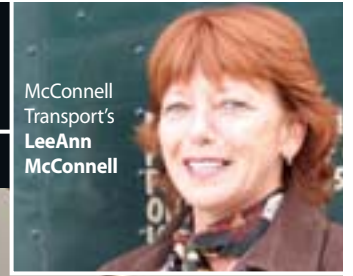


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McConnell
Transport's
LeeAnn
McConnell



Today's Trucking

The Business Resource For Canada's Trucking Industry
December 2005 | www.todaystrucking.com

SPEC'ING FOR FUEL ECONOMY

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Keeping your fuel clean, PG. 36

PG. 21



Guide to buying a
pre-owned truck

PG. 41



Mandatory operating
licences at VanPort?





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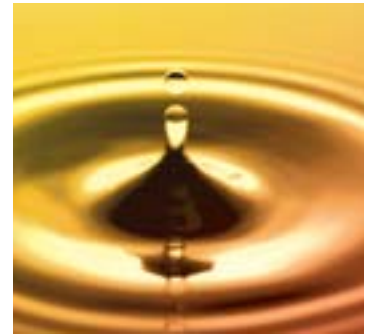


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**Kenneth R. Wilson
Award Winner**



Canadian Business Press



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Use (and protect) your head

Re: "Sikhs Mad at Hat Rule," by Marco Beghetto, Oct. '05. I am a believer in human rights but enough is enough. Policies are put in place by companies for the safety of all. This is to be respected. If you want to do business with a company then follow its rules. If wearing a hard hat upsets you, I say go work someplace else. This is not discriminating, it is a fact of life.

Allan Arcand
Mountain, Ont.

Independent my eye

I read with interest several stories about driver services, and you imply that a "Self Employed Independent Driver Service" is a creation of drivers looking for tax breaks. Let me assure you that not every situation is like that.

I've worked for a company that advertises for "Incorporated A/Z drivers" and I was considered a driver service.

It all sounds good when you first start, and the owner will even advance you the money to pay for the articles of incorporation. We got paid by the hour for driving and waiting (hourly pay isn't the cure for the industry, by the way) and then we got pushed from the time we arrived at work until we got home. Being a small carrier, I can understand the need to get the loads moved as quickly as possible, but it means absolutely no regard for HOS.

Because we were considered a driver service, we had to go through the hassle of billing him weekly, collecting, calculating and remitting GST. And paying all kinds of ungodly costs for getting corporate and personal taxes prepared by an accountant, and all without the deductions of owning the equipment or any other worthwhile deductions.

More and more companies are demanding this. The advantages for the carrier are obvious. No WSIB/ WCB, CPP or other costs for having employees. You



have no time to look for another job without quitting and interrupting your income, and do silly things when it comes to moving loads because you don't want to get shippers mad at you or have the carrier scrap your reputation every time another company calls to ask about you. Drivers in this situation also say that they find it hard to go back to being a regular company driver after living on the money that can be earned by clocking 80 to 100 hrs in a five day week.

Not all "SEIDS" are just people looking to skirt some of the tax laws. More often these days, it is a condition of employment.

Norm Oaks
Oshawa, Ont.

Let those who drive decide

Re: "Human Factors" by Jim Park, Oct. '05. My son—an owner-operator—and I agree with Mr. Park's statement: "If we're to make any real progress in reducing the number of fatigue-related accidents, we need to be allowed to manage our sleep/wake times in a way that meets our personal needs. The regulatory requirements should ensure that, rather than inhibit it."

Most drivers are capable of managing their time to avoid over-fatigue. The rules should allow for monitoring those that don't and re-educating them. The idea of basing hours of driving on the amount of sleep the driver had in the previous 48 hours is a good theory but not enforceable at all.

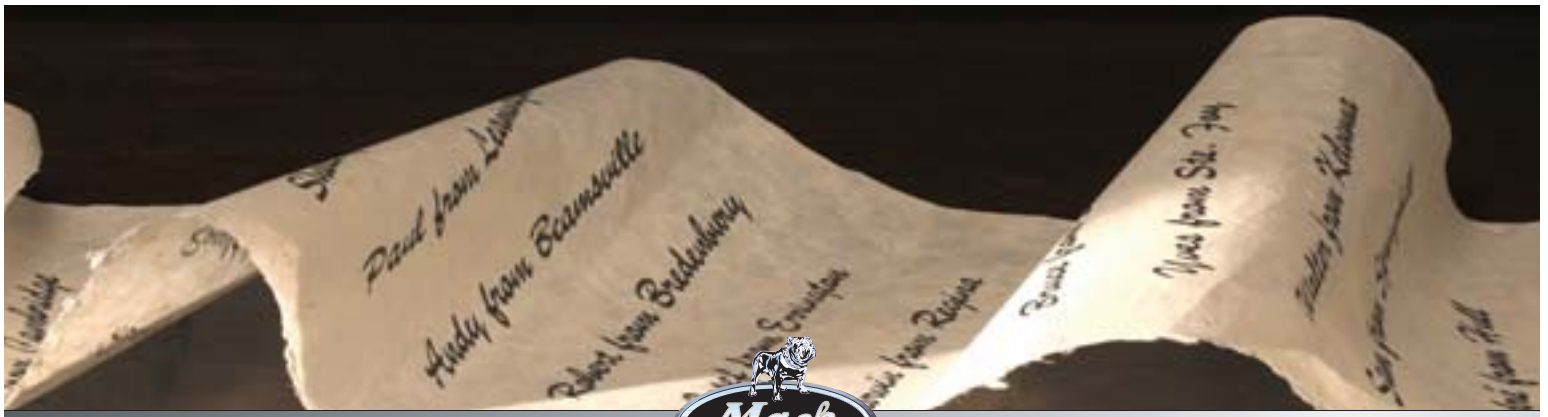
Connie O'Carroll
Mississauga, Ont.

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By Rolf Lockwood



Checkmate

Plans to add capacity to the Windsor-Detroit border crossing will expand the Matty Moroun empire.

Even after nearly six decades on the planet, there are still things that astonish me. Like that “six decades” deal, but I don’t want to talk about it. Somewhere on the list is the fact that I escaped my teenaged years intact. That I haven’t written the great novel yet. I might add the stunning architecture of Prague, the spare beauty of the prairies.

If you’ll allow me a bout of whining, there’s also the relentless stupidity of voters, the unforgivable lewdness and sexism of nearly every hip-hop video I’ve ever seen (I’m no prude, I promise you, but I’ve got daughters), and of course the nearly complete absence of simple kindness in daily life.

All of these things astonish me. Oh yeah, also the popularity of Tom Cruise. Why?

But I digress.

Near the top of this personal holy-moly-that’s-amazing heap there’s the political soap opera that’s been playing out in Windsor and Detroit these last few years. It’s been utterly astonishing in countless ways, not least of which was my discovery quite a few years back that the Ambassador Bridge linking those two cities—and two big economies—sits in private hands. It didn’t start out that way back when it was finished in 1929, incidentally, as a joint effort of what would later become known as Motown and the Rose City.

But since 1978 Michigan mogul Matty Moroun has owned the bridge that connects a massive portion of the Canadian economy to the U.S. of A. Effectively, therefore, he has a stranglehold on our collective well being. I’ve written about all that before, but it still boggles this tiny mind that the bridge belongs to someone.

By all accounts his companies run the bridge well, but that’s not the point. It’s a principle. While I don’t much like toll highways being in private hands either, I can live with it because in the larger scheme of things it doesn’t much matter and they can probably do a better job of it anyway. This wildly important trade and security link is a very, very different thing. We the people simply must own the really crucial stuff.

