actually, there is.

With economies worldwide slowing down, consumption of oil is falling like a stone and, as a result, oil prices are dropping.

While I was in New Orleans the price for crude had dropped below \$90; a few days later it was down to \$80. Vinter said that if it fell below \$70, he didn't know how far it would fall.

The industry's calls for massive improvements to the continent's infrastructure may also finally fall on receptive ears as governments

on both sides of the border look for infrastructure projects to stimulate the economy.

And finally, capacity, which is already tight after a year of bankruptcies in the US, is going to get tighter as the economic malaise spreads to Canada and the tight credit makes it difficult to impossible for new companies to enter the industry.

The number of trucks in the TL sector in the US shrank by 2.7% in 2007 and by 1.3% in the first six months of 2008.

And these trucks are not just being parked; they are being sold overseas, mainly to Nigeria and Russia.

(The latter purchased almost 6,000 trucks from the US in the first half of this year).

So when the North American economy does show the first signs of health, the upward pressure on rates will be substantial.

For the companies and owner/operators resilient enough to weather the next year or so, the recovery will be worth it. □

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

# CLASSES 8

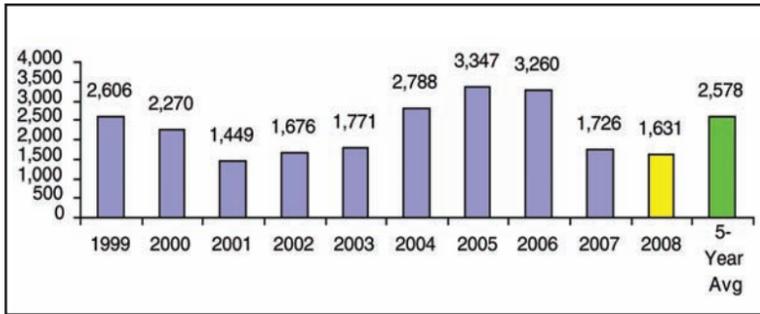
## TRUCK SALES TRENDS

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### Monthly Class 8 Sales - Aug 08

OEM	This Month	Last Year
Freightliner	314	235
Kenworth	270	467
Mack	121	338
International	326	128
Peterbilt	166	200
Sterling	165	169
Volvo	178	100
Western Star	91	89
<b>TOTALS</b>	<b>1,631</b>	<b>1,726</b>

### Historical Comparison - August 08 Sales



### Motor Vehicle Production to Jan 08

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

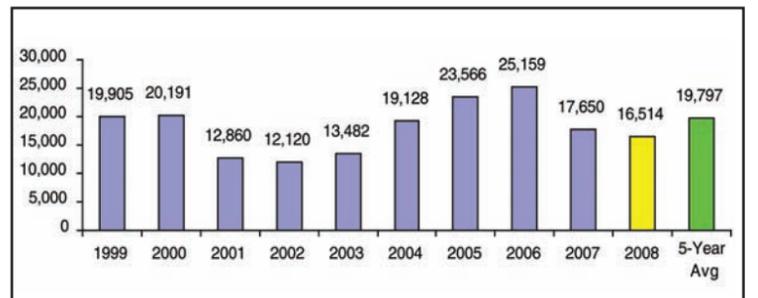
There were 1,631 Class 8 trucks sold in Canada this August, the second lowest monthly sales figure of the past decade. Only August in 2001 was worse. Sales were down about 100 units from last year's subpar performance and about 900 units off the five-year average. It should be noted, however, that five-year average includes the industry's peak years of 2004 to 2006. It has been a roller coaster type of year. Sales started off quietly in the first quarter, rebounded in March (climbing above 2,000 units), April's sales were higher than last year's, May's were not far off last year's pace and June's and July's were slightly better than last year's. We've questioned previously if that pace could be sustained into the third and fourth quarter. It didn't last year and it's very unlikely it will this year.

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

### Class 8 Sales (YTD August 08) by Province and OEM

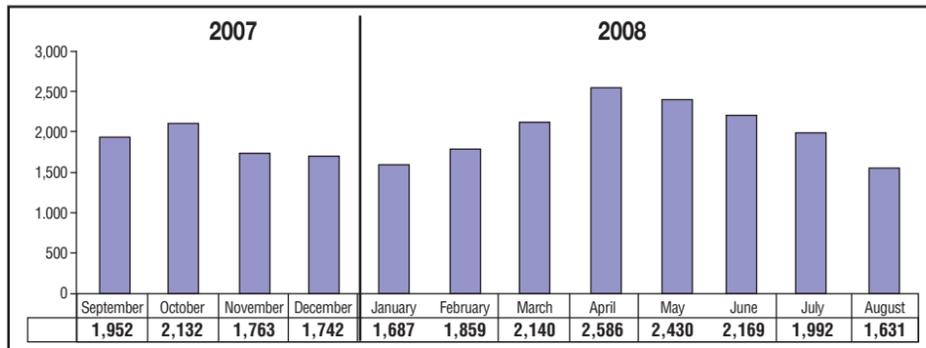
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	246	544	155	146	1,218	480	175	83	0	17	3,064
Kenworth	375	981	149	127	550	530	25	46	0	0	2,783
Mack	103	182	89	120	489	146	30	35	0	0	1,194
International	173	485	59	212	1,656	951	167	60	4	74	3,841
Peterbilt	181	541	210	103	407	226	100	39	0	0	1,807
Sterling	165	248	81	48	480	347	24	43	0	10	1,446
Volvo	105	200	92	198	613	231	44	50	0	10	1,543
Western Star	135	244	31	19	219	118	37	30	0	3	836
<b>TOTALS</b>	<b>1,483</b>	<b>3,425</b>	<b>866</b>	<b>973</b>	<b>5,632</b>	<b>3,029</b>	<b>602</b>	<b>386</b>	<b>4</b>	<b>114</b>	<b>16,514</b>

### Historical Comparison - YTD



Class 8 truck sales year-to-date stand at 16,514, a bit more than 1,000 units off last year's admittedly slow pace and more than 2,500 units off the 5-year average for Canada. Despite an improvement in sales starting in the spring, the market has not been able to overcome its slow start this year and August sales were the second worst in a decade. In total, 2008 is ranking as the fourth worst sales year of the past decade. The pre-buy strategy employed by many fleets is having its expected effect and the now apparently spent North American economy does not bode well for hopes of a pickup in sales for the fourth quarter.

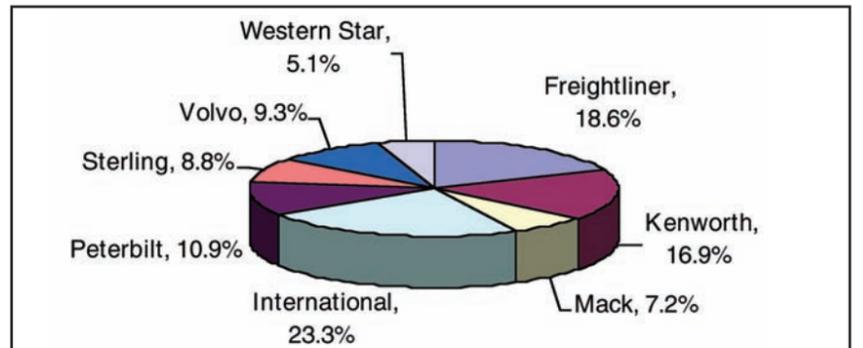
### 12 - Month Sales Trends



After four straight months of sales above the 2,000 units mark, truck sales dropped below 2,000 in July and even further in August. The drop-off in sales this August and July, combined with the economic meltdown in North America, make it unlikely for truck sales to top last year's totals. The 2,586 Class 8 trucks sold in April marked the strongest sales so far this year with May's 2,430 trucks sold the second best. The 2,169 trucks sold in June marked the third-best performance of the year and also the fourth consecutive month over the past 12-month period that monthly totals have climbed above 2,000 units sold.

Source: Canadian Motor Vehicle Manufacturers Association

### Market Share Class 8 YTD



International appears to be entrenched in its new role as market share leader as it continues to range significantly ahead of one-time front runner Freightliner. International, which wrestled the market share lead from Freightliner last year, jumped out of the starting blocks with a lead in the first quarter, capturing about 22% of sales. With very strong second and third quarter showings, International added to that lead and now controls 23.3% of the market with Freightliner falling back to 18.6% and Kenworth to 16.9%. Peterbilt is the only other truck manufacturer with a market share greater than 10%.

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# Economic worries, fuel prices affect participation, but not spirit

## ■ Continued from page 1

400% over the last time we held the event," said Hopkinson, who indicated that the community of Winnipeg wholeheartedly supported the second annual convoy. Support came from many organizations, and included an RCMP escort and assistance from the Winnipeg city police and the CN/CP police, which all helped control traffic.

"They were just terrific," added Hopkinson, of the police support.

For his part in raising \$3,750 in pledges for Special Olympics, Mike McFadden of TransX became the lead driver, an outstanding contribution, according to Hopkinson.

The Manitoba convoy travelled 62 km on a perimeter highway route, with trucks gathering for a final celebration at the Red River Exhibition Park, where a barbecue was held, sponsored by Goodyear Tire. Athletes and drivers mixed easily, including participating in a heated soccer game that resulted in a 2-2 tie.

"The athletes just loved it," added Hopkinson.

On Sept. 20, Special Olympics Saskatchewan, the Saskatchewan Trucking Association, and the Law Enforcement Torch Run coordinated their own compassionate army of 42 truck drivers in the province's second annual World's Largest Truck Convoy, which raised a total of \$12,500.

The convoy travelled down Hwy. 11, from Saskatoon to Regina. The convoy was welcomed in Regina by the Special Olympics community, including athletes, families, friends, colleagues, law enforcement officers, and other organizations and companies that make up the Saskatchewan trucking industry.

A special celebration hosted by Peterbilt included a barbecue and an awards ceremony to recognize participating truckers, and the support of the trucking industry.

The lead truck position for the Saskatchewan convoy was awarded to Ed Wright of Kindersley Transport who raised \$1,977 in pledges. Q-line Trucking came in a close second to Kindersley Transport. While trucking industry registration was down somewhat for the Saskatchewan convoy, the event organizer considers that the high cost of fuel may have caused some reluctance to participate.

"It may have been a bit of a factor this year, and we probably lost a few trucks because of the fuel cost," says Paul Perry, who works in the safety and compliance department of the Jay's Group of Companies.

In Ontario, Lynn Miller from Special Olympics Ontario reports that its convoy raised an unsurpassed contribution of \$50,000. Registration was down in that province, but contributions were up.

"Our trucks were down from last year, but I would not necessarily say that it's primarily due to the cost of fuel," she said. "Having said that, our registration is down, (but) the revenue generated by pledges per driver was up considerably. The top three fundraising drivers this year raised almost \$25,000."

The city of Trois-Rivieres, Que. hosted its second annual World's Largest Truck Convoy, according to Justine Marchessault, the coordinator of communications and special events for Special Olympics Quebec. A total of 118 trucks participated in the event, an increase from 102 trucks that took part last year, raising \$18,500.

However, Special Olympics New Brunswick withdrew from the event, mainly due to a lack of volunteers, and one western province declined to participate this year, for economic reasons.

"B.C. didn't hold a convoy because the high cost of fuel was deterring trucking companies from registering in the convoy," says Danielle Rana, the manager of fund development for Special Olympics B.C. Alberta also sat this one out.

The total Canadian funds raised for Special Olympics from the four provinces was \$98,000, money that stays within the community where it was raised.

Norm Schneiderhan, a corporal with the Orange County Florida

Sheriff's Department, created the World's Largest Truck Convoy. He was inspired by the powerful impact Special Olympics has had on his life through his participation in the Law Enforcement Torch Run, as well as his family's involvement with the trucking industry.

"While we are still gathering the participation and donation totals from the various Truck Convoy events across the US and Canada, we have really been encouraged with the preliminary results," said Schneiderhan. "Some programs reported record donations. Although we are all facing challenges with the current economic situation and gas prices, truck drivers continue to come out to support the Law Enforcement Torch Run, Special Olympics and the athletes that we serve. Here's to another successful partnership year."

The World's Largest Truck Convoy is a one-day celebration that helps raise money for Special Olympics. Truckers meet at a staging location and then convoy to a predetermined destination, such as a raceway, fairgrounds or truck stop. At that destination they're welcomed by Special Olympics athletes, families, friends, colleagues, law enforcement officers, the Special Olympics community, and the organizations, companies and agencies that make up the trucking industry. □

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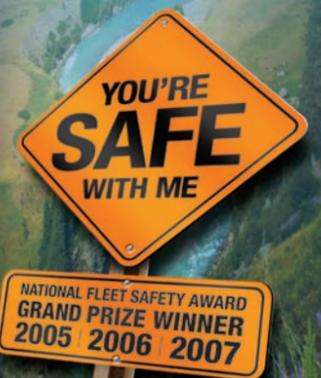
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# Truckers Guild hopes to sidestep pitfalls

■ Continued from page 1

communicate over vast distances in real-time, any time, anywhere.

“Ten years ago most drivers didn’t own a computer. Today large numbers of drivers have one in their truck. The Internet has brought us the virtual boardroom – the tools we need to organize and work together to attain common goals.

Not only did Hall envision that the new organization could provide technological efficiency, the new president wanted to analyze where and how other owner/operator and driver organizations had failed to serve members. He estimated that there were three large problems to overcome with the conventional method: the existing organizations required members to hand over money based on faith; the organizations inevitably turned out to have a power struggle within the management over direction and priority; and in order to keep members involved, the association needed to have regular meetings.

“These three things have turned out to be a recipe for disaster, and while this formula has kept repeating itself throughout the nation for years, our industry leaders have capitalized on our inability to organize, neutering an entire workforce, stripping us of our rights and freedoms on a daily basis,” he says.

His solution to this dilemma is free membership to the drivers or owner/operators of the NATG. This new organization only requires one director, until it is up and running, and meetings are held in the virtual boardroom, according to the new president. The agenda is designed to address the issues that truckers face across the nation face, whether it’s in Newfoundland or B.C.

“The existing associations, with the exception of OBAC, don’t lift a finger to help the drivers deal with regulatory (concerns) or the continual decline of services available,” he says. “We are on our own, and the continuing degradation of our workplace is the reason that our leaders are looking abroad for drivers. There is a total disconnect. Our leaders refuse to connect the dots between working conditions and people who are willing to do the job. They have sat on their hands and watched this situation unfold.”

Hall has further issues about the existing state of the trucking industry, including the Canadian Trucking Alliance, which he says has been busy for years convincing the government that it needs to re-designate long distance truck drivers to “skilled labour” to allow the vacancies to be filled with immigrant drivers.

“There are vacancies for a reason,” he says. “We don’t need to import drivers. We need to clean up our industry and make the career ‘professional driver,’ a desirable profession again.”

Hall already has a few agenda items that he wants addressed,



**NEW VOICE:** Members of the North American Truckers Guild have already been a presence at truck shows in Western Canada.

which includes: the B.C. carbon tax; national highway infrastructure amenities for truckers, in-

cluding rest areas and passing lanes on flat landscape. He would also like to have communities

across the country welcome truck drivers with designated parking areas.

The new NATG already has 143 members, both drivers and owner/operators from all over Canada, according to Hall.

The NATG founder emphasizes that he has funded this project from the start with his own money and has turned down offers for financial help.

Eventually, he plans for the guild to be funded through advertising on the NATG Web site. He is also asking industry suppliers to contribute by way of discounted rates for members.

The NATG Web site remains under construction, but for more information or to register, refer to [www.TheTruckersGuild.com](http://www.TheTruckersGuild.com). □

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# PETERSON

# B.C. Trucking Safety Council formed to reduce injuries

By Jan Westell

**LANGLEY, B.C.** – With 63 workers from the B.C. trucking industry killed on the job in the past five years, another 281 seriously injured, and nearly 8,400 unable to work due to an injury, there came a quest to form a B.C. trucking safety council.

“BCTA as a member organization has a long history of wanting to establish a safety entity for the trucking industry and sought a partnership with WorkSafeBC,” says Bill Hubbard, a consultant who has been hired under a two-year contract to design the new B.C. Trucking Safety Council.

Considering that those work-related trucking incidents cost the B.C. trucking industry 496,000 in lost working days during that same five-year period, at a cost to the B.C. government of \$170.6 mil-

lion, it’s not surprising that WorkSafeBC was receptive to funding a safety council for the trucking industry, a strategy that’s been successfully developed with in other sectors in B.C., according to Hubbard.

“There’s been an ongoing dialogue, and because there’s been a groundswell of interest by WorkSafe on sector occupational health and safety councils, suddenly the trucking industry was at the right place at the right time.”

Hubbard has been in discussion with the Alberta Motor Transport Association about its efforts on the same topic, and he is observing similar organizations in B.C. which have been created by other sectors that are also sponsored by WorkSafeBC. These include safety councils formed by B.C. forestry, oil and gas, construction, food pro-

cessing, construction, road construction and marine employees organizations.