And now another astonishment from that part of the world. Some

progress has finally been made, I think, on pinning down a long-term strategy to expand capacity at the Detroit–Windsor Gateway.

You’ll read much more about it elsewhere in this issue (and at *Today’s Trucking.com*, of course), so I’ll just say here that the “binational” group charged with studying border-crossing options has narrowed things down a lot—the “Jobs Tunnel” is out, and so is the twinning of the Ambassador Bridge. Many other proposals have been turfed as well. In fact, no specific existing proposal is recommended, rather bridge launching/landing areas have been identified on either side of the river. The binational folk appear to like some of the recommendations of the million-dollar Sam Schwartz study commissioned by the City of Windsor. That’s a good thing.

So has progress actually been made? Yes, in theory, but with so many highly developed proposals chucked out, we’re starting afresh on the technical side of things. We know the parts of Windsor and Detroit where a bridge will go, but we won’t have final details until 2007 and construction of a bridge will stretch to 2013.

Despite his immense influence, Moroun’s company’s proposal to twin the Ambassador to add border-crossing capacity was turned down by the binational task force, but has he lost? No way. Mr. Moroun does not lose.

For one thing, he owns a ton of land on either side of the river and controls more of it—oddly enough, in exactly the places where the new bridge will start and stop. Plans to expand his customs plaza on the American side of the Ambassador to 100 booths are going ahead, his spokesmen say, and it looks as if the binational task force plan is to link the new bridge with that facility.

Frankly, it’s inevitable that Moroun will win big, and my bet is that the new bridge will be his. As one knowledgeable observer puts it, Moroun and his bridge company are “that close” to checkmate. And of all the things that astonish me, that sure ain’t one of them. ▲

Rolf Lockwood is editorial director and publisher of *Today’s Trucking*. You can reach him at 416-614-5825 or rolf@todaystrucking.com.



Frankly, it’s inevitable that Moroun will win big, and my bet is that the new bridge will be his.



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Dispatch

BY MARCO BEGHETTO

They're Here...

Almost two years after the U.S. released its rewritten hours-of-service regime, Transport Canada publishes its own rules.

Canadians are going to have a new HOS rule in place by January 1, 2007. The final rule, published in the Canada Gazette Part II on November 16 won't surprise anyone who has been following the progress of the rule-making in recent years. It's pretty much the proposal Transport Canada originally published February 15, 2003.

Among the highlights of the new rule:

- Canada will retain the ability to split sleeper and on-duty/driving time for single and team drivers.
- Drivers may reset their hours following 36 or 72 consecutive hours off duty.
- Ferry users may combine pre-boarding waiting time with off-duty time aboard ship to achieve eight hours off-duty time.
- Drivers may use one of two cycles, 70 hours in seven days, or 120 hours in 14 days, but must reset hours to zero before switching cycles.
- Drivers may defer up to two

hours of off-duty time to the subsequent day using what's come to be known as the 48-hour averaging provision.

■ The rest reduction provision has been eliminated from the new rule.

As expected, drivers operating in Canada may drive for up to 13 hours. They will not be allowed to drive after having accumulated 13 hours of driving time or 14 hours of on-duty time, including driving, in a day.

There have been two subtle distinctions added to the off-duty requirements. After having accumulated 13 hours of driving or 14 hours on-duty time, drivers may not drive again until they have had eight consecutive hours off duty. However, drivers are required to take at least 10 hours off duty each day. The additional two hours needed to meet the 10-hours-off requirement may not be taken as part of the mandatory eight consecutive hours off. In other words, drivers will be required to fulfill the 8-consecutive hours rule,

as well as taking an additional two hours of off-duty break time during the day. Those two hours may be taken in increments of no less than 30 minutes.

In addition, Transport Canada has added an "elapsed time" restriction to the length of the workday. Drivers may not drive if more than 16 hours has

elapsed between the previous 8-hour sleeper period and the beginning of the next.

Drivers may still split their sleeper/driving time provided the combined driving hours before and after a sleeper shift total no more than 13, and the sleeper time before and after the most recent driving interval totals at least 10 hours. A minimum



ishes

2005 BY THE NUMBERS Year in Review:

of two hours in the sleeper is required to qualify for split-sleeper time for solo drivers; four hours for team drivers. The 16-hour limit applies in this case as well.

The 2-hour off-duty deferral provision allows a driver to take eight hours off in a given day rather than 10, provided the off-duty time taken the next day includes the time deferred from the day before. In other words, 12 hours off would be required on the second day. The combined on- and off-duty totals for the 2-day period must equal the normal requirements of a 48-hour

period: total of 20 hours off duty, no more than 26 hours driving.

Drivers using ferries with transit times of more than five hours may combine time spent resting in a sleeper prior to boarding, time spent in rest accommodations onboard the ferry, and time spent resting in a sleeper at a point no farther than 25 km from the terminal for a total of at least eight hours. Receipts and supporting documentation for accommodations (a rented berth) on the ferry must be retained. Marine Atlantic's safety policy precludes drivers from using the truck's sleeper while onboard.

Canadians now have only two work cycles to worry about: 70 hours in seven days, or 120 hours in 14 days. Drivers are required to take at least 24 consecutive hours off duty before or upon reaching the 70th hour when using the 120-in-14 cycle. Drivers may reset their cumulative hours in a cycle to zero at any time during each cycle by taking 36 or 72 consecutive hours off-duty, respectively. There will be a check box on the log sheet to indicate which cycle drivers are using.

For drivers operating north of 60° latitude, the rules are slightly different: 15 hours

\$ 1 MILLION was the total cost of a study the City of Windsor commissioned to NY traffic guru Sam Schwartz. The final report—recommending a new bridge be built southwest of the current Ambassador Bridge—was endorsed by all of Windsor City Council in January. The report also called for a truck-only “horseshoe” bypass of Huron Church Rd.

200 is about how many class 1 licences Calgary police say were handed out to unqualified and potentially dangerous drivers in



Alberta. In February, police raided the Delta Driving School on suspicion that untrained truck drivers were being put behind the wheel of heavy trucks for fees of up to \$2,500. The school reportedly issued fake documents and fast-tracked licences for

out-of-province trainees, who then easily exchanged them for legitimate licences in B.C.

\$ 20 MILLION is what Transport Canada figures it costs to maintain Marine Atlantic's drop-trailer service. In May, an advisory committee appointed by the government recommended the Port Aux Basques-North Sydney ferry scrap drop services and focus on live load. Several groups, including the APTA, spent the rest of the year fighting the idea. A decision by Transport Canada is expected in December.

26 MONTHS is how long the US border was closed to live cattle shipments from Canada. In July, the US Federal Appeals Court lifted the two-year ban and cattle under 30 months of age began crossing the border within days. In a unanimous decision, the court overturned a Montana judge's ruling that blocked the US Department of Agriculture from implementing their original plan of lifting the ban in March.



8 HOURS. That's the length of time that has to be consecutively spent off-duty in the sleeper, according to the long-awaited hours-of-service rules the FMCSA unveiled in August. The agency was expected to revise the rules after it was instructed to do so by a court in 2004. It kept the main driving/off duty rules intact, but changed the sleeper berth option to require truckers at least eight straight hours off, not the minimum of two, as the old rules allowed.

TIME'S UP: As expected, drivers won't be allowed behind the wheel after 14 hours on-duty.



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Dispatches

driving inside an 18-hour window; 16-hour elapsed time restriction extended to 20 hours; two duty cycles: 80 hours in seven days, 120 hours in 14 days.

— by Jim Park

Windsor-Detroit

New Bridge in Windsor It Is

The scene at the Windsor-Detroit gateway is turning into an international soap opera as the political game of selecting a new border crossing jumped closer to the finish.

A bi-national task force in charge of choosing the next span across the Detroit River has knocked two of the three leading proposals off its list—although officials from

both projects say they may proceed without government support.

The Border Transportation Partnership—a joint group made up of local and federal government and transport officials on both sides of the Windsor-Detroit border—says it has decided to concentrate “future study of a new border crossing and inspection plazas to the industrial area of West Windsor.”

That means that the Detroit River Tunnel Partnership’s Jobs Tunnel project—which would have converted the existing rail tunnel into a truck corridor—and the Ambassador Bridge’s plan to twin the existing span are no longer in contention for

government funding.

However, “the Partnership will continue to explore the U.S. Customs plaza area of the Ambassador Bridge to connect to a potential customs plaza on the Canadian side in the remaining area of continued analysis,” the report stated.

An official final announcement is still slated for 2007, but with those two proposals scratched off the list, the bi-national Partnership has effectively given the green light to a plan that’s similar to the one drawn up by New York traffic expert Sam Schwartz, and endorsed by Windsor City Council. That plan proposes a new crossing 3 km southwest of the Ambassador as well as a \$300-million “horseshoe”

bypass, which would lead trucks off Huron Church en route to the new bridge.

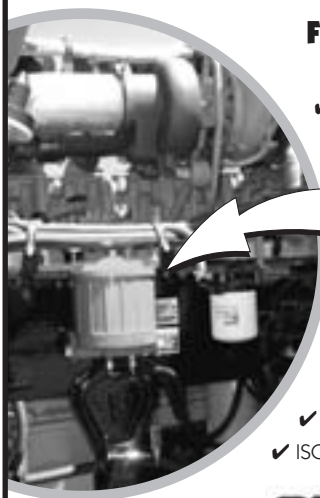
It’s clear that the DRTP anticipated this announcement. In an exclusive interview with *Today’s Trucking.com*, Marge Byington, government affairs director for the DRTP team, said the process for selecting a new crossing had been hijacked by special interests strongly opposed to the Jobs Tunnel.

Byington said despite the announcement, she isn’t ready to put the project to rest just yet. “We’re absolutely not closing the door,” she said. “This is a private [venture] and we could go ahead with it at any time.”

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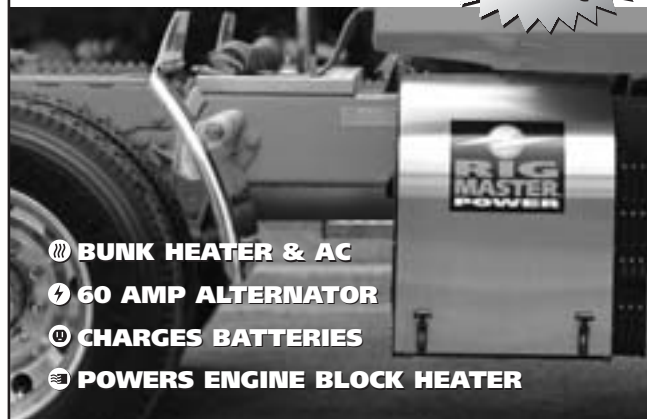
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Pacific Railway and Borealis Transportation Infrastructure Trust.

Skip McMahon, spokesperson for the Ambassador Bridge Co., was in meetings at press time and could not be reached for comment. However, he told local media in October that the company's goal is to move forward with the twinning project regardless of what the bi-national study concludes. He also said that the company would go ahead with plans to construct a new customs "superplaza" near the Ambassador on the U.S. side.

Windsor Mayor Eddie Francis agrees that the possibility of a new bridge in southwest Windsor leaped closer to reality. "What the Bi-national has done is basically confirm that Schwartz was right in terms of the corridor," he told *Todaystrucking.com*.

Transport Canada spokesman Mark Butler acknowledges that the Partnership has narrowed the new trade corridor in the geographic area where Schwartz proposed a new bridge and truck route. "I think what we could say is that it's perhaps a hybrid of the Schwartz report," he says.

As for the Partnership's commitment to continue studying the Ambassador's U.S. Customs plaza idea, Butler reiterated that it has nothing to do with keeping the window slightly open for twinning the Ambassador in the future. "In regards to a [new bridge], the U.S. likes the concept of the bridge where the current plaza is or an expansion of where the current plaza is," he said.

heard on the Street

■ The **HOLLAND GROUP** has announced that Michael O'Connell has been named



Michael O'Connell

vice-president of sales & service and is now responsible for the leadership of all Holland sales, customer service and order activities.

O'Connell—the former president of Volvo

Trucks Canada—joined Holland in September of 2003 as the director of Truck OEM Sales with over 20 years of heavy truck experience. Prior to joining Holland, he also held senior sales and operations management positions with Kenworth Truck and Dart Truck Company, both in Montreal as well as Peterbilt Motors in Chicago.

■ **PREMIER PETERBILT INC.** has announced the opening of its newest store, Premier Peterbilt Hamilton, slated for opening in December 2005. The new Barton Street location is a full service dealership with eight drive-through bays and fully accredited technicians to handle all-makes repairs and maintenance. Heading up the Ontario facility as general manager is John Cecconi.

"We wouldn't [rule out] a bridge that would be on a diagonal. What we're saying is we want to get it as close to where the U.S. wants a landing site."

Sources tell *Today's Trucking* that Ambassador Bridge owner Manuel Moroun has several

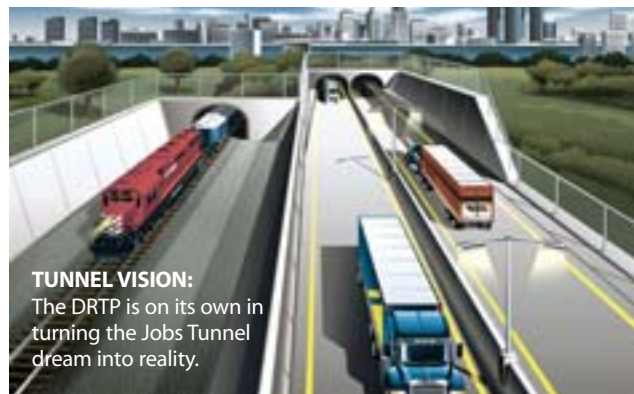
Detroit Coke plant site—is privately held by the Detroit Economic Growth Corp. One source said the land includes specifically identified easements for bridge piers and overhead rights for a bridge. "If I was a betting man, I'd say [Moroun] would definitely like to own the

ulators listen to the Canadian Trucking Alliance, that is.

The trucking lobby group made the recommendation for a separate section of the Canada Labour Code Part III dealing exclusively with truck drivers.

The trucking industry is very different from the factory or shop floor for which the current law was designed, argues the CTA. "When you look at the other industries that come under federal regulation—railways, airlines, and telecommunications—we're very different, at least as it pertains to truck driving," said David Bradley, CEO of the Alliance, in an interview. "So what we're saying is rather than put that round peg into a square hole, let's have the code more flexible so it reflects the true nature of employment in our sector."

The review commission—touted as the first comprehensive examination of labour standards since the original legislation was enacted in 1965—was created to produce recommendations for legislative changes



TUNNEL VISION: The D RTP is on its own in turning the Jobs Tunnel dream into reality.

contingency plans in place no matter which specific site authorities decide to launch a new bridge.