“All of them are at different stages of development, but all of them actually are quite impressive,” he says. “I suspect that probably B.C. stands out in terms of its development of its occupational health and safety councils right now, with WorkSafeBC a principal funding agent.”

Since his appointment earlier this year, Hubbard was required to conceptualize and draft the terms and conditions for the new council. The new board of directors is now in place, but the direction that the new governance will take has yet to be determined.

The new board is made up of trucking company representatives from all regions of the province, including Teamsters Local 31, the

Insurance Corporation of B.C., the RCMP, and the B.C. Ministry of Transportation, as well as non-voting members from the B.C. Forest Safety Council, WorkSafeBC and the B.C. Trucking Association.

One of the new safety council’s goals is to establish a “centre of excellence” for the trucking industry, which will have a number of features. Part of that centre would be devoted to an information centre, or a Web-based virtual library with current research and other information related to the safety council’s mandate. This information will be collected from various sources around the world, such as WorkSafeBC, other trucking associations in North America, and safety associations throughout the world, including the southern hemisphere and western Europe.

“We’re hoping to establish and begin to populate that information centre by the end of my two-year contract,” says Hubbard.

Another part of the centre of excellence is the introduction of a WorkSafeBC incentive called the “certificate of recognition.” This is an occupational health and safety program that potentially offers insurance incentives to companies within the trucking industry that agree to create a safety management system, which is subsequently audited.

“If it is successfully audited, they get rebates of up to 15%,” he adds.

Hubbard expects funding from WSBC by January 2009 for this insurance incentive. When that happens, the safety council will develop the infrastructure, with various contacts and programs directed at those companies that are interested in the rebate program.

The safety council also intends to establish new training programs of an occupational health and safety nature, to be guided by the industry, which is expected to be developed within the next few months.

Before constructing the training programs, the safety council will be undertaking systematic surveying in terms of what programs exist now, and what’s required, according to Hubbard.

Otherwise, there are two growth categories that the new safety council is focused on in terms of gathering information about contributing factors to accidents, injuries and deaths. The first one is related to vehicular crashes; in other words the types of incidents that involve the driver in the truck while it’s in motion.

The other category is non-driving related, or when a driver is working around a static vehicle, such as getting in and out of the truck, loading or unloading and working around warehouses. Incidents that involve this type of risk might include slips and falls, back problems related to work habits, or other soft tissue injuries. The council is also interested in injuries affecting non-driving workers in the trucking industry.

“We know the numbers of them

Continued on page 10 ■



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# BCTA will play a role

## Continued from page 8

according to the classifications, but we don't know what causes them, and how we might go about mitigating them, or reducing them," says the consultant. "That's a big push of ours, to try to find out more about that side of the injury and death equation."

As for other vehicle incident concerns, Hubbard has been in discussion with the Traffic Injury Research Foundation (TIRF) based in Ottawa, a pre-eminent research group on road crashes across Canada, according to the consultant.

"We've engaged them in a relatively longitudinal study – a 12-month study starting last May and ending next May, to really determine exactly what the vehicle crash picture looks like, with re-

spect to trucks in B.C."

In addition to the TIRF research, the council is surveying worker compensation boards across Canada, trucking associations across North America, as well as safety organizations throughout the world, to better understand truck-related incidents that cause injury or death.

"We're interested in what's causing those injuries that contribute to lost time, injury cost, insurance costs, and what we as an occupational health and safety council are able to offer with training, better information (and) healthful guidance to these people, to see if they can reduce those kinds of problems. A lot of it has to do with just general personal health." □

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**TRUXPO TIME:** Western Canada's largest truck, trailer and equipment show was held Oct. 3-4, an event held every second year in Abbotsford, B.C. Truxpo 2008 was sponsored by the B.C. Trucking Association, which promoted a message of environmental sustainability for the trucking industry. Truxpo drew exhibitors from all over North America, including major manufacturers of Class 5 through Class 8 trucks. The show also had an outdoor antique truck display.

Photo by Jan Westell

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## Coquihalla Hwy. now toll-free

**PENTICTON, B.C.** – B.C. has lifted tolls on the Coquihalla Hwy., a move that will save some truckers thousands of dollars per year, the province has announced.

B.C. Premier Gordon Campbell made the announcement last month, claiming the tolls collected by highway users have now fully funded the highway's construction.

The toll road was opened in 1986 and expanded through to 1990. About 20% of vehicles using the toll route are commercial trucks, according to the province.

It cost about \$848 million to construct the highway and tolls generated about \$57 million per year.

"Removing the tolls will mean thousands of dollars in annual saving for truckers who account for 20% of traffic along the corridor but pay more than half of the total toll revenue," Campbell said. □

## West Vancouver truck blitz parks 13

**WEST VANCOUVER, B.C.** – Nearly half of all the commercial trucks inspected at a recent West Vancouver roadside blitz were ordered off the road for defects that police said should have been detected during the pre-trip inspection.

The safety check discovered that some trucks didn't have brake fluid, some had bald tires or tires with loose nuts, and others were considered overloaded.

Thirteen of the 30 trucks inspected were ordered off the road. These ranged from heavy trucks to smaller landscaping trucks. Police served 23 provincial violation tickets and 26 bylaw tickets.

Sgt. Tim Kravjanski of the West Vancouver police traffic section told local media he was disappointed by the number of trucks that failed the multi-agency blitz, which included police and inspectors from the provincial commercial vehicle safety and enforcement branch. □

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By Lou Smyrlis

**NEW ORLEANS, La.** – US trucking executives attending the American Trucking Associations' (ATA) popular *All Eyes on the Economy* session here recently received sober news but did leave with at least some glimmers of hope.

While all three experts on the panel – Bob Costello, chief economist and vice-president of the ATA, Mark Vitner, managing director and senior economist with Wachovia Corp, and Dr. Peter Ruane, president and CEO of the American Road & Transportation Builders Association – all share dire views of the economic picture, they did point to new opportunities to finally get politicians to address the long-standing issue of infrastructure neglect while also being positive about the future of energy pricing and rates.

Vitner confirmed executives' worst fears from the start when he told them "I clearly think we are already in a recession." Vitner said that while the export business still has some residual strength, the domestic economy was in a downturn even before the much publicized events on Wall Street of the past month.

Adding insult to injury, the Dow Jones on the morning of his speech had plummeted 700 points and lost 1,500 points, or 14.5%, over the past five and half trading days, despite the government's approval of a massive Wall Street bailout.

He said that unlike the two most recent recessions, which were quite mild, this recession will be more like the recession of 1973-75 (which was also centred on real estate problems and lasted 16 months before recovery set in rather than the usual nine months) and that of 1981 (which saw unemployment rise to its highest level since the Depression, lasted a long time and took the economy several years to return to its pre-recessionary strength).

"We're not going to lose a decade but we are going to lose half a decade," was his dour prediction, adding he expected the US unemployment rate to rise to 8% and GDP to grow just 0.3% next year, with the next nine months being "very soft."

He explained that all the credit problems in the economy have yet to surface and predicted that credit for business will not open up until sometime in 2009.

"The bailout bill needed to be done two weeks ago to have done any good. Now it is just preventing things from just getting much worse," Vitner said.

Costello acknowledged his hopes earlier this year that the economy would rebound have been dashed.

His hopes for recovery were based on the fact that data was not showing a dramatic fall in truck tonnage similar to what happened before the last recession.

But he conceded that economic activity, instead of being dashed by one momentous event, has faced a "death of 1,000 cuts."

Those would include issues such as the lack of business confidence after the failure of so many Wall Street institutions, the expectation of much tighter credit conditions for business, the collapse of American consumer confidence, political un-

# Troubling times

## ATA event offers sobering outlook

certainty, the anticipated resurgence of regulation and the downwardly spiraling economy, all at a time of high energy costs.

But even before the current crisis there have been trends that have been hurting trucking, such as the drop in total freight tonnage consumed per person as packages get smaller (a direct result of a consumer economy increasingly being driven by electronic gadgetry – cell phones, cameras, computers, iPods, etc.) that are being designed smaller and smaller and shipper efforts to reduce packaging to cut transportation costs in response to high fuel surcharges and the need to reduce their carbon footprint.

"You have to prepare for this cycle to get worse before it can get better," Costello counseled, soberly adding that "until we can really assess what's going on we can't assess truck tonnage. It's going to remain volatile."

But the pain won't be felt to the same degree across the entire trucking industry, Costello said. The tank trucking business is not doing too bad, nor is the reefer business.

The flatbed business is particular-

ly hard hit because of the collapse of the housing market and the dry van sector will get worse, he said.

And small carriers, unless they are in a niche business with good clients, will suffer.

Vitner further pointed out that 56 cents of every consumer dollar is now going to essentials such as housing, energy and food which leaves retailers like Home Depot fighting with clothing stores for the remaining change.

When moderator Stuart Varney from Fox News informed the panelists the Democrats were considering earlier that morning a second bailout package that would include investments in infrastructure as an economic stimulant, both Costello and Dr. Ruane pounced on the opportunity to vent long-held frustrations. Investments in infrastructure were at the core of the growth in the US economy from 1950 to 1970 and can be again, Dr. Ruane said. In fact, it's appalling just how much the infrastructure has been neglected in recent decades.

One quarter of the bridges in the US are either obsolete or structurally deficient while more than 17% of

the paving is considered to be of poor to mediocre quality.

Nearly \$500 billion would need to be invested just to address the backlog of needed repairs, Dr. Ruane said.

When Varney asked if such spending is realistic considering the US has just committed to shelling out more than \$700 billion on the bailout and faces a trillion dollar deficit, Dr. Ruane countered that the current economic crisis should be seen "as an incentive to do something, not just sit there and do nothing," emphasizing the stimulative effect infrastructure spending can have on the economy.

He also stressed that the US is falling behind its international competitors when it comes to infrastructure investments. For example, he said, while China will add 53,000 miles of road by 2020 and India 25,000, the US will only add 1,130.

And while the emerging markets spend about 6% of their GDP on infrastructure, the US spends just 2%.

"These emerging markets are going to surpass us. It's a horror story," Dr. Ruane said.

Costello chimed in that infrastructure deficiencies may lead manufacturers to resort to the costly practice of holding larger amounts of inventory once again because they can't count on timely deliveries.

But Dr. Ruane said privatization is not the magic bullet for infrastructure projects but rather only part of the solution.

He characterized privatization of infrastructure as a "weapon of mass distraction" for politicians who are unwilling to put in the work necessary to find the funds – through raising taxes, charging user fees, etc. – and just decide to hand entire projects over to the private sector.

"We need all the solutions at the table," Dr. Ruane said.

Vitner disagreed, arguing that the US trails the rest of the world in privatizing infrastructure projects. "I think privatization has been sold short," he said.

The panelists identified two more glimmers of hope for trucking executives: dropping energy costs (oil had just fallen below \$90 a barrel) and shrinking capacity, which will eventually lead to an upward push on rates. Vitner said China's traditional double-digit GDP growth will drop to about 3% while India will drop from 8% to 2% and Russia will have negative growth.

"Consumption of oil is falling like a stone. That's why oil prices are dropping. If (the price of crude) drops to \$70, I don't know how far it will fall," he said, adding that he had previously predicted oil prices falling to \$70 per barrel but that was before the recent calamitous economic events.

Costello meanwhile said that capacity in the trucking market will become very tight once the economy returns to health.

He said the number of trucks in the TL sector in the US shrank by 2.7% in 2007 and by 1.3% in the first six months of 2008. And these trucks are not just being parked; they are being sold overseas, mainly to Nigeria and Russia. (The latter purchased almost 6,000 trucks from the US in the first half of this year).

"This capacity is not being idled, it's gone," he emphasized. □

## Not sure if we've hit bottom: Graves

By Lou Smyrlis

**NEW ORLEANS, La.** – For a former politician, Bill Graves, chairman and CEO of the American Trucking Associations, was uncharacteristically undiplomatic in his state of the industry address here recently as he assessed the outlook for the industry. The former two-term governor of Kansas said he considered following the pattern of most state of the industry addresses and focusing on the positives achieved during the year but abandoned that plan because he knew "the facts would still be the facts."

"Things are not going well for our industry," he said, which reflected the somber mood of many of the executives attending the ATA's annual conference this year.

He added that high fuel prices, a slumping economic climate, a credit crunch, collapse of consumer confidence, the possibility of more government regulation and political uncertainty are making for a "recipe for bad times and I'm not sure anyone knows if we've bottomed out" or how long it would take for a serious recovery to take root.

He did, however, stress that the industry has faced crisis before, and innovation has allowed it to survive.

"The very nature of our business demands that we continually evolve... There is an entirely new face to the industry compared to 25 years ago," he said, pointing to recent initiatives to push for a 65 mph national speed limit, speed limiter legislation in trucks, idling reduction strategies, and supporting the SmartWay partnership with government, all in an attempt to release the chock hold high fuel costs are having on the industry. Graves also said there are lessons about resiliency to be learned from the aftermath of Hurricane Katrina, which left 80% of New Orleans under water three years ago.

"Three years ago nobody would have dreamed we would be meeting here today," he pointed out. Three years ago, the ATA's meeting place, the Ernest N. Morial Convention Center situated near the riverside, served as a temporary shelter for about 20,000 displaced residents after the Superdome overflowed.

Graves said the lessons learned from Katrina, and which can be applied to the handling of all crises, are:

1. The need to have a plan for disasters, because preparation is key;
2. Teamwork is central to getting things done;
3. The importance of infrastructure and the dire consequences of ignoring it.

On that last point he stressed that Katrina revealed just how outdated the US infrastructure really is and said changing that is the ATA's most important challenge.

"The rest of the world is catching up to us and will soon surpass the US in infrastructure investment," he pointed out. □

# There's opportunity in tackling environmental issues

By Lou Smyrlis

**TORONTO, Ont.** – The freight transportation industry's sizeable carbon footprint presents both a pressing issue and an opportunity, Gary Whicker, senior vice-president of engineering services at J.B. Hunt Transport told the *Same Roads...New Challenges* conference in Toronto at the start of October.

"Freight transportation is the fastest growing use of transportation but the flip side of that is that it is 100% powered by diesel fuel. How many of you think you're going to see a wind-powered tractor any time soon?" he asked the audience. "But in every pressing issue, there is an opportunity."

Since that opportunity is not likely, at least in the near future, to be found in a technological breakthrough, a more concentrated focus on energy conservation is the smartest strategy, according to Whicker.

"If you're a carrier and operating at 5 MPG, 6 MPG or 7 MPG as fuel prices go up, the differences in your operation will get bigger. If you're operating at 7 MPG you're going to be increasingly at a competitive advantage," said Whicker.

The two-day conference was held by the SmartWay Transport Partnership in coordination with several industry groups. It brought a host of carriers and shippers together to discuss the challenges, costs and benefits of their green plans. Speakers included an eclectic mix of carriers, shippers, industry suppliers, consultants and Canadian and US government representatives.

Whicker suggested the first step to reducing a company's carbon footprint is to figure out how much carbon is produced by its operations and then identify possible improvements. But he cautioned that how the problem is



**STAYING SUSTAINABLE:** Carriers like Winnipeg-based Bison Transport discussed the push towards environmentally-friendly practices at a recent two-day conference hosted by SmartWay. *Photo by Adam Ledlow*

defined is critical. For example, if the focus is solely on defining how to improve MPG, you may be missing opportunities such as those to be gained by looking at how to also increase payload.

For carriers adapting more green solutions, Whicker stressed three strategic areas that must be addressed:

1. Investing in the right technologies such as APUs;
2. Investing in the right processes to manage the technology;
3. Investing in changing behaviour.

"We have 10,000 tractors at J.B. Hunt. The driver has to have the right behaviour to achieve the return on investment we believe is there," Whicker said. Changing the traditional trucking executive mindset to consider the efficiencies offered by moving freight intermodally is another area Whicker pointed to, adding that half of J.B. Hunt's revenue now comes from its intermodal division.

In fact, although J.B. Hunt start-

ed as a TL carrier ("you call and we haul," as Whicker characterized it) it has transformed itself into one of the largest drayage fleets in North America. He said that while truck transportation is about eight times more energy efficient than air transport, rail is about four times more efficient than truck transportation. And water transport is four times more efficient than rail – "generally, the faster you go, the less energy efficient you are," he said.

Don Streuber, president of Bison Transport, widely hailed as one of the industry's leaders in sustainable transportation practices, pointed out that the push towards more environmentally-friendly practices is coming not just from government and shippers but from trucking's own workforce.

"We are in a state of flux. Young employees today ask different questions about their companies than they did 10 years ago. They want to know how the business is acting to help the environment and they are asking that before they ask about their dental plan,"

he said. "We need to continually look around us and elevate our own standards."