While a bridge landing near the Ambassador's U.S. Customs plaza would benefit Moroun, he's also said to be seriously interested in land directly across river from the proposed Canadian landing site. That land—which includes the former

easement rights [through] the property, considering he could potentially have the two touch-down points," the source said.

Labour Code Drivers in a Class of their Own

Truck drivers may be codified separately under the Canada Labour Code—if reg-

Dispatches

to modernize federal labour standards and re-evaluate issues such as compensation methods, overtime triggers, vacation and holiday pay to ensure they are relevant in the 21st century.

The CTA's top three recommendations:

- That the federal government create a separate law for truck drivers, distinct from the general provisions of Part III, to recognize and accommodate the underpinnings of labour standards in the trucking industry.
- That the distinction between drivers and owner-operators, leased operators, independent contractors be maintained; certain guidelines should be set out which, if followed, would guarantee parties that their selection of

independent contractor status will be respected.

This has been a contentious issue in the trucking industry since deregulation. Several times over the last few years the Canada Industrial Relations Board has ruled that unions could collectively bargain for independent contractors and lease operators—even agency drivers. In fact, CIRB has gone as far as deeming owner-ops employees of for-hire carriers because of the day-to-day control the fleet exhibited over contracted truckers. “Clearly we’d like to bring some certainty to the situation,” Bradley says. “If it’s one thing businesses can’t stand, it’s unpredictability. We need a way to clearly distinguish between the entrepreneurial

actors and the employees.”

- That the overtime thresholds for employee drivers should remain as they currently are—45 or 60 hours per week, depending on the driving task; that the overtime rate should remain at time-and-a-half, but the distinction between the drivers who get overtime at 45 and those who get overtime at 60 hours be clarified, with language that is easy to understand for both employer and employee.

“Any changes to the CLC Part III will have a substantial impact on all federally regulated trucking operations,” Bradley said. “Therefore, while changes may be needed, they should focus on bringing clarity and certainty to labour standards,

without impairing industry and driver productivity.”

Speed Limiters

One-O-Five: That’s the Limit

Truckers that want to operate in Ontario would have to cap their vehicle’s speed at 105 km/h if the Ontario Trucking Association gets its way.

As *Today’s Trucking* reported this summer, the OTA is trying to get the Ontario government—and eventually the rest of Canada and the US—to require speed limiters be activated on all trucks.

Just as this magazine went to press, the OTA proposed 105 km/h as the maximum speed it wants trucks governed at. According to

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Dispatches

truck sales index					September 2005									
CLASS 8	This Month	YTD '05	YTD '04	Share										
Freightliner	806	6246	4910	23.6%	<p>12-month Class-8 Sales</p>									
International	573	5981	4541	22.6%										
Kenworth	588	3798	3213	14.3%										
Peterbilt	329	2523	2383	9.5%										
Volvo	217	2434	2421	9.2%										
Sterling	270	1941	1568	7.3%										
Western Star	218	1862	1479	7.0%										
Mack	210	1720	1381	6.5%										
TOTAL	3211	26505	21896	100.0%										
CLASS 7	This Month	YTD '05	YTD '04	Share										
International	110	1040	985	30.0%	<p>12-month Class-7 Sales</p>									
Freightliner	37	527	489	15.2%										
General Motors	48	492	474	14.2%										
Kenworth	47	410	343	11.8%										
Peterbilt	40	373	375	10.8%										
Sterling	40	282	376	8.1%										
Hino Canada	21	198	208	5.7%										
Ford	10	143	16	4.1%										
Western Star	0	0	3	0.0%										
Mack	0	0	2	0.0%										
TOTAL	353	3465	3271	100.0%										
CLASS 6	This Month	YTD '05	YTD '04	Share										
International	53	486	488	42.7%	<p>12-month Class-6 Sales</p>									
General Motors	12	216	132	19.0%										
Freightliner	12	144	172	12.6%										
Hino Canada	24	137	77	12.0%										
Sterling	50	99	60	8.7%										
Ford	10	57	2	5.0%										
TOTAL	161	1139	931	100.0%										
CLASS 5	This Month	YTD '05	YTD '04	Share										
Ford	195	1682	1782	44.4%						<p>12-month Class-5 Sales</p>				
General Motors	141	1037	719	27.4%										
Hino Canada	54	517	627	13.7%										
International	465	508	173	13.4%										
Freightliner	1	43	38	1.1%										
Sterling	0	0	1	0.0%										
TOTAL	856	3787	3340	100.0%										
U.S. RETAIL TRUCK SALES														
CLASS 8	This Month	YTD '05	YTD '04	Share										
Freightliner	8324	60725	42053	32.0%	<p>12-month Class-8 Sales, United States</p>									
International	3625	35101	27039	18.5%										
Peterbilt	2722	21728	18644	11.5%										
Kenworth	2417	19642	16885	10.4%										
Mack	2217	19341	14377	10.2%										
Volvo	2301	19105	14476	10.1%										
Sterling	1285	11316	8265	6.0%										
Western Star	232	2175	1612	1.1%										
Other	71	453	691	0.2%										
TOTAL	23,194	189,586	144,042	100.0%										



Online Resources: For more truck sales stats, go to todaystrucking.com
Sources: Canadian Vehicle Manufacturers Association and Ward's Communication.

the proposal, Ontario officials would enforce the rule by reviewing the trucks engine ECM at scales or during routine checks.

Association President David Bradley says the 105 km limit was chosen because it would allow carriers to be competitive in jurisdictions with slightly higher speed limits, while still complying with the proposed law in Ontario. The speed also provides "a cushion" allowing trucks to pass slow-moving vehicles and avoids "elephant races" he added.

At a press conference, several supporting groups flanked the OTA officials, including environmental group Pollution Probe, the Canadian Automobile Association, the OPP, and the Canada Safety Council.

Next, OTA will begin lobbying the government to introduce legislation. Bradley says that four out of the seven other provincial trucking associations are also on-board.

While Bradley insists 90 percent of his members support the proposal, other truckers have been less impressed with the controversial plan.

Dozens of carriers and owner-ops have expressed their opposition, arguing that the OTA wants to regulate the industry by having the government monitor the competitive playing field for OTA members—many of which already govern truck speed voluntarily. *For more on this search* www.todaystrucking.com. ▲

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Competitive Pressures

driver's side Other industries are changing the way they do business in order to attract young talent. Why aren't we? By Jim Park

The first step in solving any problem is to admit that we in fact have a problem. And sadly, I don't think this industry has yet come to terms with the potential impact of our so-called driver shortage. It's more than a shortage of drivers—that sort of commoditizes the issue. We're running out of prospects to keep our businesses afloat.

While out in Edmonton a few weeks ago, I had heard that a few retailers in Fort McMurray had closed because they couldn't hire help. I was told that chamber maids in that city's hotels were making better than \$25 an hour. Who'd want to work a shop counter for minimum wage when better work was available?

You just can't build 20 bucks an hour for labour into some businesses. Some in trucking see a parallel to the cost of our labour, but I'd argue that we can afford higher labour rates—indeed we must. Trucking is a commodity too. If the need is great enough, the customer will pay.

But before you dismiss this as another rant about paying drivers more, read on. Trucking is in very tight competition for a limited supply of people, and other industries are getting more creative than we are in attracting new talent.

The October 24, 2005 edition of *Maclean's* magazine features its annual Top 100

Employers survey. (There's one trucking outfit in there again this year: Saskatoon's Yanke Group of Companies. Way to go!), and the lead story of the feature describes how a young fellow hooked up with steel-maker, Dofasco Inc., through an apprenticeship program. He earned \$40,000 for his first year in



the program, and that included three months of study at college. Being paid to learn; what a concept.

Further in, there's a bit about how Dofasco retained noted demographer David Foote to study its workforce and to measure the pool of potential candidates within the community. Foote's findings were described as an eye-opener. He found that within 10 years, 50 to 70 percent of the company's workforce would be eligible for

retirement. Sound familiar?

Flashback to my first Ontario Trucking Association (OTA) convention. It was 1995, and I was there as a member of the inaugural OTA's Knights of the Road team. David Foote was there that year, too, and what did he tell the attendees? Within 10 years, 50-70-percent of the industry's workforce would be eligible for retirement.

That's not a Foote mantra to drum up business; it's a fact of life. So where are we 10 years after Foote issued his warning?

Let's just say that we're losing ground to industries like the steel makers. Dofasco, *Maclean's* writes, currently spends \$15 million a year on training and development. It's investing about

\$250,000 on each of about 200 to 250 apprentices that are currently with the company, even though there's no guarantee that any of them will stay with the company when they're through with the program. "It's not just a noble thing to do," says Brian Mullen, Dofasco's director of human resources. "There's a solid business case."

We need to do more to attract people into trucking, probably absorbing the cost of training, and paying them

in the process. But there's work to do even before that. I would argue that trucking has to get its retention problems under control before taking steps to improve recruitment. New people will respond the same way to the old problems.

Of course, this cycle of disenfranchisement comes back to bite the carrier in another way. Good people avoid trucking as a career because there are more attractive options, leaving trucking stuck with less than ideal drivers. They cost the company a fortune in claims, recruiting costs, etc. It's a vicious circle, but one that can be broken with imagination and a solid business case for investing in our workforce.

Compare the cost of losing a good driver to the cost of paying them for all their on-duty time. And driver's hours are billable.

Which is a better investment in the long run, spending a little to get a driver home for a previous commitment, or the revenue from load you wanted the driver to wait for?

Other industries are seeing return on their HR investments, while trucking continues to spend money on short-term fixes. We can do better. We have to do better. ▲

A former owner-operator, Jim Park is the editor of *highwaySTAR* magazine. Reach him at 416/614-5811 or jim@todaystrucking.com.

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9 Tips for Buying Used Trucks

buying used *How to make the most of the 2007 pre-buy used-truck boom. By Duff McCutcheon*

If you were in the market for a used truck back in 2000 or 2001, the scenario facing current used-truck buyers will be familiar. With 2007 models requiring expensive, EPA-compliant engines, it's predicted there'll be a run on good, used, low-mileage pre-'07 trucks by buyers with a wait-and-see attitude concerning the new trucks.

And used equipment prices will likely go up because of it. "We believe the pricing on used trucks, and the perceived value will be incremental and climb over the next six to eight months," says Frank Oliveira, VP of Arrow Truck Sales Canada. "That happened pre-2002, as well. You had a run from people who didn't want to buy the new technology, people who wanted to sit back and wait a bit."

So with this new reality in mind, what should the would-be used truck buyer consider when heading to the used-truck lot? The same rules apply.

1 Application. What are you going to use it for? Highway? Regional? Local? Since you can't really spec a used truck, "the challenge is to find a used truck that

most closely suits your needs," says Steve Kenny of Selectrucks Toronto. "Guys come in and want to try and rebuild a used truck, but really, it is what it is and it's the purchaser's challenge to find the truck that suits his needs, and our challenge is to have that truck available."

For example: Select a truck with a GVW rating that's close to but not less than the maximum load you're going to be carrying. Overloaded trucks wear out faster, while an underloaded truck is a waste of fuel and money.

2 Future applications. In a year or two's time, maybe those regional runs between Vancouver and Calgary will have dried up and the truck will be pulled into longhaul service. Are the truck's specs flexible enough to make the switch? If you anticipate carrying a variety of weight loads over the course of the vehicle's life, consider a sliding fifth wheel so you can redistribute loads.

3 Mileage. How much life's left in the truck? "Lower-mileage trucks today are 800,000 to 900,000 km, even one million km—they're judged as trucks with a

lot of life left in them," says Oliveira. "That's not a bad truck." A really low mileage truck is in the neighbourhood of 400,000-500,000 km.

4 Don't buy what you don't need. "I've seen a lot of guys buying trucks that are \$20,000 more than what they need in a truck," says Buck McCallum, a Highland Transport owner-operator since 1971. "You don't make any money when you've got a double-bunk, walk-in sleeper that you've paid an extra \$5,000 for when a single sleeper would do you just as well," he says. "I mean, I've seen guys running sleepers on gravel haulers. That, to me, is an incredible waste."

5 Budget for an overhaul. When McCallum's out kicking tires for a new, used truck, he says he generally tacks on an extra \$10,000 to the asking price. "That way I've factored in the price of an engine rebuild if it's required within a year or two."

6 Buy from a reputable source. There are lots of different places with used trucks on offer, from the curbsider up to the large OEM remarketing entities like Arrow Truck Sales or Selectrucks. Get to know who you're buying from before making any decisions. The bigger players will perform extensive reviews on all major truck components before putting it out on the lot, as well as offer warranty coverage. With these guys, "you're buying a truck that's been inspected and repaired and is ready for use. Plus there's a support base available as soon as you drive off the lot," says Oliveira.

7 Exercise due diligence. This means a lot more than looking for rust spots. McCallum says he'll take a truck out and get it greased. "If you spend \$24 and take the truck out for a greasing and they tell you, 'well the fittings didn't take grease,' then obviously it hasn't been greased in a while. For the money you've greased someone else's truck, but you've also found out whether they've taken good care of it or not."

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Same with the oil—if there's grit in it, then it likely hasn't been changed too often. It's worth asking if the vendor has any oil sample records from the truck when it was brought in on trade.

Open the hood and check the belts—if they're loose or frayed, then the truck hasn't been well looked after. See how the doors open and close, how the windows open and close—"those are all indicators as to how the truck's been cared for," says McCallum.

"I always get my mechanic to look things over, as well—no matter who I'm buying from. You can get a safety done for \$90, which is pretty much all a mechanic needs to do to see if the truck's got any major problems. If the seller won't let you take the truck to your mechanic to look it over, then walk away. Even if you spend a few bucks having someone look it over, it's cheaper than being out \$5,000 three days after you bought it," says McCallum.

8 Keep your B.S.-meter set on high and conduct some old-fashioned detective work, says Bob Magloughlen, who has been buying and selling trucks for more

than 30 years in various capacities and nowadays for Challenger Motor Freight in Cambridge, Ont.

"In some ways, it's no longer buyer beware, it's vendor beware," he says. "With the new MVIC [Motor Vehicle Inspection Certificate] rules, there's a lot of information available."

If you follow the paper trail from the dealer's shop floor to the provincial transportation ministry, which requires vendors to provide detailed histories of pre-owned vehicles, there's little a vendor can hide from you.

The maintenance log and ownership records tell long and detailed stories.

9 Extended warranties. Given that buying anything used involves a certain degree of risk, it's probably a good idea to consider buying some extended warranty coverage for your truck. Even if you never need to use it, at least you'll sleep a little better knowing you won't risk going out of business if you find yourself on the side of

the road with a busted piston and a maxed-out credit card.

Ask your dealer about aftermarket warranty coverage such as that offered by National Truck Protection, which offers coverage for most makes of engines, axles, and transmissions. When you're in the

dealership mulling over a low-mileage truck, it might be easy to throw caution to the wind and bet that you don't really need to throw in that extra \$3,000 for a two-year/200,000-mile engine and powertrain warranty. But keep in mind that it is a gamble, and if you lose, you'll live to regret your decision.