He related how when faced with a crisis of rising fuel costs, Bison turned to its drivers for a solution and it was the drivers who suggested reducing driving speeds.

"Contrary to the gut feeling of management there was no problem with the drivers. It made common sense to them," Streuber said.

Whicker also had advice for shippers. He outlined four areas for shippers to attack in reducing their carbon footprint:

1. Eliminate miles through network realignment and route optimization;
2. Increase payload by maximizing cube and/or weight on every shipment;
3. Convert to the energy-efficient, cost-effective modes;
4. Use the most efficient carriers. "Do you want to pick someone who is driving the equivalent of a Prius or someone driving the equivalent of a Hummer?"

Olivier Joubert, director of logistics at Wal-Mart Canada, pointed out that shippers, particularly the larger ones, can and are starting to play a major role in driving environmentally-sustainable transportation and other business practices. For example, Wal-Mart is the largest commercial buyer of green power in Canada and is now powering the equivalent of six of its stores energy-free.

"We understand that we must play a role in making alternative energy more mainstream," Joubert said.

He added that Wal-Mart stores being built from 2009 and onwards will be using materials and technologies that will make them 30% more energy efficient than the current ones.

Wal-Mart is of course famous in

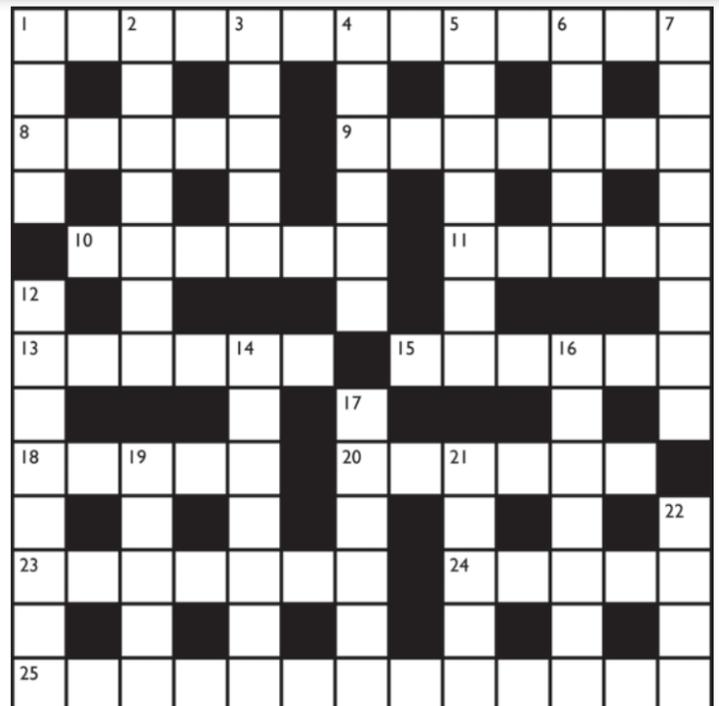
## THIS MONTH'S CROSSWORD PUZZLE

### Across

1. Controversial engine-control devices (5,8)
8. Ohio's "Rubber City"
9. Three-point seatbelt predecessor (3,4)
10. Historic maker of London's black cabs
11. International LoneStar design description
13. City-street sign, sometimes (3,3)
15. Ontario city with GM plant
18. Second O in used-truck-ad's OBO
20. Sterling trucks tagline, "\_\_\_\_\_ . Every Day" (3,3)
23. Narrow, country-road description (3,4)
24. I-95's southern terminus
25. Words seen on Texas plates (4,4,5)

### Down

1. In-bond-trailer attachment
2. On the road, in other words (2,5)
3. Tim Hortons offering
4. Truck-stop no-no, sometimes
5. Goods hauled into Canada
6. CD-player button
7. Ontario city with Sterling plant (2,6)
12. Engine lubricant (5,3)
14. Pneumatic-suspension components
16. Home of "Heart of Dixie" plates
17. Smokey's radar gun, slangily
19. Defunct A/C refrigerant
21. Stretched cars with bars, briefly
22. Fuzzy rear-view-mirror dangles



Answers on page 36

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transportation circles for its environmental scorecard for carriers, which examines carrier performance in a variety of areas such as adoption of efficient equipment, recycling, idling and company vision for sustainability. Its move to switch 23 of its Eastern Canada stores from truck to rail transportation as a way to reduce transportation costs and cut greenhouse gas emissions was another recent move motor carriers could not ignore.

But Joubert said environmental sustainability is also about taking on small projects that make sense. For example, by abandoning cardboard shipping boxes in favour of plastic shipping boxes, which last about 60 times longer, Wal-Mart Canada figures it is saving \$4.5 million over five years and reducing waste by more than 1,400 tonnes.

But whether they're small-scale or large-scale, Whicker was honest about the challenges carriers face in adopting sustainable transportation practices, even after they have gone through the considerable work involved in evaluating the different technologies – APUs, trailer skirts, roof air deflectors, tractor-trailer gap reducers, tires, etc.

“You can do the math and build the business case but you still have to sell it,” he said, pointing out there could be many organizational impediments, from the executives to the maintenance department, who become concerned about the cost of new equipment. “They don't like being yelled at when trucks are not available (due to repairs). Do you think they want another engine to maintain with the APU?” he asked.

He stressed that sustainable transportation projects don't get done if the economics behind them are not sustainable.

“Transportation is a low margin business. You don't want to make the wrong investment decision,” he said, adding that as a result, often carriers decide to play it conservative and do nothing.

He provided an example of how intricate and difficult decisions about investing in green technologies can be when a company gets down to the numbers by sharing J.B. Hunt's experience with APUs.

With an initial cost of about \$6,700 per unit and ongoing maintenance expenses of \$300 per year, he calculated that it would cost his fleet about \$8,300 over a five-year period to install an APU on one of its trucks.

J.B. Hunt currently has an idle program, which pays a bonus to its drivers for reducing idling. Installing the APUs would save J.B. Hunt the money it currently pays towards that bonus and so those savings can be quantified. But the other key consideration – exactly how much fuel would be saved by going to APUs – remains an elusive calculation, according to Whicker.

“We've studied this to death and we still don't have a number we are comfortable with in terms of actual savings to take to the president,” he acknowledged. “If you're going to pitch the person

*“Young employees today ask different questions about their companies than they did 10 years ago. They want to know how the business is acting to help the environment and they are asking that before they ask about their dental plan.”*

– Don Streuber, Bison Transport

who holds the purse strings, it helps to have the numbers and if you are not confident the cost-benefit analysis is within your grasp, it will be a tough sell, even if it's the right thing on paper.”

Sometimes, however, the cost-benefit analysis requires taking a bold step in changing management strategy.

An 1,800-mile TL shipment on average will generate about three tonnes of carbon emissions. Idling reductions (to 16 hours) can cut it back to 2.87 tonnes, and reducing empty miles (by 10%) can bring it down to 2.86 tonnes. But switching to intermodal can cut emis-

sions by half – down to 1.50 tonnes for that 1,800-mile trip, according to Whicker.

“If intermodal reduces costs more than your lowest-cost alternatives, then intermodal is the right solution,” Whicker said.

Similarly, Streuber spoke about making the bold move to allowing longer combination vehicles (LCVs) to operate across Canada and through the US as a way to instantly introduce large fuel efficiencies.

“What's the thing that will make the biggest difference? Pulling two trailers behind one tractor. If you say you want to

dramatically change efficiency, then this is the most logical progression,” Streuber said.

Streuber figures LCVs can reduce a truck's greenhouse gas emissions by 38%, compared to 5% for APUs, 4% for aerodynamic devices, 2% for fuel efficiency training, and 2% for aerodynamic tractor designs.

He added that safety is not an issue if carriers running turnpike doubles adhere to proper safety practices.

He pointed out that Bison Transport, which runs a considerable number of LCVs in the West, has been selected as the safest fleet in North America for the third year in a row. □

– We are working with Natural Resources Canada on an e-learning initiative stemming from the conference. This e-learning initiative will be released later this year.

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 — No. of Truck-Tractors \_\_\_\_\_ No. of Off-Road Vehicles \_\_\_\_\_

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

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

**3) This location operates, controls or administers:**

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

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

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

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# Plans that pay

## Communication is key when implementing a green plan

**By James Menzies**  
**TORONTO, Ont.** – The best laid energy conservation plans can blow up in your face if they aren't properly communicated.

Brian Death, vice-president of human resources administration with J.D. Smith and Sons knows this all too well. His company, in its efforts to reduce its carbon footprint and lower energy costs, has accomplished some remarkable feats, which have earned it a Transport Canada Green Supply Chain award.

However, there have been some missteps along the way, he admitted during the SmartWay Transport Partnership's *Same Roads...New Challenges* conference. One of the company's green initiatives involved using on-board computers and scorecards to track drivers' fuel efficiency.

"We hadn't really talked to the guys about the scorecard and we had a major, major kerfuffle over this," admitted Death. "It basically blew up and we threw it away. The lesson there was to consult with the community you're measuring."

### Employee pushback

The company encountered similar resistance when pursuing other projects as well, including one that involved upgrading the heaters at its warehouse to lower the cost of heating for the eight hours per day the facility was not in use. An employee committee voiced concerns that working conditions would suffer if temperatures were decreased.

"We didn't do a good job communicating what was happening and that we were really looking to make the biggest gain when they were home sleeping," said Death.

Despite those early miscues, Death said the staff at J.D. Smith and Sons has come to appreciate the company's environmental initiatives. They took great pride in the award and the company is now enjoying significant savings thanks to three energy management plans that were implemented at its facilities.

In one, the heating system at a warehouse was upgraded with a programmable thermostat to reduce the temperature during non-working hours.

The program cost \$18,000 to implement and delivered \$27,000 in savings the first year for an eight-month payback.

The second project implemented by J.D. Smith and Sons was the conversion of high-pressure sodium light bulbs in its warehouse to the more energy-efficient fluorescent variety. The project cost \$197,000 to implement and now delivers annual savings of \$74,000 per year for a 2.6-year payback.

Most recently, the company used those savings to fund upgrades to the heating system at its head office which also houses a six-bay garage.

It's too early to pin down an ROI for that project, but Death said the company expects to reduce its \$90,000 per year natural gas bill by 60%. Death said the key to successfully rolling out a green plan of any type is to "in-

volve your employees early and often at every level. We learned that lesson the hard way."

It's a sentiment shared by Ellen Knickle, business improvement manager with RST Industries, a specialized transportation company that operates under the Irving umbrella. When pressed to reduce the fleet's fuel costs, management decided it had no choice but to raise its owner/operator fuel cap.

"We had not increased the fuel cap in seven years and we determined we had to look at that," explained Knickle. "That was the biggest change and the biggest risk that the project identified. We had some long, hard discussions to talk about whether we could afford to do that. Yes, it was going to decrease our costs but would we lose drivers as a result?"

RST decided to announce the fuel cap increase to owner/operators face-to-face, and the company's general manager attended all but one of the regional meetings in person to take the heat.

"We wanted to be able to address questions up front and face-to-face," said Knickle. "The critical factor, we felt, was that everyone gets the same message at the same time."

It was a bold move, but Knickle said the company felt it was necessary in order to bring the impor-

tance of fuel management into the spotlight.

"We thought long and hard about incentives," she said. "But we felt that it would be very difficult to manage because there are a lot of variables that will impact MPG. So we took a bit of a hard-ass stance and said we're going to offer a disincentive to really get their attention."

In addition, the fleet worked with its company drivers and owner/operators to improve their fuel mileage. Company trucks were governed at 60 mph, Tadger devices were installed on the fuel lines and driver scorecards that determine a driver's bonus were revised to place more emphasis on fuel economy.

For owner/operators, RST: paid for Tadger devices; invited engine manufacturers to meet with O/Os to discuss maximizing their engines' efficiency; and downloaded and discussed engine data to see where driving behaviour could be improved for better fuel efficiency.

The company also added a new line to its owner/operator pay statements, which shows year-to-date fuel purchased, fuel consumed, MPG and fuel as a percentage of revenue.

"We felt information is power, we wanted to ensure our

owner/operators had the data at their fingertips," Knickle explained.

RST's fuel management program was rolled out in July. During the first two months, the company says it saved \$147,094 in fuel. Fuel mileage has improved modestly as well: 0.1 MPG for tri-axes; 0.16 MPG B-train; and 0.51 MPG on quads.

"Our MPG is not where we want it to be yet," Knickle admitted. "We have a ways to go and we're still working on that."

### 90% People-ology

Jean-Pierre Rabbath, director of energy efficiency for SGT 2000, took a philosophical approach to fuel economy.

"We're in the business of converting litres into kilometres," he reasoned.

Since there can be a 30% fuel mileage gap between a fleet's best and worst drivers, SGT 2000's fuel mileage program consisted of "10% technology and 90% people-ology," Rabbath explained. The fleet slowed its trucks to 98 km/h in 1993 and installed cab heaters for warmth.

It also began to track and monitor its drivers' fuel mileage while preaching an anti-idling philosophy. SGT 2000 has instilled a corporate culture of environmental awareness, and has developed an "Idle Trail" in its community where it plants four trees for every employee.

Rabbath said the keys to successfully implementing a fuel management plan was to get buy-in from the top, right on down to the company's 300 drivers.

"As far as I'm concerned, we have 300 buyers of fuel and 300 fuel managers," he said. □

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**JUST WARMING UP:** One of J.D. Smith and Sons' three energy management plans was an upgraded heating system that reduced temperature during non-work hours. Company VP Brian Death (pictured) says the \$18,000 project received payback in just eight months.

Photo by Adam Ledlow

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# Go green or go away: shippers

By James Menzies

**TORONTO, Ont.** – The EPA's SmartWay Transport Partnership has gained a lot of traction, so much so that becoming a SmartWay carrier may no longer be an option if you wish to haul for some of the most well-known shippers.

Michael Nelson, national manager of highway transportation for Toyota Logistics Services, said he first became aware of the SmartWay program in March.

"From a shipper's standpoint, I was quite happy to find SmartWay," he said during Natural Resource Canada's *Same Roads... New Challenges* seminar. "I can pretty much guarantee you (SmartWay membership) will be a Toyota requirement. It's one of those things we're not going

to compromise on."

Nelson oversees the over-the-road delivery of Toyota's finished cars to dealerships across North America. Last year, his department shipped 2.4 million cars by truck. As with many large companies, Toyota has placed a heavy emphasis on environmental stewardship.

When it measured which parts of its operations contributed the most greenhouse gas emissions, medium- and heavy-duty truck transportation ranked fifth.

"Being fifth on the list is something that certainly gets our attention," Nelson said.

Toyota estimates logistics account for 60% of its CO<sub>2</sub> emissions, and the transportation of finished vehicles accounts for 82% of that (parts shipments contribute the other 18%). Breaking it down one

more level, Nelson said that truck transportation accounts for 42% of the CO<sub>2</sub> produced while delivering its cars to dealer lots (rail is responsible for 56% and 'other' for 2%).

"All of a sudden, that focus is narrowing very quickly," he said.

Auto haulers face unique challenges when trying to green their fleet, Nelson acknowledged.

"Our trucks are about as aerodynamic as a brick," he said, noting they actually get better mileage when loaded because the cars themselves are aerodynamic. Trucks used to transport finished vehicles also have inherently high idle times, since they usually run a PTO to reposition the decks during loading and unloading. Local drivers can spend as much as six hours idling while loading and unloading every shift, Nelson said.

Despite the challenges, there are steps auto haulers can take to fit into the SmartWay Partnership Program, which recognizes fleets that have taken measures to reduce their emissions and improve their fuel mileage. Car trailers constructed of lightweight steel can be purchased and automatic start/stop systems are available, which automatically shut down the engine during loading and unloading except for when the decks are actually being moved. Tire pressure monitoring systems and some types of side fairings are also feasible, Nelson pointed out.

Currently, Toyota is helping 12 of its carriers become SmartWay-certified. Before long, Nelson said any fleet that wishes to haul cars for the company will have joined SmartWay. However, he said Toyota will give its carriers ample opportunity to comply before the business is pulled from under them.

"It's very difficult to get into Toyota and it's very hard to get fired," he said. "We will work very hard with our carriers."

Also on the panel was Jason Bowman, global logistics manager for method products, a company that provides environmentally-friendly cleaning products. Not only are the products themselves environmentally-friendly, but so too is every step along the supply chain, Bowman said.

"We work with our carriers and we challenge them," he said. "We challenge them hard and most have responded quite well."

Companies that wish to haul for method products must be SmartWay-certified. The company is so demanding of its partners, vendors and suppliers, that one of its founders has been known to crawl around in their dumpsters to ensure they're not improperly disposing of recyclable materials.

Bowman said method products has used only SmartWay-certified carriers since June 2007.