There are people around who swear by the good sense of buying a used truck. McCallum, for one, says he's only bought used over several decades in the business and "never had a lemon." Maybe it's right for you too. The ones who make it work do lots of homework, and also have the resources—either mechanical or financial—to deal with repairs and downtime. ▲

Keep your B.S.-meter set on high and conduct some old-fashioned detective work.

SPECIAL Announcement...

Premier Peterbilt Inc. is pleased to announce the opening of Premier Peterbilt PacLease; a stand-alone, full service, leasing and truck rental operation.

Heading up Premier Peterbilt PacLease is Mr. Jim Shkut – General Manager. Jim has many years of senior management experience in the rental and leasing business and brings a wealth of experience, knowledge and customer service to his new position.



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The new location is a full service dealership with eight drive-through bays and fully accredited technicians to handle all-makes, repairs and maintenance. The dealership will have a fully stocked parts department with over 1000 square feet of open parts display.

Heading up Premier Peterbilt Hamilton is John Cecconi – General Manager. John has many years of senior management experience in the heavy truck market and brings a wealth of experience, knowledge and customer service to this new position.

John will be responsible for growing the Hamilton AOR, which covers Oakville, Burlington, Hamilton (Wentworth) and Niagara Region. He is presently assembling a team of highly qualified personnel to insure customer satisfaction.

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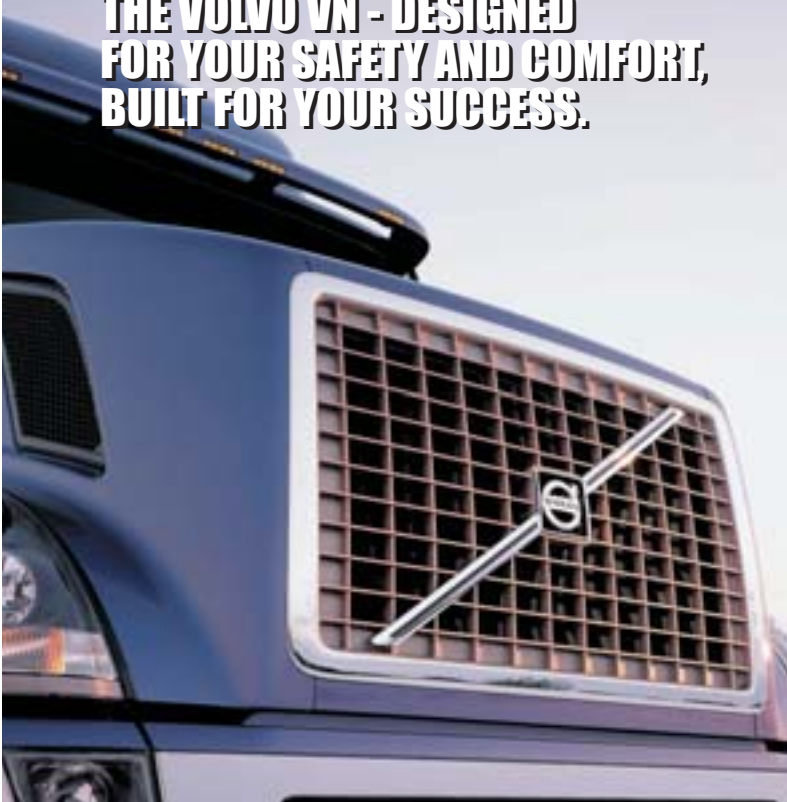
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Lisa Young, Paul's wife and business partner adds, "Our drivers really like the new Volvo VN and think it feels and handles better than any truck they have driven before. Even the people responsible for safety at one of our major customers, want to drive it!"

"We've got our most experienced driver in our new VN, and all our other drivers are waiting for him to retire," Paul smiles, "which he now says he won't do!"

"Our whole fleet is going to Volvo. Next spring we plan to be trading two trucks in and adding four more Volvos. This will bring us to a total of seven trucks – five of which will be new VNs.

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Taxing Tricks

big money How a \$1 pen can cost you a buck and a half. By Scott Taylor

If there's one very simple thing you can do every day to put yourself in the best possible position to take advantage of tax rules, it's be diligent about collecting receipts and other source documents.

Source documents, according to the Canada Revenue Agency, represent the "proof of transactions"—sales invoices, purchase receipts, contracts, guarantees, bank deposit slips, and cancelled cheques. They also include cash register slips and credit card receipts, purchase orders, work orders, delivery slips, emails, and general correspondence in support of the transaction.

A receipt can be as worthless as a wadded up piece of paper or it can save you hard-earned money. How? An example we use around our office is the \$1 pen that actually costs you a buck and a half.

Without the receipt, you won't be entitled to a refund on the GST/HST you paid. That's 7 to 15 cents right there. You also can't claim the pen as a business expense against your gross income, so you'll pay income tax on the dollar you paid for the pen. If your taxable income is \$40,000, that amounts to 30 cents (at a 30 percent marginal income tax rate) plus an increased CPP of 5 cents.

So now that cheap pen actually cost you \$1.42 to \$1.50: the 35 cents in income tax and CPP, the lost

GST/HST refund, plus the actual cost of the item. Sole proprietor or incorporated owner-operator, the result is the same: that receipt is a valuable little ticket.

Any mistake or missed opportunity can be very expensive.

Another way to avoid paying extra tax is to stay on top of the continuously changing tax rules.

Taxes are supposed to be one of the only certainties in life, but the fact is there's little conclusiveness about them. Tax rules change continually,

By the way, these deduction limits don't apply to incorporated owner-operators. Another advantage to incorporating.

and it's hard to keep up when you're an owner-operator with one eye on the highway and the other on your fuel bill. (That's why you hire an accountant.)

Recently, one of those changes involves how you expense your health-benefit premiums. Previously, you could include your health benefit premiums directly on your tax return as a medical expense. Now you can expense this cost directly on your business income statement.

This translates into quite a bit of a tax savings. The medical expense deduction is reduced by 3 percent of your



net income. This carve-out greatly reduces the deduction and often, unfortunately, prevents any sort of claim. Now you get to expense 100 percent of the cost, therefore you get to save tax every year on this deduction.

Be careful, though. With everything on your tax return, there are a few rules and guidelines to follow.

Your benefit premium likely includes life and disability insurance. If so, the amounts included in your monthly payment for these should be backed out. Additionally, there are rules capping the amount of the expense you can write off for yourself, your spouse, and children. The maximum annual claim for the non-incorporated client, spouse, and each household member over 18 at the beginning of the period is \$1,500. The claim is \$750 each for younger members. Any undeducted or excess premium

can then be included in the calculation of non-refundable medical expense tax credit.

Also, if you have employees you must balance the coverage and expense you pay for them with the coverage and expense for you. And by the way, these deduction limits don't apply to incorporated owner-operators. Another small potential advantage to incorporating your business.

A change like this is a reminder that every time you miss an expense item, or you don't take advantage of an entire expense type or category, the cost to you is much more than the original cost.

Your accountant should be able to identify these and other changes for you on an ongoing basis. ▲

Scott Taylor is Vice President of TFS Group of Waterloo, Ont. For more information visit www.tfsgroup.com or call 1-800-461-5970

Management by Association



Want proof that bottom-line success can be linked to industry involvement? Meet **LeeAnn McConnell**—joiner extraordinaire.

BY ELEANOR BEATON

At the sound of her name, LeeAnn McConnell slaps both hands down on the table and gives the speaker at the podium a convincing double take. She has just won the Trailmobile Service to Industry Award at the 2005 Atlantic Provinces Trucking Association's (APTA) Annual Convention in Saint John, N.B.