"Don't even come and talk to me until you're talking to SmartWay," Bowman said. He added the company is currently helping a few Canadian carriers become SmartWay-certified. Like Toyota, Bowman said the company works with its carriers to educate them about SmartWay and technologies that can help them improve their efficiency. It hasn't abandoned small mom-and-pop carriers, but instead has helped educate them on the fuel-saving potential of technologies such as auxiliary power units.

The company's other transportation initiatives include using route optimization software to reduce out-of-route miles and increasing its intermodal shipments by 50% this year alone.

It also ships its products aboard a lightweight trailer when possible, which allows it to add two more pallets per load.

Bowman said the company also uses one of the only solar-powered forklifts and is working with a California fleet to power vehicles using secondary biodiesel, which is derived from used cooking oil so it has no impact on food supplies or prices. □



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# Steer driver meetings in the right direction

Driver meetings have become a staple of the trucking industry's safety initiatives, and they certainly offer fleets an ideal venue for delivering vital information. This is where drivers can be coached to take their skills to the next level, and learn the techniques that can be applied in every area of the business.

But the meetings only achieve positive results when they are planned with an agenda and specific goals in mind.

A driver meeting that loses its focus will quickly turn into a complaint session while not accomplishing any of your goals. Companies have been known to reduce the frequency of these sessions because they go badly, but this simply leads to sessions that go badly because of their reduced frequency.

## Ask the Expert

Dylan Short



It's a vicious cycle.

The actual schedules for the regular meetings can still vary to meet the realities of an individual fleet. In some cases, the meetings are offered in the form of 15-minute "tailgate sessions" that occur once per week, a two-hour breakfast that takes place once a month, or even a half-day session that occurs every quarter.

But regardless of the specific schedules, successful meetings all share one thing in common – everyone understands the reason they are there.

Each driver meeting should begin with a discussion that explains why the related topic will apply to the people in the room. When I delivered a 20-minute presentation on managing fuel mileage, for example, I explained to a group of owner/operators that these methods would help them secure a raise without logging one extra mile. They immediately understood the impact that this information would have on their daily lives. I had their attention.

Instructors who lead these meetings also need to take the content seriously. If the leader of a session dismisses the information as nothing more than something "we're told to discuss," there is little chance that drivers will pay attention or apply anything that is said.

It is also important to ensure that drivers truly comprehend the

information that is delivered, and that is where practical exercises can make a difference.

A meeting that focuses on Hours-of-Service offers a prime example of how this can work. After hearing about the latest regulations, drivers can be presented with a three-day supply of log sheets, a timeline and a sample destination for their fictional freight.

But rather than simply looking for the "right" answer in the form of a log sheet that meets the regulations, the leader of the meeting should try to reward innovative thinking. One driver might explain that he wants to cross the border at a certain time of day, when inspectors are on duty to address a specific type of freight. His counterpart may choose a route that allows him to stop in a truck stop that is known to offer better parking options. Both answers may be correct, and the drivers are demonstrating a deeper understanding of how the information will apply in a real-world environment.

Everyone, including the instructor, can learn something from the shared expertise.

Each exercise serves other purposes as well. In addition to identifying employees who may require additional training, it can lead fleet managers to reconsider specific training methods or even the trainers who run the meetings.

Everyone learns in a different way, after all. When my father taught me the art of double clutching, he explained that it was like a dance where both partners need to be in sync. I understood that explanation right away. But other drivers may require a technical explanation of how the transmission works, or maybe they will learn the art by watching and listening to shifts while heading down the highway.

At the very least, any of the content delivered through a driver meeting should reflect the specific needs of the audience. That will require instructors to customize their teaching tools, or at least remove irrelevant information from supplied information that does not apply to their fleet.

Those who are in charge of these meetings should also reach out to the people who were not in the room, including dispatchers and managers. If drivers are being told that they can only drive 11 hours per day, for example, they should be hearing the same message from dispatchers as well.

If the content is important enough for the driver's meeting, it should be important to every member of your team. □

– Dylan Short brings more than 15 years of trucking experience in various positions including owner/operator, driver trainer, senior advisor and regional manager. Dylan currently holds the role of senior manager, safety & training services. Send your questions, feedback and comments about this column to [info@markel.ca](mailto:info@markel.ca). Markel Safety and Training Services, a division of Markel Insurance, offers specialized courses, seminars and consulting to fleet owners, safety managers, trainers and drivers.



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# Audits, audits everywhere

I've been telling people for the last few years that the wave is coming...Well, our feet are officially wet.

The wave in question is the Canada Revenue Agency's increasing scrutiny of newer small businesses.

Besides conducting more audits than ever before, they've added a layer of inquiry called a "business review."

A business review isn't an audit per se but the burden is essentially the same.

Within the first few years of operation, any "new" business in Canada may face a review to ensure that the owners are handling their bookkeeping, payroll, GST/HST, and tax filings correctly. That's right, CRA just wants to help.

## Tax Talk

Scott Taylor



In fact, the agency is concerned about fraud.

Taxpayers who claim false expenses, credits, or rebates from the government are liable not only for corrections to their tax returns and payment of the full amount of tax owing, but also to penalties and interest.

In addition, if convicted of tax evasion, they may be fined up to 200% of the tax evaded and sentenced to five years in jail.

They may also find themselves hanging in the CRA's virtual town

square. The agency publishes details of court cases on its Web site. It's meant to be informative and a deterrent for the general public.

Here's an example where an Ontario couple was fined \$21,552 to recover 100% of GST refunds they fraudulently obtained:

*"GST fraud nets Glencoe pair close to \$22,000 in fines – June 2008*

*Stephen James Mann and Christina Patricia Boudreau of Glencoe were found guilty in Ontario Court of Justice on 22 counts of fraudulently obtaining GST refunds.*

*Mann and his common-law spouse, Boudreau, both registered with CRA for separate GST accounts as each, at one time, was self-employed in the trucking industry.*

*CRA's Audit Division determined that, from 1999 to 2005, neither Mann nor Boudreau reported any self-employment income*

*from trucking on their personal income tax returns.*

*In fact, the type of employment positions held by both Mann and Boudreau did not require them to maintain any GST registration or qualify them to claim refunds for Input Tax Credits on any GST returns filed.*

*Both Mann and Boudreau are employed as school bus drivers.*

*Mann and Boudreau each repeatedly made false statements in the 11 GST returns they each filed for quarterly periods from July 1999 to September 2005. Their scheme to obtain fraudulent GST refunds was not limited to an isolated transaction.*

*Over the years under investigation by the CRA's Enforcement Division, both Mann and Boudreau each became increasingly aggressive in their reporting activities, significantly increasing the value of the fraudulent GST refunds each claimed."*

Personally, I'm happy when cheaters get caught. It makes those of us who do things right feel better.

Unfortunately, in their efforts to find cheaters, CRA is going to audit a lot of us who aren't. In terms of time and cost, it's expensive enough to just comply with tax rules. More audits and "reviews" only add to the burden.

CRA has become more expensive with their audits as well. They used to just audit your business. Now audit letters list both your Business Number and your SIN so they can do your business and you personally at the same time. Here's a quoted sample of what they ask for:

1. All chequing and savings accounts, including personal and business accounts, bank statements, passbooks, deposit books, and cancelled cheques;
2. List of major personal and business assets (ie. real estate, vehicles, equipment, recreational assets) including cost and year of acquisition;
3. Personal and business investment statements;
4. Personal and business credit card, credit line, loan and financing statements;
5. Personal and business mortgage statements.

Why do they need all of this? The auditors are assembling a net worth assessment.

They want to evaluate your spending habits and judge whether your income as reported on your tax return can support them. If they can't, you'd better have answers.

Next month we'll talk about audits and the type of expenses that CRA will attack within your business statement, particularly expenses that fringe upon personal use and, oh yeah, meals. □

– 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. Information about CRA tax convictions can be found at [www.cra.gc.ca/convictions](http://www.cra.gc.ca/convictions).

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# Green is the new gold

You shouldn't need me to tell you there are some serious gains to be made in adopting an aggressive fuel conservation strategy. Call it going green if you want – and what marketer or politician isn't playing the green card these days – but there are some smart folks in trucking who are finding ways of spinning all that green into gold.

You can roll your eyes at tree-hugging trucking, and there are still those who think climate change is some kind of conspiracy, but there is no question that reducing fuel consumption reduces greenhouse gas emissions. Let's face it, saving the planet is not the trucking industry's highest priority at the moment, but simply put, going green saves you money. That's the great thing about it: while you're putting money in your jeans, you can't help but do the atmosphere a favour in the process.

Earlier this month, the US EPA SmartWay Transport Partnership and a host of Canadian organizations teamed up for a joint conference that got to the nitty-gritty of return on investment for greening your fleet. The two-day forum brought industry professionals from Canada and the US together to explore some very practical and money-making solutions to managing energy efficiency in on-road transportation.

The program went well beyond lectures about investing in idle-reduction technology and slowing down to save fuel, although those tools played a big part in some of the more comprehensive strategies presenters shared with us. All of the speakers were quite open and frank, some surprisingly so.

For example, David Konopka, director of quality for A.D. Transport Express, a Michigan-based auto parts hauler, described the more or less accidental discovery he made that more than a quarter of his 500-truck fleet was idling 50% of the time; some had idle rates as high as 69%. That's an extraordinary admission, really.

The problem? Trucks idling on-site in hot and cold weather awaiting dispatch orders from the fleet's principle customer. The solution? A fleet full of freshly installed APUs that's making Konopka pretty happy. Now it's on to the next step: working with the customer to improve logistics for an even more significant payback.

The other end of the spectrum is the great lengths US truckload giant J.B. Hunt goes to in analyzing and justifying a gain in efficiency or reduction in operating costs before they spend dime one. The company's senior vice-president of engineering services, Gary Whicker, explained that defining the problem is critical to finding the right solution.

If efficiency improvements are necessary on certain lanes, the company might propose a simple improvement in fuel economy, then undertake a detailed analysis of how to achieve those gains and what it would cost. Or they'll look at an increase in payload (a revenue gain), and weigh that against the barriers posed by weights and di-

## Voice of the O/O

Joanne Ritchie



mensions regulations. And they could also look at reducing mileage by refining logistics in an effort to minimize deadhead and empty miles.

That obviously requires a little more effort than just hanging an APU on a truck – in fact, an APU might not be a solution at all, any more than improved aerodynamics might have helped A.D. Transport Express.

The point is that no one is doing these things just for the green of it. These are first and foremost busi-

ness decisions and any fleet or individual truck owner wants to see a solid return on investment for any efforts they undertake.

The truth is, not all solutions will work effectively in every application – except one. As far as I'm concerned, Andy Roberts of B.C.'s Mountain Transport Institute made that pretty clear in his presentation on the value of driver training in the fuel-efficiency equation.

At the end of the day, all those investments in idle-reduction technology, speed management programs, logistics planning, and spec'ing a truck to the nth degree for fuel economy, could be lost if the driver doesn't understand or isn't aware of how to drive for dollars. Driver training solutions designed to enhance fuel consumption reduction techniques are ultimately more cost effective and usually produce lasting results – especially if the fleet is prepared to reward its drivers for improved performance.

But here's the kicker. Even though we know incentive programs offer fleets an innovative and progressive way to achieve fuel performance goals, research conducted recently by *eyefortransport* revealed that only 11% of the fleets surveyed have fully maintained incentive schemes in place. And while a few offer some kind of *ad hoc* incentive, and a few more are giving it some thought, 42% of the fleets have no plans for implementing incentive programs.

So while it's very cool to see a roomful of carriers listening to, sharing, and getting excited about each other's ideas, we need to find some way to spell it out for the 90% of the industry who just doesn't get it. I mean, how many ways can you spell cha-ching? □

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



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# What drivers really want

*Do you know what's on the minds of your drivers and O/Os?*

By James Menzies

**TORONTO, Ont.** – All too often, trucking company managers assume they know what's on the minds of their drivers. But when you look at research, such as our own annual *Driver Satisfaction Survey*, it becomes clear there's a disconnect between what drivers want, and what managers think they want.

At this year's *Over the Road Canadian Recruiting and Retention Conference*, organizers hosted a panel of drivers and owner/operators and put them in front of the mics so employers could get a sense of what's most important to them.

When asked what they would change about the industry, Sandy Milne, an owner/operator with Highland Transport summed it up in one word: Image.

"I'd like to see the public image of the industry come up considerably," he said.

Reg Emerson, a driver with Erb Transport agreed that truckers don't receive the respect they deserve.

Doug Ladds, a driver with MacKinnon Transport and OTA Road Knight, said there's not a lot he'd change, but he'd like to see the profession become more rewarding financially.

Rob Harding, an O/O with Trimac Transportation, expanded on that point and said that more communication is required between carriers and their drivers and owner/operators to ensure their success.

"In tough times such as now, I'd like to see better communication between drivers and management, to hang onto each other to get through tough times," he said. That includes sharing financial information to ensure both the company and its owner/operators remain profitable, added Harding.

"We want to do a good job for our companies so they can make a profit

and I want the company to do well so I can make a profit as well," he said.

Fellow owner/op Milne agreed, adding "I'd like to see compromise between carriers and their owner/operators. We're both in the business together, to achieve a common goal and get the job done and make the customer happy."

When asked why they have chosen to remain with their current carrier, most of the drivers said it was because of a respectful relationship.

"Personal touch is number one," said Emerson. In his case, he said company founder Vernon Erb has remained approachable,



**WHAT'S ON YOUR MIND?:** Attendees at this year's *Over the Road Canadian Recruiting and Retention Conference* heard straight from the horse's mouth during the event's interactive driver panel.

Photo by Adam Ledlow

and that philosophy has filtered down through the ranks.

"You're in the yard, and (Vern) is rushing out for a meeting somewhere, but he'll stop and open the door and he's halfway towards you, he addresses you by name and asks 'How's your family?'" Emerson explained, saying no price can be attached to those two minutes. "That's what his legacy is."

Emerson also said it's important to work for a carrier that's organized. During his career at Erb, Emerson said he's only made an empty backhaul twice: once due to the terrorist attacks of 9/11 and the other time in order to get home in time for Christmas. "It doesn't take more than 15 minutes to get our load and know

where we're going," he said.

Ladds said he has stuck with his current employer because it has supported his career decisions, which have seen him put in time as a

recruiter before climbing back behind the wheel.

"I have enjoyed the opportunities given to me by my employer," he said of MacKinnon. "I've always gotten support and backing all the way through."

Milne said the staff at Highland has kept him from seeking greener pastures.

"I love the work I do and I love the people I work with – that's it in a nutshell," he said.

For Harding, the challenge of hauling tankers with hazardous materials is what keeps him enjoying his job.

"I enjoy the challenge of it," he said. "I enjoy the customer service, meeting the customers and

being there."

When asked about the quality of new drivers entering the industry, the panelists acknowledged there was room for improvement.

"I don't think there's a problem with the quality, it's the training," Milne said of new drivers. "There's not enough of it. I'd like to see the Ministry do something with the quality of people graduating out of some of these driving schools that are more like puppy mills."

Ladds credited his company for attracting only the best new drivers, as a result of forging relationships with reputable training schools.

"We're taking the cream of the crop," he said. "It makes my job (as a driver-trainer) easier and

our fleet look much more presentable."

Harding noted today's driver has to juggle many more tasks than simply piloting the truck down the road, and now more than ever they must be a consummate professional.

"When we started driving 20-30 years ago, driving the truck was the hardest part of the job," he explained. "Nowadays, being a professional is the hardest part. Remaining calm when we're cut off. Not responding to the one-finger waves or irate customers when we get there a few minutes late. I'm sure we can recruit (new drivers) and train them on how to be safe. But to train them how to be professional and how to have that professional attitude is the most important thing today."

Finally, when asked if management and recruiters have a good enough understanding of what a driver faces on the road each day, the question was met with a resounding 'no' – at least from the owner/operators.

"We have so many things in the cab that can change our day in an instant," explained Harding. "When you have something change your day, you don't rush to catch up, you've lost the last stop at the end of the day because you've been held up an hour or two. It's hard to communicate that at the office, because they're dispatching these trucks three days from now."

He urged fleets to send operations staff on trips with truckers to see what they must contend with first-hand.

"You have to be able to communicate with your drivers and owner/operators," agreed Milne. "They're your front line ambassadors. Pick a few drivers out of your fleet that you can rely on and trust, and bring them in once a month and talk to them. That's all you gotta do." □

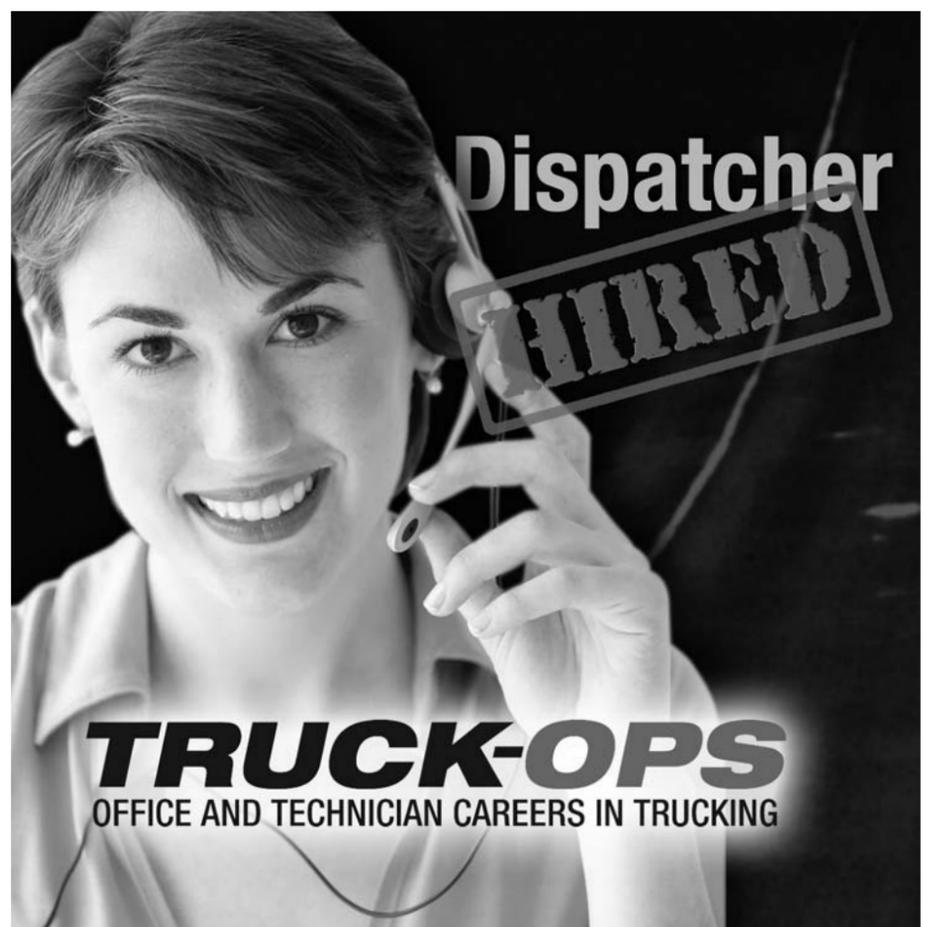
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**'We have so many things in the cab that can change our day in an instant.'**

Rob Harding, O/O



# Challenger shares award-winning retention tips

By James Menzies

**TORONTO, Ont.** – A shortage of qualified drivers may have slipped off the radar for many fleet managers, as they shift their focus from growing their fleet to simply surviving the current downturn.

But Dan Einwechter, chairman and CEO of Challenger Motor Freight, last year's winner of an *Over the Road/SelecTrucks* Canadian Retention Award, says driver retention should not take a back seat during difficult times.

"I think the driver issue will come to bite us in the butt again as capacity tightens up," he predicted at the sixth annual *Over the Road* Canadian Recruiting and Retention Conference.

Challenger earned last year's retention award in the large fleet category after it implemented a plan that significantly reduced its driver turnover, to about 26.7% in 2007.

"Our turnover was higher in the past," Einwechter said. "We realized it was time for a change after our accident rates increased to a point where we thought we were a good carrier but some of our numbers were telling us something a bit different."

In better times earlier this decade, Einwechter admitted

Challenger engaged with many of its competitors in a race to add capacity, and hiring standards suffered as a result.

"Traditionally you'd buy more trucks, get more financing, hire more drivers," he recalled. "There needs to be a better way to manage supply and demand."

While he stands by Challenger's mantra, "He who has the drivers wins," he admitted there must be more emphasis on quality than quantity.

"We only want the most highly-qualified professional drivers," he said.

Challenger has invested heavily into its workforce in recent years, most notably via construction of a massive 126,000 sq.-ft. headquarters built with driver luxuries such as a lounge complete with comfortable recliners.

"We thought there might be abuse, but we gave them quality stuff and they respected us," said Einwechter. "You can walk into that room today and not know those chairs are three years old."

Driver amenities extend to the shop, which houses automated wash bays, indoor fueling stations and safety inspection lanes. Drivers aren't even required to fuel their own trucks.

Challenger also aims to keep its drivers informed, by distributing audiobooks with company updates and displaying messages to drivers on monitors inside the office.

"Seventy-five to 80% of employees embrace it, listen to it and get engaged with it in some way," he said. "There's invariably going to be 20-25% that want nothing to do with it."

Challenger has also made use of the most advanced technology, such as a full-size simulator that's used for driver training. And training is a continuous process at the company, for new and experienced drivers alike.

Einwechter said fuel-efficient driving has become a focus, and owner/operators and drivers are warming up to the concept in light of the surging cost of fuel.

"Three years ago when we'd try to engage a driver about fuel-efficient driving, you'd get push-back," noted Einwechter.

"It's amazing what's happening now that it's in the mainstream...Drivers are much more willing and ready to accept that retraining or commentary about more fuel-efficient ways to drive."

The company has contributed to the success of its owner/oper-

tors, by extending fuel efficiency training to them as well. Einwechter said the company helped one owner/operator improve his miles per gallon from five to nine.

"We decided we should help this guy, because otherwise he was going to fail."

Despite the success in reducing its driver turnover, there's still room for improvement at Challenger, Einwechter acknowledged.

"Because of the type of industry we're in, (turnover) will still be above 20%, but we want to bring it down another 5%," he said. When a driver does leave, Challenger conducts exit interviews to find out why. And unlike in the past, Challenger keeps the door open behind quality drivers that depart for greener pastures.

"If they don't like where they've gone, they can come back," said Einwechter, adding the company used to have a policy of refusing to rehire drivers once they'd left. "It sure does a world of good when we hire back a couple of the right people, because they tell the story of what it's like elsewhere." □

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## Trimac takes soft-line approach to driver turnover

By James Menzies

**TORONTO, Ont.** – Training employees on "soft skill" development has proven to reduce driver turnover significantly at Trimac Transportation.

Scott Short, assistant director of human resource services and employee relations at Trimac, outlined the company's training program at this year's *Over the Road* Canadian Recruiting and Retention Conference.

He said Trimac felt it had a pret-

ty good handle on "hard skills" such as how to run the business safely and effectively, but many employees lacked "soft skills" which may have been having a negative impact on driver turnover. The company did some soul-searching and realized, "We need to treat our people like the most valuable asset our company will ever possess," according to Short.

Trimac took 175-180 "core" employees and offered them training

on soft skills through various workshops held in Toronto and Calgary last year. Short said care was taken to mix employees from various regions when breaking them down into groups of about 15 people for the two-day training sessions.

The size of the groups was key, Short said.

"Anything less (than 15) creates too much pressure for everyone to speak, but if you go to 20-25 you can get some free-riders in there, people who won't put up their hand or interact," he said.

Trimac held a total of 17 training sessions beginning in February 2007.

"It was quite an undertaking for us," Short admitted, adding the benefits were immediate.

"It reinforced our commitment to being a learning organization," he said. "We did some things well and some things we can improve upon."

One of the benefits was that Trimac set expectations on how its staff should interact with and treat its drivers. Participants were required to complete an action plan on their own, but Short admitted not everyone followed through.

"If we're to do this again in the future, we need a bigger stick from senior management and operations to ensure employees are doing their action plans," he admitted.

However, despite the fact Short admitted there was room for improvement in the roll-out of the program, early results suggest it

was a worthwhile undertaking.

Turnover rates at Trimac decreased through 2007. At the end of 2006, driver turnover stood at about 35%, said Short.

"By the time we were done, we took our turnover down 7.5-8% to the mid-20s," he said.

As a bonus on the operations side, most of the employees who took part in the training are still with the company, he added. □

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**D.O.B.:** August 29, 1997

**Missing since:** July 31, 2007

**Missing from:** Trois-Rivières, QC

**Height:** 152 cm – 5'

**Weight:** 32 kgs – 70 lbs.

**Eye Colour:** Brown

**Hair Colour:** Brown (red highlights)

Last seen at Descheneaux and Chapais Street looking for a dog. She was wearing a green sundress and flip-flops, a Star Academie lanyard w/ a red and a white ladybug and a black watch/pink band.

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# Hiding the bomb

## HazMat trucking industry safe, but secretive

**TORONTO, Ont.** – On the morning of August 8, 2008, just before 4 a.m., a series of furious explosions leveled the Sunrise Propane and Industrial Gases facility on Murray Road in northwest Toronto. It blew out windows and ravaged homes and buildings in the Keele and Wilson area.

The biggest blast shook my house and the concussion opened the screen door – and I live nine kilometres away.

Emergency personnel didn't know how much propane was still stored on the premises. As a result, the OPP responded by closing the 401 between Hwy. 400 and the Don Valley Parkway. In total, 12,000 people were evacuated.

Because it happened on a Sunday and so early, only one part-time worker died at the scene. Using DNA samples, it took police four weeks to identify the remains of Parminder Singh Saini, a 25-year-old international student from India. As well, Toronto firefighter Bob Leek died while responding to the call.

What's disturbing is that a truck-to-truck transfer was reportedly going on at the time, and this could have been a contributing factor to the disaster. This procedure is banned in Ontario but allowed in the other provinces. Apparently, this type of activity was commonplace at this facility.

Generally speaking, truck-to-truck transfers might be considered riskier because more couplings are involved and safety procedures could be more easily bypassed than when filling at a storage tank.

But even Transport Canada believes that this procedure can be conducted safely if done properly.

"Grounding or bonding is one important element of safe truck-to-truck transfers for propane," according to Transport Canada spokesperson Maryse Durette.

Whether the trucks were grounded or not, something clearly went wrong that Sunday morning. According to media reports, employee Felipe De Leon noticed smoke and ran for his life, after also warning his co-worker Saini to flee. In all likelihood the "smoke" De Leon was seeing was propane vapour condensing in the early morning air.

"All it takes is a small hole," says Olev Trass, professor emeritus in chemical engineering at the University of Toronto. "The vapour seeks the spark."

Trass speculates that a leak must have occurred somewhere during the transfer and that the gas would have clung close to the ground (because propane is heavier than air). The vapour and air would have created an explosive mixture that could have been ignited by static electricity.

"My presumption is that one explosion occurred and put pressure

### On-road Editor

Harry Rudolfs



on a tank, enough to break a weld or connection and then four or five explosions occurred, probably in rapid succession," says Trass.

Indeed, this appears to be what happened. Check out the YouTube videos of the event. A series of smaller explosions are followed by a huge blast and fireball over about a 20-minute period.

But frightening as this disaster was, it was an extremely rare occurrence. The cylindrical propane tanks on trailers or B-trains are spec'd to withstand outrageous tolerances. The pressure relief valve will vent long before a tank would blow, as has been attested in many highway mishaps over decades.

John (Scotty) Patterson, driver-trainer for Liquid Cargo Lines in Mississauga, Ont. takes a diligent approach to safety through training.

"We teach people here how to run a tanker. If they leave the back of a tank they're responsible for anything that happens. You see something you don't like, you shut it down and wait for them to come to you."

Liquid Cargo Lines hauls a variety of products and some dangerous goods, most of it in straight-through shotgun tankers (this makes them easier to clean when they have to be purged between loads).

The lack of baffles makes the cargo especially tricky to handle.

"Forty-five thousand pounds will knock you forward so damn hard and then slap back against the rear of the tank so you almost stall out if you're going up a hill," says Patterson.

Patterson picks excellent drivers to start. They are then put through an intensive training program that includes a minimum of two weeks one-on-one instruction, classroom seminars, and specialized product orientation at the customer's site. "We're pretty particular about the people we hire."

Since everything moves by truck at one time or another, that also includes the nasty stuff. That's the stuff most people don't want to know about: acids and chemicals; explosives, noxious liquids and gases; contaminated oils and waste waters; radioactive byproducts and pesticides.

Bulk dangerous goods loads can be molten or frozen, burn your hide raw, freeze you solid, or lay you out cold from just one whiff. Transport Canada estimates there are 30 million shipments of dangerous goods every year, and that 45% of that tonnage is carried by truck.

On the whole, HazMat drivers are very well trained and practices are



**HAZARDOUS TO YOUR HEALTH?:** HazMat hauling companies say no, but proper training and safety considerations are essential.

extremely safe. Unless something goes wrong – a coupler or a joint pipe leaks, or a driver unwittingly unloads a tanker of the wrong fluid into the wrong intake pipe, or a collision causes a rupture or spill.

My friend Bill Weatherstone, now retired, recalls delivering acid to a plant in Montreal. The acid had been heated to 300 degrees, but the unloader at the site used a plastic fitting to connect to the hose, which soon melted.

Hot acid began gushing and spraying out of the trailer and a river of it was running under the tanker, acid fumes filled the yard. Quick-thinking Bill couldn't get at the shut-off tap at the front of the trailer. With acid spraying from the back of the tank, he jumped over a retaining wall and was able to hit a valve and release the hydraulic pressure stopping the flow (you can read this story and others on his Web site: [www.thedieselgypsy.com](http://www.thedieselgypsy.com)).

Another friend of mine (who prefers to remain anonymous), let's call him Igor, has been specializing in hauling cryogenic products for years. These are compressed gases like hydrogen and helium, whose liquid temperatures sit just above absolute zero (about -250 degrees C).

Needless to say, handling gases like argon, oxygen and carbon dioxide requires special procedures. For instance, acetylene cylinders have to be loaded underwater. And if you're delivering hydrogen, the line has to be purged of oxygen or an explosion could result. Hydrogen reacts with oxygen and is the preferred fuel for NASA's rockets.

More than once, Igor has been woken up in his hotel room after someone complained that his truck was venting (this occurs normally with the truck shut off).

Some motel owners are reluctant to allow "socially unacceptable" loads into their parking lots, but others are happy for the business. Igor calls this "hiding the bomb" and knows a few motels in Eastern Canada that have a spot for him to park out back. His company has gotten rid of sleeper cabs and adheres strictly to Hours-of-Service regs, making motel stays a regular part of the job.

Overall, trucking dangerous goods is not only safe, but reward-

ing. Most companies pay a premium for the work and those working with industrial gases are paid even better. It's also an industry that seems to be recession-proof. Refineries never shut down, and as manufacturing processes get more efficient and sophisticated, the need for industrial chemicals and gases keeps increasing.

No doubt, the Downsview explosion will probably lead to better enforcement and perhaps regulatory changes. The great Mississauga train derailment of 1979, involving propane and chlorine tankers, caused the evacuation of 218,000 people. Shortly afterwards, the federal government got serious about the transportation of dangerous goods and introduced a placarding and classification system that's in use today.

One criticism of the HazMat industry might be its inherent secretiveness. With few exceptions, industrial gas suppliers are reluctant to talk about the transportation of their products. As the general manager of a large Canadian propane carrier told me, "It's one of those things you feel like you shouldn't say a whole lot about."

And the US Department of Homeland Security doesn't make it any easier on carriers hauling dangerous goods into the States. Every southbound load has to be logged as to loading and departure times.

"It's been hard on us since 9/11," says Patterson. "We have to comply with so many rules and regulations."

A friend of mine was once complaining about 200 trucks of Toronto's garbage rolling down the 401 to Michigan every day. So I took him to the overpass on Keele Street and we counted 200 trailers in about six minutes. "You see, 200 more trucks in 24 hours isn't going to make any difference."

But the point I should have made is that it's being done safely 24/7 and we don't hear about it. And until we figure out a better way to do things, our society needs what's in those tankers and cylinders.

But a little more openness from a transportation sector that should be proud of its safety record might go a long way in reassuring a public that's still a little shaky after the Downsview blast. □

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# A day at the track

By Carroll McCormick

**BLAINVILLE, Que.** – The rigs were at it again this September, tooling around Transport Canada's test track in Blainville, Quebec equipped with various hardware that might reduce fuel consumption, including trailer skirts, energy-efficient tires and an exotic something called a "corrected paramagnetic precession fuel processor."

This year's trials, with a dozen products and that many more new practices that fleets wanted to try on the researchers' list, was a follow-up to the hugely-successful EnergoTest 2007.

Fleets, with their resources, teamed up with FPInnovations-Feric Division, with their organizational and research expertise, plus supportive federal and Quebec government agencies, to test products that promised to reduce fuel consumption.

FPInnovations formalized last year's inspired effort with the creation of Project Innovation Transport (PIT).

It has six fleet partners already – Bison, SLH, Bourassa, Robert, Herve Lemieux and the SAQ (Quebec's version of a liquor commission) – with more poised to sign on.

Last year, Transport Canada donated the track time and kept the media away.

This year, PIT paid the piper and called the tunes; the test campaign cost about \$250,000.

Eighty per cent of that came from the private sector, underscoring the value of fleets pooling their resources around PIT.