If McConnell is surprised at her victory, she's probably the only person in the 350-plus crowd who is. After all, the co-owner of McConnell Transport and outgoing chair of the APTA, McConnell's impeccable industry credits include memberships on the Canadian Trucking Human Resources Council (CTHRC) and the Canadian Trucking Alliance (CTA), as well as transportation and economic development councils in her home province of New Brunswick. In the past decade, McConnell has devoted thousands of volunteer hours to industry associations including the APTA, on top of running two companies with her husband Larry (they co-own a

refrigerated transport and a potato seed company), raising three children, and completing diplomas in Management Development and Agricultural Leadership.

It all seems so very selfless—and to a large extent, it is. McConnells' colleagues, including APTA Policy and Programs Coordinator Heather MacLean, say her contribution, to industry have been enormous.

"She's never one to say, 'I don't have the time,'" MacLean says. "She's not afraid to throw herself into things for the betterment of the industry." Hence, the award.

But McConnell is the first to point out that her involvement in industry associations has not been motivated purely out of a need to "give back." Rather, it's part of an intelligent business strategy that has helped her grow her company and keep her manicured fingers on the pulse of a rapidly changing truckscape.

"My involvement with the APTA and CTA has given me a much broader perspective than I would have had from my company alone," she says. "It has allowed me to stay current on what's happening in the industry, and what we should be preparing for."

Of course, for a Type A personality like McConnell's, it's not just about what

information you have—it's how you use it.

"Change motivates me. If you're not out there getting involved in what's happening, helping to direct the changes that are affecting our industry...well then," she throws her hands up in mock exasperation and leans back in her chair. "It sucks to be you."

One of the most costly changes to affect trucking companies across North America has been a shortage of qualified drivers. McConnell Transport was no exception. Recognizing the need for new measures, McConnell looked into recruiting drivers from Europe.

As a result of that work, in 2003 the Association developed a set of guidelines designed to assist their members through the often-complicated process of recruiting foreign drivers. Fleets throughout Atlantic Canada have benefited from the guidelines, now widely consulted, not least of all by McConnell Transport.

"We don't have any empty trucks anymore," McConnell says, whose company has recruited several European drivers over the past two years.

The first woman to become Chair of the APTA in the association's history, much has been made of McConnell's pioneering efforts as a woman in the trucking industry. But if McConnell is weary of this line of questioning, she doesn't show it.

"What makes me different [from previous chairs] is that I wasn't interested in weights and measures," she says, referring to the lengthy and varied lists of accomplishments chairs habitually use to qualify their leadership. "Education is a huge thing for me, and that's what I wanted to focus on."

To McConnell's credit, the Association has introduced new seminars and workshops educating members on everything from fuel efficiency and safety, to management and recruiting. And in October, the Board created a second senior executive role within the Association, designed to co-ordinate policy, planning and training within the organization.

McConnell says her devotion to education comes from a lifelong regret that she never attended university. "I come from that in-between generation," she says. Only three women from her high-school graduating class went on to university.

says the management training has empowered her employees to deal with conflicts and challenges faster, and more skillfully. "When they're able to take on more challenges, that means I can focus on other things," McConnell says.

McConnell has been vocal about the importance of enhanced management training within the transportation industry, and she's also played a role in the development of a new UNB transportation management course set to launch in 2006.

According to Barry Mellish, fleet safety director at Atlantic Tiltload Ltd., and APTA safety chair, McConnell could not

row, single minded approach."

But McConnell's willingness to collaborate is not to be confused with an inability to call the shots. When it came to determining the APTA position on anything from hours-of-service regulations to other such contentious issues, Mellish says he never saw McConnell play the shrinking violet. "She was never afraid to make an unpopular decision if it was for the good of our members or the industry," he says.

An example of this came in September, during the blockade in northeastern New Brunswick, when a group of independent drivers halted over 1,000 trucks to protest



NO MORE EMPTY TRUCKS:

McConnell Transport turns to European drivers when faced with a driver shortage.

McConnell took a job as a saleswoman for Ford, and became one of the top salespeople in Canada for the company. But though she missed out on university, McConnell says she's never passed up an opportunity to upgrade her education through training programs and professional development.

All management personnel at McConnell Transport are required to take the Management Development Program at the University of New Brunswick, from which McConnell herself graduated in 1997.

"I saw the difference it made in my own business skills, and I wanted our employees to get those same benefits," McConnell

be more firmly on the money. "We're seeing a lot of transportation companies grow beyond the point where you can take someone off the street, give them a bit of training and expect them to be a good manager," Mellish says. "LeeAnn recognized that and pushed for more education, and we're seeing the results."

While McConnell jokingly refers to her leadership style as "autocratic," her colleagues say it has been her willingness to learn from others and collaborate that made her a good leader. "She's always trying to involve and consult as many people as possible," Mellish says. "For LeeAnn, there's no such thing as a nar-

high fuel prices. McConnell and former APTA executive director Ralph Boyd sought an injunction that would ultimately "force the police to do their jobs," McConnell says, and put an end to the blockade. "The government didn't put an end to that blockade, the APTA did. And I'm proud of that."

With her responsibilities as chair behind her, McConnell says she's looking forward to some downtime over the next few months. Do a little horseback riding; maybe spend some more time with her two-year-old grandson, she says. And after that? "You never know," she says, dryly. "Maybe Prime Minister." ▲

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SPEC BY NUMBERS

BY JIM PARK

SPEC'ING FOR FUEL ECONOMY is easier when you take it one piece at a time.

How well you spec the truck in the first place, and how closely you operate the truck to the spec you laid out can make a real difference. Derek Varley says overbuying means paying twice for the mistake: once on the bill of sale, and again at the pumps. "Spec'ing big power for a tandem application is like buying a \$400,000 house and leaving all the windows and doors open all summer with the A/C running full out," he says.

Varley is the fleet manager at Mackie Moving Systems in Oshawa, Ont., and he's a student of the art of truck spec'ing—actually, he could be the professor.

He recently spec'd a truck for a tandem run from Oshawa, Ont. to Pittsburgh, Pa., averaging 35,000 to 40,000 lb payload down bound and 15,000 lb back. The truck has been on the run for a year, and Varley reports it's doing an impressive 8.5 mpg US. The spec is a Cummins ISX 450, a ZF Meritor FreedomLine 12-speed automated tranny with 0.83 overdrive gearing, and a 3.55:1 rear axle ratio.

Were you to go through your load manifests, you might find that a majority of your loads are similar in weight. It's not that common to run fully grossed all the time. The route Varley's truck runs is quite hilly, so the truck is working. But at 450 hp, it's not blowing its brains out either.

The ISX Varley chose has a torque rating of 1,650 lb ft, which while adequate in this case, could seem a little anemic against



WHAT ABOUT THE TRAILER?

Turbulence in the area of the gap creates a tremendous amount of drag on the vehicle over and above the air that sucks back into that area hitting up against roughly 72 sq-ft of flat trailer. Since closing the gap completely on all four sides is impractical, the next best thing is to narrow or bridge the gap.

Tractor side fairings help, but a fairing kit that extends to the top of the cab helps even more. The red T2000 in the photo has fairing extenders that run to the top, while the white T600 does not. Kenworth's principal engineer, Alec Wong, estimates the tall extenders can improve aerodynamics by 2-3 percent.

The width of the gap is another issue: the wider the worse. Wong says any gap wider than half the width of the trailer (96 in. to 102 in.) is a real problem. He suggests careful attention be paid to spec'ing tractor wheelbases and trailer kingpin settings to minimize the gap.