PIT declared a VIP day on Sept. 9 and *Truck West* was at the track with the PIT team, drivers, fleet representatives and even the inventor of the Aero-Tail, a trailer extension that reduces aerodynamic drag.

Inventor Lee Telnack recalls his brainstorm in a snowstorm: "The inspiration came during a road trip. We were in a bad snowstorm and driving so close to a tractor-trailer we could only see the tail lights. I could see the vortices in the snow and we were being pulled toward the trailer."

Realizing that it cost the truck energy to pull his car, or even just air, he set out to build a device that would let vortices slide off the back of the trailer.

The most recent version, made of tubular aluminum and rigid plastic, lies tight against the trailer doors at low or no speed and can be folded out of the way for cargo access.

At speed, it opens automatically. Last year a competing device, called TrailerTail, yielded a 5.1% improvement in fuel economy.

VIP day was rainy and Feric had delayed the Aero-Tail trial 'til better weather came; the strict fuel consumption test rules forbids slopping around the track in the rain.

Fortunately, some PIT members had requested less formal fuel consumption comparisons of some engines: the 15-litre, 485-hp Detroit DD15; the 15-litre, 565-hp International ProStar with Cummins

ISX; and the 13-litre, 435-hp Mercedes MBE 4000.

So even though the equipment being trialed was idle, we did watch trucks zoom around the 6.4-kilometre oval track.

Fun fact: Just as the drivers hit the 1.6-kilometre long, 38-degree steep curves at 100 kilometres an hour, they must take their hands off the steering wheels – for the entire curve.

No wonder the hot lunches tasted so good and the country air smelled so sweet between trials.

Itmar Levine, the director of maintenance with Bison Transport in Winnipeg, flew in to watch some of the trials and extend his knowledge of the benefits of the Freight Wing trailer skirt, which reduced fuel consumption by 7.2% in EnergoTest 2007. Those results gave

Bison the confidence to begin progressively installing Freight Wings on 850 trailers, starting last year, under a 50/50 cost-sharing agreement with Transport Canada's eco-FREIGHT program.

"The drivers tell you 'What a difference'," says Levine, who also notes, "The windier it is, the better the results you get with the skirts."

This year Levine wanted to see what kind of fuel savings Freight Wing might obtain when installed on both 53-foot trailers in a long combination vehicle configuration. "We were interested to see that if we got a 4-5% fuel improvement with one trailer, what would you get with two?"

Three ArvinMeritor representatives – two from Ontario and one from Kentucky – were on-hand as well.

"We are here to eyeball the situation and consider technologies we could bring in next year," says Brampton-based district sales man-

ager Daniel Gagne. One idea for a trial he mentions concerns the Meritor Tire Inflation System. "We would like to see how MTIS works in preventing loss of fuel efficiency."

Rob Jokai, transportation technician with FPInnovations Feric in Vancouver also flew in to assist with the trials.

"I will be working with PIT in Western Canada, so it will be good to get some first-hand experience with PIT here, and with the tests. We are trying to get more representation through the whole of Canada for PIT," he said.

PIT partners benefit first from the trial results and expertise within PIT to apply the appropriate technologies.

However, PIT will make public selected results from EnergoTest 2008 at CamExpo in Quebec City in November, and expects to publish all of the results sometime next spring. □

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# Keeping the chill out

## Auxiliary heaters offer cost-effective cab heating

**TORONTO, Ont.** – The inconvenient truth may be that Earth is getting warmer. But the reality is that it still gets cold in Canada during the winter. An auxiliary cab heater has proven to be among the most economical ways to provide cab comfort during the winter.

According to a study by the American Transportation Research Institute, 32% of a truck's idle-time is spent keeping the sleeper warm.

Here in Canada, that number could be even higher.

While auxiliary heaters don't offer the luxury of hotel-load power or cooling, they can be used in combination with other solutions to provide year-round comfort.

A well-constructed auxiliary heater from a reputable supplier such as Espar, Webasto or Teleflex can be an ideal solution for keeping warm this winter.

Brian Curliss, product manager for Teleflex Power Systems, says there are several options when choosing an auxiliary heater.

Firstly, truckers must choose between several solutions: a diesel-fired heater that provides cab warmth but doesn't warm the en-

gine block; a heavy-duty coolant heater that circulates truck engine coolant through a heat exchanger, warming the cab and also keeping the engine block heated for easy starts in cold weather; and light-duty coolant heaters which keep the engine warm, but lack the capacity to warm the cab. Alternatively, you can opt for both a separate light-duty coolant heater for the engine and a diesel-fired heater for cab warmth.

Webasto's Josh Lupu said he often recommends combining a cab heater with a coolant heater to eliminate the need to idle the truck to warm up the engine while also keeping the driver warm.

Once you decide on the type of heater that is best for your specific use, Curliss said truckers should consider the heating capacity required of their heater.

To keep a sleeper comfortable when it's zero degrees celcius outside, about 20 BTUs are required for every cubic foot of space.

So if you have an 80-inch double bunk sleeper with 320 cubic feet, you'll require a heater with at least a 6,400 BTU heating capacity. In general, Curliss said a heater that

pumps out 6,000-7,000 BTUs should be adequate to keep most sleepers warm. The quality of the truck's insulation and the use of thermal curtains can also impact the heating capacity required.

A heater with a high BTU will ultimately consume more fuel, Curliss admitted, however it will also get the cab or engine warmed up more quickly than a lower-powered heater.

Another consideration is finding adequate room for installation. A heavy-duty coolant heater will need to be installed on the frame rail while most light-duty coolant heaters can go under the hood and in-cab heaters can be installed inside the cab.

Webasto's Lupu said it's well worth having a reputable supplier complete the installation, since there are obvious risks involved when you're dealing with fuel lines.

However, the installation itself isn't overly complex, he said.

By having a certified technician do the installation, you're also protecting yourself from voiding any warranties on the unit or vehicle.

It takes an authorized technician about four hours to install an air heater, according to Curliss.

Once you've chosen a heating solution, it's important to track its performance and determine a pay-back.

Curliss said capacity, length of time in use and cost of fuel all enter the equation when measuring return on investment.

Teleflex's Proheat Air A2, for instance, has a capacity of 6,800 BTUs and consumes about a half-cup of diesel per hour, which is a 97% savings over idling the truck's main engine.

Using the heater for eight hours a day, five months of the year results in a savings of about US\$3,200 per year if diesel costs US\$4.25 per gallon, the company claims.

Espar's Airtronic D2 can run for 21 to 23 hours on a single gallon of diesel, the company claims. It has a fuel-savings calculator on its Web site ([www.espar.com](http://www.espar.com)) which allows prospective customers to find out exactly how much they'll save based on their own operating conditions.

For its part, Webasto claims its Air Top 2000 heater with a 7,000 BTU capacity burns one gallon of diesel for every 20 hours of use while it's more powerful cousin, the Air Top 3500 uses a gallon of diesel to provide 10 hours of heating while pumping out 12,000 BTUs.

Most cab heaters are easy to maintain, needing only an annual inspection.

Lupu also said customers should choose a heater from a reputable company that will support its products through an expansive dealer network.

A low-price solution may not deliver good value if it's frequently broken down and requiring repairs, he pointed out. □

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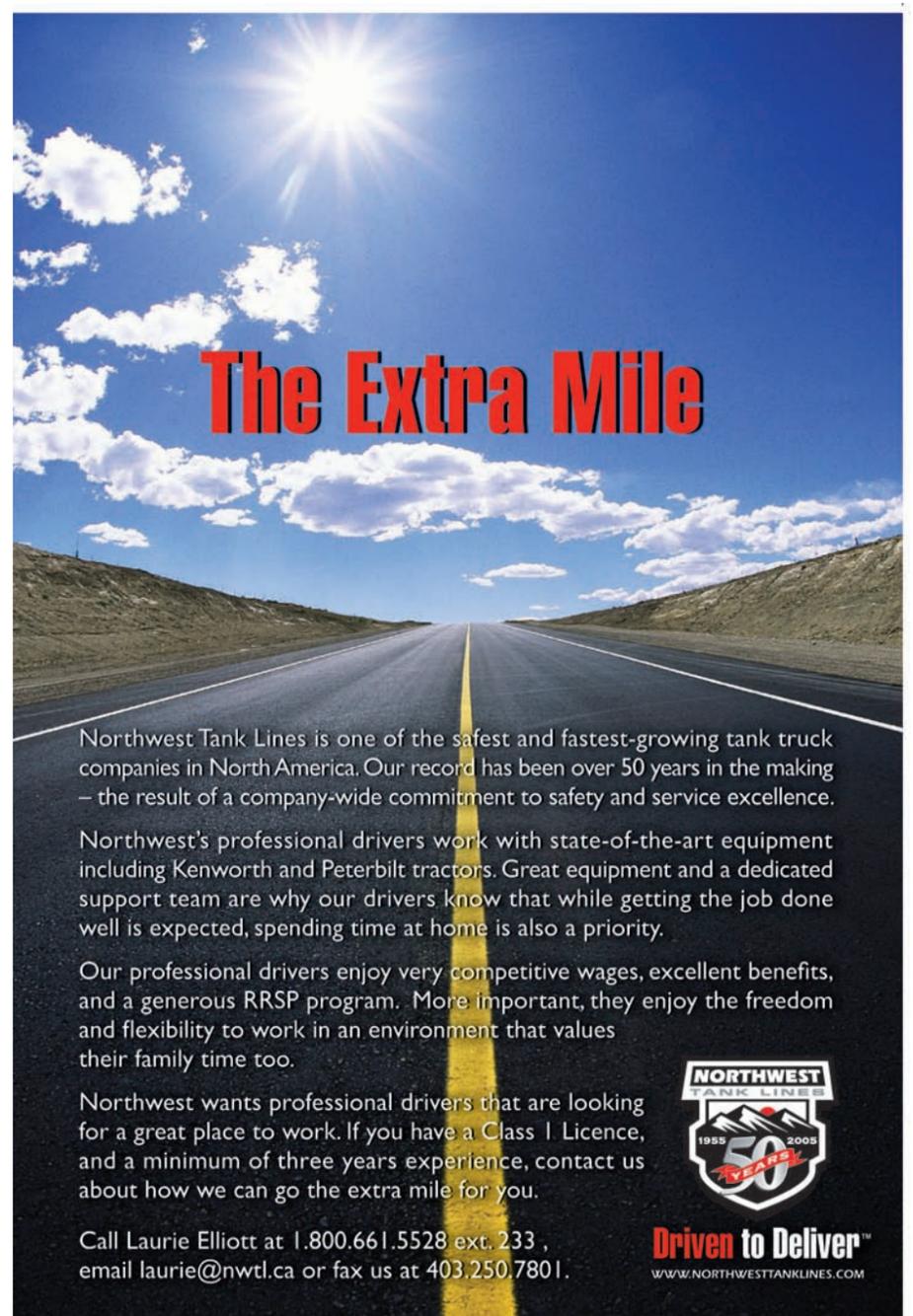
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# Navistar dedicates heavy-duty engine plant

By James Menzies

**HUNTSVILLE, Ala.** – The business sections of most newspapers may be bursting with doom and gloom these days, but that didn't deter Navistar from celebrating the dedication of its Class 8 engine plant here in September.

It was a refreshing dose of good news, as the company dedicated a massive high-tech engine plant as part of its 75th anniversary as a diesel engine manufacturer.

The International MaxxForce 11- and 13-litre engines will be built at this 300,000 sq.-ft. plant, which was constructed last year.

"Since we announced our plans in 2005, these new engines have commanded the attention of the heavy truck industry," Navistar Engine Group president Jack Allen told a gathering of nearly 600 customers, OEMs, plant employees and members of the press. "Now, these advanced products, the culmination of our 75 years of diesel leadership, will command the respect of heavy truck owners and drivers as they deliver on their promise."

Huntsville was chosen as the site for the engine plant thanks to a cooperative government, strong workforce and an adjacent existing Navistar plant which builds V6 and V8 engines for light-duty vehicles, buses and RVs.

"Huntsville was selected to produce these new big bore diesel en-

gines because of the talented and dedicated workforce here and its clear track record of building high-quality engines at a competitive cost," Allen said to a crowd that included Alabama Governor Bob Riley.

The well-lit (and even air conditioned) plant has the capacity to build 30,000 MaxxForce engines per year with one shift active, company officials explained at the gathering.

The MaxxForce 11 and 13 are offered only on International ProStar, TranStar and WorkStar trucks and will also be available on the newest member of the International family, the LoneStar. The engine is 400 lbs lighter than competitive models, Navistar officials claim, and has earned a reputation for being quiet and responsive.

The first Class 8 MaxxForce engine was delivered to a customer in Minnesota earlier this year.

Navistar officials also took the opportunity to provide an update on their current performance. Daniel Ustian, Navistar president, chairman and CEO, said the company's goal is to control 60% market share in the bus industry, 40% in the medium-duty segment and 20% of the Class 8 market in Canada and the US.

He said when averaged out through the three segments, Navistar has achieved its goal.



**IN PRODUCTION:** The big bore International MaxxForce engine is now rolling off the production line at Navistar's Huntsville, Ala. plant.

It has now turned its attention to recapturing market share in those segments where it falls short, such as in the medium-duty segment where its piece of the market has slipped to about 36-37%, Ustian said.

In Canada, Ustian said Navistar enjoys a slightly higher market share than in the US.

He also said the truck market is not as soft in Canada as it is south of the border. Allen attributed this to the strength of the energy market.

"The energy aspect of the Canadian market is one of those things that is keeping the market stronger there," he said. Ustian added the lumber and reefer segments remain strong in Canada. He also said the current credit crisis does not immediately threaten Navistar's operations. □

## Children of Volvo drivers eligible for scholarship

**GREENSBORO, N.C.** – Volvo Trucks North America has launched a scholarship program that will award \$35,000 to the children of truckers who drive a Volvo. The 'Great Minds' scholarship program will award three scholarships – one for \$20,000, one for \$10,000 and another for \$5,000 – to college or university students in the US or Canada, the company has announced.

Eligible recipients must have a parent or guardian who drives a Volvo truck for a living.

"The current economic situation has many families struggling to find a way to pay college expenses," said Scott Kress, Volvo senior vice-president, sales and marketing. "Our customers help provide Volvo's future, so we want to help them secure their children's future."

Eligible students must be already in, or entering, a college or university program in Fall, 2009. To compete for the scholarships, students must submit an essay on 'What has trucking meant to my family?'

Applications will be accepted until March 27, 2009. Visit [www.volvotrucksgreatminds.com](http://www.volvotrucksgreatminds.com). □

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## Urea network begins to take form

**KNOXVILLE, Tenn.** – Pilot Travel Centers has announced it will offer diesel exhaust fluid (DEF) – or urea – “at the pump” for customers that will use trucks equipped with Selective Catalytic Reduction (SCR) in 2010.

The fluid, which is required by SCR systems, will be available at more than 100 Pilot truck stops by late 2009, the company says.

It claims its decision to make DEF available at the pump will maximize affordability and convenience for customers using engines with SCR.

Pilot also announced all of its truck stops will offer DEF in pre-packaged containers for top-ups.

“By working with Detroit Diesel Corporation and Daimler Trucks North America, as well as other OEMs, we’ve begun to learn a lot more about SCR and the infrastructure needed to support this beneficial new technology,” said Mark Hazelwood, executive vice-president of Pilot.

“We believe this product will create efficiencies for trucking companies which will, in essence, increase their MPG and save them money. This product offering also helps Pilot to continue its Pilot ‘green’ initiatives and commitment to becoming the first environmentally-friendly travel center network.”

Meanwhile, a lobby group

aimed at promoting SCR has set up an information Web site at [www.factsaboutscr.com](http://www.factsaboutscr.com).

The North American SCR Stakeholders Group launched the site, which provides updates on SCR development in North America while debunking some of the myths surrounding the technology.

Topics covered by the site include: what is SCR?; SCR performance advantages; the environment; public health impact; and DEF.

“While we know SCR will be the emissions control technology of choice for the majority of the commercial trucking industry,” said Kim Doran, chair of the communications sub-committee of the North American SCR Stakeholders Group, editor of [factsaboutscr.com](http://factsaboutscr.com) and CEO of Quixote Group, “we also recognize that education will be key to understanding SCR’s benefits and features. [factsaboutscr.com](http://factsaboutscr.com) will keep the industry and interested public updated as EPA 2010 and stringent regulations come into effect and the inevitable implementation of SCR becomes a reality.”

SCR is an exhaust aftertreatment system that will be rolled out in 2010 and requires the use of urea. It will be used by Mack, Volvo, Daimler, Paccar and Cummins. □

## Poppy truck now even cooler

**ANCASTER, Ont.** – Simplicity Air and its sister company Canadian Extreme Climate Systems, have donated and installed an auxiliary power unit (APU) on Larry Josie’s popular ‘poppy truck.’

Josie’s poppy truck, a moving tribute to Canada’s fallen soldiers, has been busy attending events over the past year. Josie, in addition to earning a living as an owner/operator, has been paying for the fuel to attend industry events out of pocket.

Simplicity Air, which specializes in providing climate control systems including the Patriot APU manufactured by Canadian Extreme Climate Systems, wanted to get involved after its owner Brian Bassindale read about the poppy truck in the November, 2007 issue of *Truck News*.

Bassindale and sales manager, John Cowan, contacted Josie to see how they could help him spread his message. They learned that the cost of fuel was a drain on Josie and decided they could help by providing an APU and reducing his need to idle. It seemed like a perfect fit, since their APU was called the “Patriot.”

“Everyone has someone they know that either is or have been in the Armed Forces and it is about time that some recognition from the public is portrayed on a moving billboard,” says Bassindale. “The



**NOW COOLER:** Larry Josie’s poppy truck now uses less fuel while attending events, thanks to a Patriot APU donated by Simplicity Air.

part that amazed me was that Larry has been putting forth most of the effort himself by attending as many functions as possible and still trying to earn a living like every other truck owner.”

The APU was installed on the poppy truck in January, 2008 by Simplicity Air.

“I’ve really enjoyed the Patriot over this past year,” says a grateful Josie. “It has been very reliable for heating, air-conditioning and 110-volt power. What I like most is its simplicity. There are no fancy controls, just turn on and turn off.”

Bassindale adds, “We are proud to support Larry and the poppy truck in his endeavor and hope that many other individuals will do the same.” □

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**TMTV**

# Navistar stands firm on commitment to EGR for 2010

## Company downplays cost-saving potential of SCR

**By James Menzies**  
**HUNTSVILLE, Ala.** – During the recent dedication of the Navistar engine plant here, several high-ranking executives made themselves available to field questions from trade press editors. Of course, with EPA2010 emissions standards looming, it's no surprise Navistar's decision to meet the impending regulations without exhaust aftertreatment was the primary subject of discussion.

Jack Allen, president of Navistar's engine group, defended his company's decision to avoid urea-based Selective Catalytic Reduction (SCR), referring to it as "the most onerous aftertreatment solution customers will have ever seen – way more onerous than diesel particulate filters."

He contended the cost of urea will mitigate any fuel mileage savings offered by re-tuned engines using lower levels of exhaust gas recirculation (EGR) in combination with SCR.

"It is our belief that the total cost of ownership between SCR and non-SCR is going to be indistinguishable to the customer," he said from the floor of Navistar's Huntsville, Alabama plant, which is now producing International MaxxForce big bore engines.

When asked if he was concerned about Cummins decision to adopt SCR on its heavy-duty engines, a strategic change of course that was announced in August, Allen said "We stand by our decision – our decision was made independent of Cummins."

In fact, he said a recent decision by MAN and Scania in Europe to offer a non-SCR Euro 5 engine validates Navistar's strategy.

Both European manufacturers had already introduced Euro 5-compliant SCR engines, but they announced at the Hanover truck

show in September that they would make an EGR option available as well. Euro 5 NOx standards are more restrictive than EPA07 limits, but not as stringent as EPA2010 regulations, Allen said.

"If there had been a great customer acceptance of (SCR), neither one of those companies would have felt compelled to invest the engineering dollars into making a non-SCR version," he reasoned.

Tim Shick, director of marketing of Navistar's engine group, was also available to discuss the nuts and bolts of Navistar's 2010 emissions solution. He said advances in EGR technology have enabled the company to become EPA2010-compliant without SCR, specifically: the development of a High Pressure Common Rail (HPCR) fuel system that will boost fuel pressures to above 30,000 psi; and a metered injection process.

The fuel will be injected in five stages, Shick explained, which reduces the explosive effect of combustion and allows for a more efficient burn, creating less NOx in the first place.

"So we retain fuel economy by making the fuel more burnable, when the engine needs it most at low speeds," Shick explained of the HPCR fuel system.

He conceded more exhaust gas will have to be recirculated through the engine, to the tune of about 10%. That brings the total EGR rate to about 40%, he explained.

He also responded to concerns the engine will run hotter as a result of the higher EGR levels required in 2010.

"Is the heat load going up? The answer to that is yes, just like it has gone up the past 20 years as we've added air-conditioning, bigger alternators and all the things we've added to trucks that increase the load on the engine," Shick explained. "(But) the engines themselves will not run hotter than they do today, they'll just require bigger cooling systems."

International trucks will come with larger rads in 2010, and heat-sensitive components such as EGR valves will be wrapped in a water jacket, Shick said.

He dismissed concerns that increasing EGR

levels may cause piston or cylinder wear.

"People say 'Don't put the exhaust back in the cylinder.' Well, that's where it came from, it's not going to damage the cylinder."

He likened the warning to advising someone not to swallow saliva, which is produced in the mouth to begin with.

Shick also challenged the cost-savings being touted by the SCR camp, which has promised its engines will achieve 3-5% better fuel economy. The rising cost of diesel was one of Cummins main motivators behind switching paths earlier this summer.

Shick admitted engines with SCR may consume less diesel, but he said "For every gallon of diesel fuel you don't use through more aggressive tuning of that engine, you're going to have to add a gal-

lon of urea to render down the NOx."

He said both 2010 options will use the same amount of fluid going down the highway, but "the challenge is, how much is urea going to cost?"

"Those who offer SCR are pretty consistent in their expectations of 2-3% fuel economy improvement. For every 100 gallons diesel fuel consumed by a pre-2010 engine, they say the 2010 SCR engine will consume only 97 gallons or 98 gallons of diesel fuel due to more aggressive engine tuning," Shick explained.

"Our work shows that the resulting higher level of engine-out NOx with this scenario would require two to three gallons of urea to neutralize. Plus another gallon of urea is needed at base to improve the pre-2010 engine to 2010 emission levels with no improvement in fuel economy. So you have a total 2010 requirement of three to four gallons of urea to save two to three gallons of diesel fuel."

Whether or not SCR-equipped engines will deliver lower cost of operation depends on whether or not the cost of urea will be less than diesel, Shick insisted.

Allen added urea costs as much as \$12/gallon in parts of Germany, not taking into account volume discounts. SCR proponents have insisted urea will cost less than diesel when rolled out across North America.

As far as the purchase price of 2010 vehicles is concerned, Shick said it's too early to determine, as the company is still working with suppliers to finalize pricing of the necessary components.

But when it comes to cost of operation, he said "To operate a truck with EGR for a year we think is going to be less expensive than SCR." □

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**'To operate a truck with EGR for a year we think is going to be less expensive than SCR.'**

Tim Shick, Navistar

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By Edo van Belkom

**The story so far...**

**Mark has a coffee with two other drivers who work for Bud. One of the drivers, a constant complainer named Manny Giron, wants to know why Bud gives Mark all the best loads while he's getting only local runs? Mark can't speak for Bud, and takes offense to Manny's assertion that Mark is paying Bud kickbacks. Just as the conversation starts to get heated, Bud enters the coffee shop.**

Mark Dalton sat in silence at the table along with two other men, a younger driver named Manny Giron who felt he wasn't getting any good loads, and a suicide jockey named Franco who hauled anything that was flammable or explosive, preferably both. All their eyes were on Bud – the man who dispatched all of their loads – as he ordered a coffee and donut up at the counter.

As Bud neared the table, Franco pulled up a chair for the man to sit down. "You're right on time, Bud. We were just talking about you."

"So that's why my ears were burning," Bud said. He looked at each of the men in turn, then made a face. "This can't be good."

"We're just talking," Franco said.

Mark waited for Manny to ask Bud about his loads, but he said nothing. Mark wasn't all that surprised by Manny's silence. For as long as he'd known the man – which wasn't very long at all – the guy had been a lot of talk without much action. Sure he'd gripe and complain to a bunch of drivers about the way he felt he was being treated, but he'd never have the backbone to confront the problem head-on. That's why Mark decided to give him a hand.

"Manny here has been complaining about the loads he's been getting," Mark said.

Manny's face seem to pale slightly. "Is that true?" Bud asked, taking a sip of coffee and a bite of his donut.

"Well, a little."

"Are you kidding me?" Mark said. "Why, just a few minutes ago Manny here was saying I get all the best loads because I'm either paying you a kick-back or plying you with booze."

Bud looked at Manny, a hint of disappointment in his eyes. "That true?"

Franco nodded. Manny seemed to shrink back in his chair. "He does get a lot of sweet loads."

"I see," was all Bud said. "And, well, I don't know. Maybe I could get myself one of those good loads every once in a while."

Bud said nothing for the longest time, taking several sips of his coffee and polishing off his donut with just a few bites. He slowly wiped the crumbs off his hands, then pushed them off the table with a wipe of a paper napkin. Finally, once the table was clean, he took one

last sip of coffee and said, "You've been working for me steady for a while now, right?"

"Ten months tomorrow." "And every time you call I've got a load for you?"

"Yes." "And you've even had so much work that you've had to turn me down a couple of times."

"I do have a life." "I'm not saying you don't," Bud reasoned. "And I don't have a problem with you saying 'no' every once in a while. People should have some balance in their lives. I'm just asking so everything's clear."

"So what's clear?" Manny asked, his eyes wide with fear.

"I want to make sure all the facts are straight before I start talking, because I don't want you to start backtracking once I get going."

Mark smiled. Franco said, "This ought to be good."

"First of all, Mark Dalton never refuses a load. He might ask me for something special, he might choose one load over another, or he might ask me not to call him for a couple of days when he decides to take a few off, but he's never said 'no' to me."

Mark raised his head and tried to think back to a time when he might have turned Bud down. For all his efforts, he couldn't think of one.

"Not once?" Manny said in disbelief. "Nope," Bud said with a slight shake of his head. "Now, he's not always my first choice for certain loads..."

Mark did a slight double-take. "But I've never had to tell one of my customers that I've got no-one to take a load because in the end I know I can always call Mark and he'll help me out."

Manny didn't seem all that impressed. "But you do give him a lot of the best loads?" he said.

"Of course I do," Bud snapped. "He takes whatever I give him, even last minute loads..." Bud leaned forward so his face was closer to Manny's. "And he never complains."

Everyone looked at Manny. "What? I don't complain...that much."

Franco laughed out loud. Mark kept his laughter under his breath.

"No?" Bud said with a sneer. "Every time I talk to you there's something wrong. 'Do you know how long I had to wait for the shipper to let me back up to

the loading dock.' 'It was a no touch load, but they were so slow unloading I had to give them a hand.'"

Franco was still laughing. In fact everyone at the table was enjoying Bud's rant, except for Manny. He was shrinking back into his chair, appearing to get smaller with each passing second.

"Even what you're doing now," Bud continued. "I'd call that complaining."

"Me too," said Franco. "But I'm being a bit unfair singling you out like this..."

Manny was happy to hear that, sitting a little straighter in his seat.

"I've got a half-dozen drivers who are worse than you, calling in sick every time it rains, or whenever the sun is shining – take your pick. They don't want to ever touch a load. They won't take anything they have to strap down and check every hundred miles or so. They won't

"Like that time in Pennsylvania when you had a flat at two in the morning. Instead of handling it yourself, you called me up in the middle of the night to tell me you had a flat tire."

Manny shrugged. "I don't know anybody in Pennsylvania. Who else am I going to call?"

"So, like the good boss I am, I start calling around to get someone out to change your tire." He paused a moment. "But were you there when the tire man arrived?" Another, shorter pause. "Nooooo!"

Both Mark and Franco groaned at that.

"I found somebody to fix the tire."

"But you never called to let me know."

"I didn't think you were doing anything."

"And you never thought to ask." Manny said nothing, but Mark and Franco filled the void by saying, "You gotta call."

"Then there was that time I asked you to do a load to Edmonton...and you refused."

"My girlfriend was coming into town."

Bud smiled. "Sure, that's important, but I need you to drive for me when I need you, not just when it's good for you."

"But if you gave me better loads, I'd be more willing to take whatever loads you offered me."

Bud shook his head. "It doesn't work that way."

Mark thought about his next load,

what it was and where it was going, then cracked open his cell phone to check if he still had a certain number.

When the number was there, Mark decided that maybe Manny deserved to take his load. Then, before Bud could start in on another rant, Mark spoke up.

"Manny," he said. "Where's your next load going?"

"Buffalo, why?"

"Mine's going to Tampa. If it's alright with Bud, why don't we switch loads?"

Manny eyed Mark suspiciously. "There's got to be something wrong."

"Nothing wrong. A nice long haul into Tampa and as many days layover you want. I hear it's quite warm there this time of year."

Manny looked at Bud. "Is this on the level?"

"Sure, why not?"

Manny reached across the table and shook hands with Mark. "Deal."

**- Mark Dalton returns next month in Part 3 of Playing Favourites.**



The continuing adventures of Mark Dalton: Owner/Operator  
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# Truckers earn long-overdue respect

It seems that truckers may finally get the respect they deserve. Unfortunately, there are those that feel a catastrophic event must occur before it happens. The *Toronto Star* carried an article on Oct. 8 talking about the after-effects of “when” a flu pandemic hits. What really bothered me was the wording *when* not *if*. Apparently the people “in the know” feel it’s inevitable. Scary stuff.

The story quotes a major bioethics study that determined utility workers and truck drivers have been deemed equally important as doctors and nurses in order for society to survive if such an event occurs. It seems that the aftermath of Hurricane Katrina has shown us that “the after-effects of a disaster can be as damaging as the precipitating event,” according to the study.

“Just-in-time” delivery will create shortages on just about everything we take for granted. Access to the necessities of life will be society’s number one priority. Guess what? Without truckers, there won’t be any necessities on stores shelves. Just about everything we take for granted is delivered by truck. Drivers will be given medical priority – if you hold an A/Z licence, be prepared to go to the head of the vaccine line (and your families as well, I hope). Without you, society will be hard-pressed to continue. I know it sounds like a Hollywood blockbuster, but think about it. It will truly be a whole new world. Maybe not like the classic sci-fi flick ‘Mad Max’ but things will change.

It’s refreshing that the mainstream media finally picked up on a trucking story that doesn’t involve an accident. To be prioritized on the same level as doctors and nurses speaks volumes on how important you really are. Not to put myself down but I think publishers will likely be put to the back of the line. I’m fine with it, for the greater good and all that. I’d just want to make sure

## Publisher’s Comment

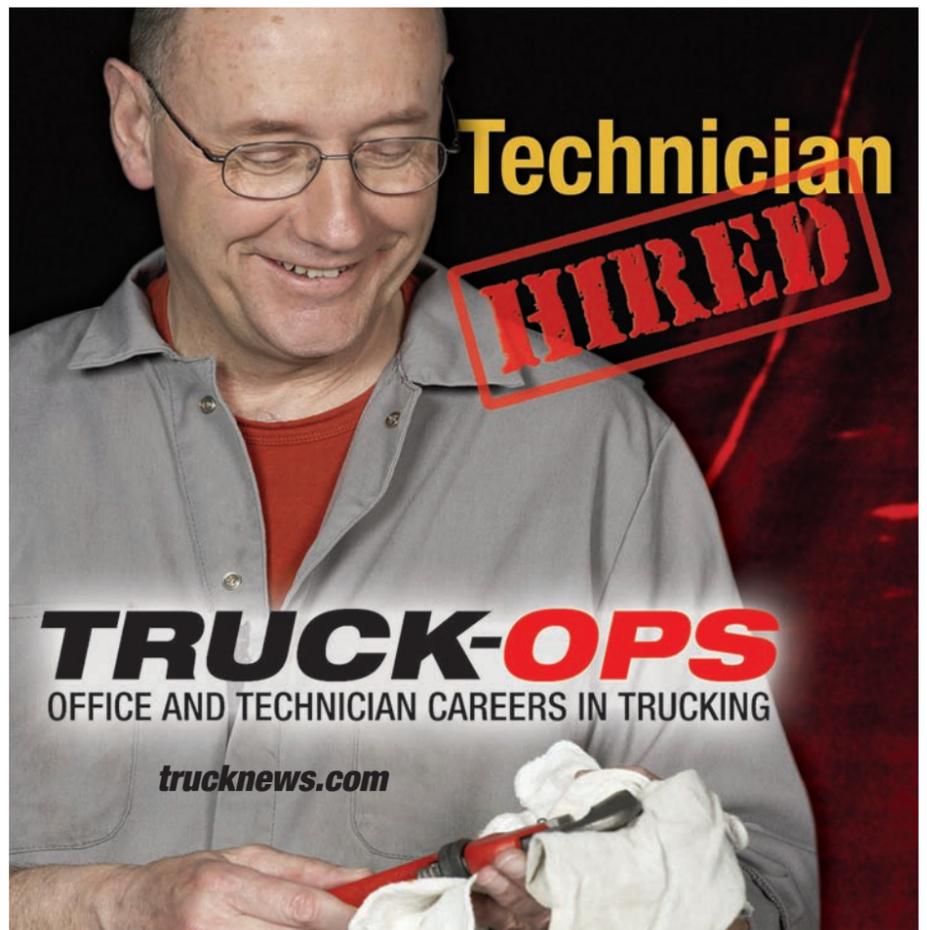
Rob Wilkins



the bonehead politicians are behind me. After listening to them yap over the last few months, I am as undecided as ever. But, I digress.

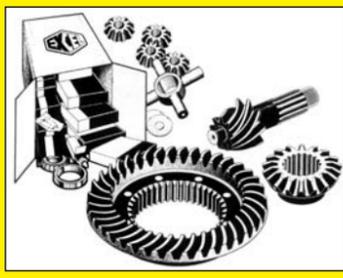
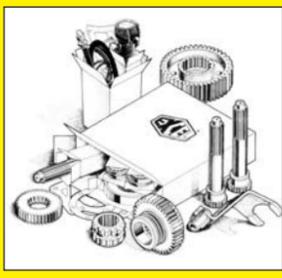
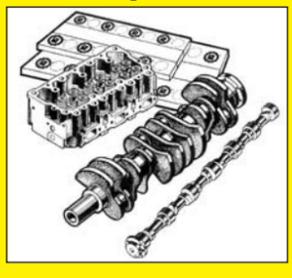
The moral of this editorial – be proud of what you do. If (notice I say *if*) this pandemic does hit, you will be our lifeline and I’m betting you won’t be seeing any more articles slamming the industry. It’s just too bad that it may take this to wake people up. □

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



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## PEOPLE

**Clayton Gording** has been named president of Reimer Express Lines.

Vice-president of operations since 2001, Gording was responsible for all service centre operations, line-haul operations, vehicle purchasing, company-wide vehicle maintenance and labour relations. Outside of his professional duties at Reimer Express, Gording has also served in industry director and executive roles, including president of the Manitoba Trucking Association (MTA) from 2006-08. He currently serves as past-president.

Canadian **Darren Christle**, executive director, motor carrier division of Manitoba Infrastructure and Transportation, was elected president of the North America-wide enforcement agency, the CVSA, at its annual meeting Sept. 2.

Previously, Christle has served as secretary treasurer and vice-president of the CVSA. He has been involved in private and public sectors of the transportation industry for over 20 years. □

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NEW PRODUCTS

Tires & Wheels



Toyo has introduced the M154 premium all-steel **regional highway tire** to the market as well as the M137 **high-performance steer tire** for long-haul applications. Both tires were created using e-balance, according to the company, a design technique which improves tire life, endurance and resistance to irregular wear. The company notes it was recently named number one brand for medium truck tires by Tire Review magazine. The award was based on surveys of North American tire dealers. For more info, see [www.toyotires.ca](http://www.toyotires.ca).

Advantage PressurePro has introduced a **tire pressure monitoring system** for drop-and-hook applications. The company claims its system is the first drop-and-hook product in the market. It has been designed for fleets that use multiple trailers and frequently tether and untether their equipment. The system consists of: an intelligent monitor; intelligent repeater; and sensors. The repeater is located on the trailer, and communicates tire pressures to the in-cab monitor when the tractor and trailer are connected. When the trailer is unhooked, the monitor "forgets" that trailer and begins looking for new readings, the company says. For details visit [www.advantagepressurepro.com](http://www.advantagepressurepro.com).

Bridgestone Bandag Tire Solutions has added two sizes to its line of **Firestone FD690 Plus deep drive axle radial tires**, intended for pickup and delivery fleets seeking long mileage. A

225/70R19.5 and 245/70R19.5 offering has been introduced to round out the product line, the company announced. The FD690 features a continuous shoulder design to combat irregular wear. For more info, see your dealer.

Tracking

PeopleNet has enhanced its **BLU on-board platform**, which features a powerful Driver Center display. The company says its BLU platform has been improved to deliver: text-to-speech capability; driver shortcuts; safe-mode options; and in-cab navigation. The PeopleNet BLU platform aims to provide drivers with a powerful, intuitive interface along with an open platform for fleet-specific applications and devices, according to the company. A seven-inch screen displays information and allows drivers to make selections at the touch of a button. So far, more than 35 fleets in Canada and the US are using the system, PeopleNet claims. For info, see [www.peoplenetonline.com](http://www.peoplenetonline.com).

TransCore introduced upgrades to its line of **GlobalWave satellite tracking** products at the recent American Trucking Associations convention. Upgrades to the GlobalWave portfolio include: the Slap & Track mobile terminal with field-replaceable battery packs; a new stop-start sensor for all GlobalWave mobile terminals; and enhancements to the CabLink system including integrated Google maps and optional electronic driver logs. The company says the new options increase the flexibility and choices available to truck fleets, allowing them to select the right combination for their own tracking needs. For info, visit [www.transcore.com](http://www.transcore.com).

Accessories

Springmade Mattress Manufacturing Company has announced it is entering the trucking market. The company, which has 11 years experience manufactur-

ing mattresses, says **truck sleeper mattresses** do not have to be difficult to find and expensive to purchase. The company is offering a foam mattress constructed of various types of foam to provide a soft mattress on one side and a firmer surface on the other. The company says its foam mattresses are also less likely to hold bacteria than some alternatives. The company has a truck-accessible showroom at 110 Norfinch Drive in North York, Ont. Custom-orders are accepted and can be ready in three days, the company says. Initially, the mattresses will only be offered in Ontario, but the company says it plans to expand across Canada. For more information, visit [www.springmade.ca](http://www.springmade.ca) or call Chris at 416-575-9808 or Joe at 416-736-9003.

CarriersEdge has expanded its **video library** to include new courses from KRTS Transportation Specialists. Courses on pre-trip inspections and coupling/uncoupling will be the initial video offerings through CarriersEdge, available beginning in the fourth quarter of 2008. For details, visit [www.carriersedge.com](http://www.carriersedge.com).

Task Tools and Abrasives has expanded its **cargo securement** line of products to include towing tools, tie-downs and accessories and bungee cords. The company says it has colour-coded its tie-downs and towing tools by break strength and length to make them easy to identify. The tie-down and accessory category includes 24 products that vary by function and break strength, the company says. They include ratcheting tie-downs, adjustable tie straps, axle straps and winch straps. The company says its new cargo securement products are available now through stores in the US and Canada.

Kenworth has released a new **brochure** highlighting its Class 8 and medium-duty vehicles. The brochure is available through Canadian and US Kenworth dealers, the company announced. The new brochure folds out to a large poster-sized format, featuring a group shot of many of Kenworth's models. To see the brochure, visit your Kenworth dealer. □

Photo tribute to Canadian show trucks coming soon

**CALGARY, Alta.** – *Truck West*, *Wowtrucks.com* and *Pro-Trucker Magazine* are teaming up to publish a pictorial look back on the 2008 Show'n'Shine season.

The coffee table-style book will highlight hundreds of show trucks that attended Canada's most well-known Show'n'Shines, such as the Fergus Truck Show, Rodeo du Camion and the B.C. and Alberta Big Rig Weekends.

David Benjatschek, founder of *Wowtrucks.com*, took hundreds of photos at the shows and wanted to honour the trucks he photographed through publication of a photo tribute.

The 10"x8" collector's item will be available for purchase online in both hardcover and softcover editions.

Orders will be taken by Nov. 15 and will ship on time for Christmas.

The plan is to publish an annual edition of the book in time for Christmas each year.

"Chances are that if you entered your truck at one of the four major Show'n'Shines across the country, it will be captured in this book," says Benjatschek.

Trucks from regional shows such as the Vancouver Island Truck Show, the Forestry Expo in Prince George, B.C., the 1,000 Islands truck show and the Stirling Truck Show are also included.

"*Wowtrucks: Canada 2008* recognizes a great mix of working trucks, show trucks and some of those incredible race trucks like Canada's own Gord Cooper in his Smokin' Gun Kenworth," says Benjatschek.

*Trucknews.com* will have further updates, including ordering information, as details become available.

Interested parties can also check out Benjatschek's work by visiting his Web site: [www.wowtrucks.com](http://www.wowtrucks.com). □

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## Carriers capture retention awards

**TORONTO, Ont.** – Two respected Canadian carriers captured the 2008 *Over the Road/SelecTrucks* of Canada Canadian Retention Awards at the sixth Annual Canadian Recruiting and Retention Conference. The event was held at the Doubletree International Plaza Hotel in Toronto Sep. 22-24.

Liberty Linehaul of Ayr, Ont. won in the Fewer than 100 Power Units category. In presenting the award, SelecTrucks of Canada manager Nevio Turchet pointed to the company's commitment to maintaining its strict hiring criteria and commitment to home time and family as reasons behind the company's retention success. Liberty Linehaul president Brian Taylor and human resources manager Theresa Barclay accepted the award on behalf of the company.

The award in the 100 Power Units or More category was presented to the Erb Group of Companies of New Hamburg, Ont.

In presenting the award Turchet commented, "This company's retention efforts begin with effective recruiting and continue through the driver's time with the company, including an excellent and thorough driver orientation program and family involvement programs that are like no other. They take extra steps to let their drivers know that they are appreciated such as their 'best doctors' service (a service which helps their drivers stop smoking), and their Sup-Erb awards program which recognizes their drivers for their accomplishments and performance."

Dave Dietrich accepted the award on behalf of the Erb Group, which previously won the award in 2005.

Both awards recognize the carriers who best demonstrate overall, the lowest driver turnover rate, the most improved driver turnover rate, and the best effort to improve driver retention over a number of years.

Also honoured at the event was Niki Brown, dispatcher for Elgin Motor Freight of London, Ont., who was presented with the 2008 OTR/KRTS Canadian Dispatcher of the Year Award.

The award recognizes an outstanding individual working in the field of dispatch and is presented annually to the dispatcher who best demonstrates a commitment to customer service, safety, driver well-being, courtesy, teamwork and problem solving.

In presenting the award, KRTS president Kim Richardson said, "This year's winner continues this award's tradition of exemplifying dispatching excellence."

Brown is the second consecutive female to win the award. □

## Challenger CEO takes aim at rumours

**TORONTO, Ont.** – Rumours of Challenger Motor Freight's demise are "complete hog wash," the company's chairman and CEO said during the sixth annual Recruiting and Retention Conference hosted by *Over the Road*.

Company founder Dan Einwechter admitted his company is struggling with the same challenges as everyone else in the industry.

However, he said his company will survive the current downturn, thanks in part to the equity it has built in its massive Cambridge, Ont. headquarters.

"People said when we built this facility, we had finally lost it, we could never pay for it, we'll go out of business," Einwechter said.

"It has doubled in value in three years and I cannot imagine at all...going through the tumultuous times we've had in this industry without having this as part of our arsenal of weapons we used in the challenges we've faced."

Einwechter said the last two years have been "the absolute toughest that I have witnessed" in 33 years in the trucking industry. However, he also said he has faith the industry will rebound.

"I think that many companies that survived have learned from it and will go on to be bigger, better companies and go on to manage their capacity in a better fashion," he said.

As far as the rumours are concerned, Einwechter said the trucking industry is "the master of misinformation and rumours."

"As much as we're collegial and very close with each other, we're also highly competitive and it creates a unique environment for rumour-mongering," Einwechter told fleet managers and HR professionals gathered for the three-day conference.

The company has been addressing the rumours head-on by distributing audiobooks carrying state-of-the-company addresses and posting frequent updates on monitors at its headquarters.

Einwechter said he feels Canada's trucking industry is well-positioned for a recovery.

"I think it'll get better. Rates are going up with capacity restrictions. I think we're going to be in a sweet spot if the Canadian dollar stays exactly where it is," he said. "But the US problem with this \$700 billion issue and fuel (prices) can make me a liar overnight."

The majority of Einwechter's presentation centered around Challenger's driver retention strategies, which earned the fleet an OTR/SelecTrucks of Canada Canadian Retention Award last year.

Watch future episodes of our WebTV show *Transportation Matters* on Trucknews.com for segments of Einwechter's speech. □

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Postal/Zip \_\_\_\_\_ E-Mail \_\_\_\_\_

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

Work Preferences:  Owner Operator  Hwy Team  Hwy Single/Company Driver

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

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

Preferred Trailer Type (check all that apply):  Flatbed  Heavy Hauling/Specialized  Moving Van

Tanker  Straight Truck  Super 8  Reefer

Van  Other \_\_\_\_\_

Trailer Type Experience (check all that apply)

Flatbed  Heavy Hauling/Specialized  Moving Van

Tanker  Straight Truck  Super 8  Reefer

Van  Other \_\_\_\_\_

Current Drivers License: Do you have a Commercial License?  Yes  No

License # \_\_\_\_\_ Exp. Date \_\_\_\_\_ Prov/State Issued \_\_\_\_\_ Type \_\_\_\_\_

Has your license ever been suspended?  Yes  No Total Truck Driving Experience \_\_\_\_\_ /yrs

Last Employer \_\_\_\_\_

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Tel \_\_\_\_\_ Start/End Date \_\_\_\_\_

Job Description \_\_\_\_\_ Reason for Leaving \_\_\_\_\_

Certification/Training:

Doubles/Triples  Air Brake Adjustment  Over-Size Loads  Hazmat  Air Brake (Drive)  Tankers

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**BOWMANVILLE, Ont.** – Canadians headed to the polls Oct. 14. and while politicians have been talking tough on issues ranging from economic uncertainty to youth crime to funding for the arts, truckers in Canada have been discussing a few issues of their own. This past year saw the transportation industry debating how to deal with the high price of diesel and wondering exactly how a proposed carbon tax will affect them. *Truck West* went to the Fifth Wheel Truck Stop in Bowmanville, Ont. to find out what drivers think our next Prime Minister should make a top priority.

**Kyle Harris**, a driver with Equipment Express in Ayr, Ont. said the top priority should be fuel prices. “I mean something’s wrong, if you do a comparison to when the price of a drum was at its highest to what we were paying at the pump. It doesn’t equal to what we’re paying now. Something’s just not right.”



**Truck Stop Question**

**Jason Sahlani**  
Special to Truck West

*What should the top priority be for the winner of the federal election?*

Harris also noted that unless steps are taken to normalize the price of fuel, the additional costs associated with high fuel prices will just be passed along to the consumer, making almost every product bought in Canada more expensive.

**Wayne Diotte**, who drives for DMD Transportation in Gananoque, Ont. also focused on the high price of fuel. “It controls the whole country, the whole car industry and everything else,” he said.

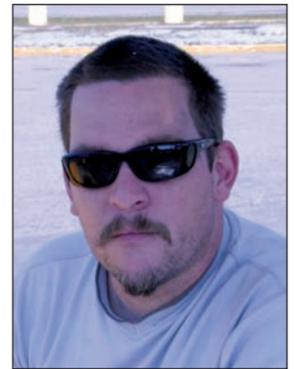
Diotte also thought that the government should step in to regulate



**Wayne Diotte**

the cost of fuel to help stabilize the rising prices Canadians are seeing coast-to-coast, and offered a solution to the problem himself. “Why

don’t we build more refineries here? All of our crude oil goes to the states, there are even pipelines going down to refineries, and then they sell it back to us. What the heck is that?”



**Dan Blankenship**

**Dan Blankenship**, a driver with Celadon Canada in Kitchener, Ont., was quick to note that the regulations are hurting the industry just as much as high fuel costs. “Now I’m a rookie but it is unbelievable how many fines there are and how much those fines cost,” Blankenship said. “These days, a fine could end up as the good part of a month, sometimes two months worth of salary.”

**Jason Fleming** agrees that government regulations should be a top priority for the next Prime Minister, but he also thinks the government should be more involved.

“A driver’s pay needs to be regulated to make sure we get paid for what we do,” said the driver for Hamilton-based Douma. “They scream in regards to our Hours-of-Service but what about loading times, off-loading times, waiting for others before getting loaded? We don’t get paid for that.”

Fleming said that considering all the other tasks involved in getting product from point A to B it doesn’t make sense for truckers to continue to be paid by the mile.



**Dave Bradbury**

After 25 years of driving truck **Dave Bradbury** thinks the next Prime Minister should straighten out the industry so that regulations actually address the problems.

“There are too many amateurs behind the wheel in this industry. They drive (trucks) like cars, they’re tailgating, and it’s not the way it used to be. It’s dangerous, very dangerous,” said the driver for Burlington-based Cupido. “The OTA stuck their nose in where it doesn’t belong and cut truck (speed) back to 105 km/h, but they don’t want to regulate pay and start paying an hourly wage.” □

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– Jason Sahlani is enrolled in Humber College’s Accelerated Journalism program and will be working this fall as an intern at Business Information Group. He can be reached at jsahlani@bizinfogroup.ca.

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