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a prairie headwind. There, a beefier 1,850 torque rating might be appropriate.

Because of the variations in operating conditions, it's not unusual for fleets to run several different specs in different applications. This is especially true of post-'02 engines, where engine speed is more critical than ever for fuel economy.

For example, Trent Siemens, mainte-

nance manager at Big Freight Systems in Steinbach, Man., says three years ago his fleet standard rear-axle ratio was 4.33. Today he's running 3.55s in the tandems and 4.11s in the B-train fleet. They were running Cummins N14s at the time, which wanted to run 1,680 rpm at 62 mph. He has since switched to Cat power, which requires taller gears to achieve a lower

engine speed. The Cats like 1,325 rpm for tandem loads, so Siemens had to re-gear the trucks too.

"The engines need to be turning more slowly today, thanks to the emissions rules," Siemens says. "If you spec outside that engine-speed envelope, it's going to cost a fortune."

Is there a perfect spec? Yes, but don't

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Steinbach, Manitoba, Canada





expect Varley's spec to necessarily work for you. There's a lot to consider, not the least of which is getting over the "build-me-what-I-had-last-time" mindset. Mark Wille, sales manager at Mississauga's Peel Mack, hears that a lot. "Trouble is," Wille notes, "we don't make trucks like that any more."

A lot has happened in truck engineering over the past five years. If you're on a

five-year trade cycle, you're looking at a whole new drivetrain spec to meet today's engine operating parameters.

ENGINES: Universally, engine speeds have come down in order to maintain fuel efficiency in the face of the stricter EPA emissions standards. What was once called the "sweet spot" is now a sweet dot. Customers and sales reps have to work closely to achieve the right spec for the intended application. Tire size, rear axle ratios, and transmission selection hang in the balance. Remember that in most cases, it's torque that makes the engine drivable, not horsepower. In spec'ing the driveline, care should be taken to match road speed and engine speed in such a way that drivers have some latitude between optimum running speed and peak torque. Otherwise, they'll be shifting gears all day, like with the old 318s. Each engine maker can provide gearing recommendations to keep their engines running most efficiently.

TRANSMISSIONS: There are three schools of thought here—sorry to be so non-committal: wide-step boxes (8, 9, and 10-speeds), multi-speed boxes (13 and 18-speeds), and/or automated boxes.

Fleets have historically spec'd 9 and 10-speed transmissions for a number of

reasons: they're lighter, they cost less, and they're more driver-proof. When you're buying hundreds of them at a time, the savings can be substantial. Operationally, the 9- and 10-speeds are adequate for most lightweight applications (80,000 lb or less).

How adequate depends a lot on geography, says Ed Saxman, powertrain product manager, Volvo Trucks. "A linehaul truck on flat ground will be absolutely fine with a wide-step transmission. Fuel economy is always lousy in any gear lower than top gear, so the sooner you get into top gear, the better. And the fastest way to top gear is with fewer shifts," Saxman notes.

"On the other hand, the multi-speed boxes let you match engine speed more precisely to road speed," he says. "Take California, with its 55 mph speed limit. If you're geared to run 65 or 70 and you have to drop back to 55, you're going to have to run at least one gear down from the top. That will really hurt your fuel economy because there's a less efficient transmission of power through the gearbox."

Chuck Blake, special projects manager at Detroit Diesel Corp. says the wide-step transmissions can force an undisciplined driver down into the higher torque range of the engine before making a downshift.

for Tough Highway Hauling.

A large green Volvo truck pulling a trailer loaded with stacks of Arctic Cat snowmobiles, driving on a road through a forested area. The truck is a multi-axle unit, and the trailer is heavily loaded with white boxes, each labeled 'ARCTIC CAT'. The background shows a dense forest of evergreen trees and a snow-capped mountain range under a blue sky.

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Spec'ing

"The temptation to split gears on a small grade to keep the speed up can be great," he says. "You're better off pulling that hill at a lower engine speed." Blake also points out that a sharp driver can use a 13- or 18-speed to some advantage by splitting gears to keep the engine closer to its optimum operating speed.

As for automated transmissions, they're available in a number of configurations (same as manuals in most cases), but they take the driver out of the loop. Varley reports tremendous success with the automated boxes in a few special cases.

"We had a driver who'd make three or four shifts on the Keele St. hill on Highway 401 in Toronto [a modest grade]," he says. "His economy was in the

toilet because he was running at the top of the horsepower curve. The automated box makes the hill with one downshift. It was the noise that was getting him over the top, not the torque, and we've now solved that problem."

While the jury is still out on whether or not automated transmissions are more fuel efficient than manuals, it's safe to say that when programmed properly, they'll make the shifts at the appropriate points, which is often more than one can say for inexperienced drivers.

DRIVE AXLES: Final drive ratios are coming down. As Wille noted, they don't make trucks like they used to. Today's engines need long-legged rears to keep the engine revs down—gear fast, run slow is

the new mantra. Which ratio is best is a matter of some calculation. Cat, for example, recommends a C-ratio 10-speed with 3.36:1 gears in a tandem linehaul application mated to its 435-hp C13 ACERT engines. Or, in the same application but with a ZF FreedomLine 16-speed, a rear ratio of 3.07:1. For heavy-haul, Cat suggests a ratio of 4.11:1 with a 550-hp/1,850 lb ft torque C15 and a B-ratio 18-speed. Just don't expect to get through that discussion over a single cup of coffee.

FUEL FACTORS

Here are a few general rules about the spec'ing choices and their effect on fuel economy.

HORSEPOWER: Spec for torque. High horsepower and high torque aren't necessarily synonymous: Cummins offers 1,850 lb ft in a 475 ISX, while Cat boasts 1,750 lb ft in a 435 C15. Other engine makers offer 450-475 hp engines in the 1,550 lb ft range—all more than adequate in the right application.

AERODYNAMICS: A truck pulling a 48-ft trailer moves about 18 to 20 tons of air per mile. Between 55 and 60 mph, 50 percent of the fuel burned is just to overcome wind resistance. The advantages of spec'ing an aerodynamically efficient tractor cannot be overstated. But consider the application, too.

ROADSPEED: Speed comes at a price. Period. Kenworth's extensive fuel economy testing program (see In Gear, page 45) has determined that running at 65 vs. 60 mph yields a decrease in fuel economy of 6.4 percent. And it gets worse the faster you go. Ready for 75 vs. 60? How does a 17.3-percent hit grab you? Whether the truck is governed, or speed restrictions can be achieved through incentives, it's paramount that roadspeed be kept to a minimum. Gear fast, run slow is the way to go. ▲



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FOUL BY STEPHEN PETIT FUEL

Fuel's a four-letter word, especially when it introduces impurities into your engine.
HERE'S HOW TO AVOID THE BAD STUFF.

A gummed-up fuel filter is a happy filter. It's done its job, after all: a fuel filter is supposed to gradually trap contaminants that can damage your diesel engine's pumps, lines, and injectors.

Unlike oil, fuel has no way to bypass a restricted filter, so when the fuel can no longer reach the injection pump, the pump can't produce the fuel pressure and fuel volume you and your engine demand.

A fuel filter that becomes restricted prematurely is a symptom of a problem with the fuel, not the filter. Somewhere between the refinery and your engine, your fuel has picked up tiny contaminants that can spell big trouble. To keep emissions in check, your new diesel engine's fuel system meters out just the right amount of fuel at precisely the right time. Even a minuscule amount of water or grime can wreak havoc on the ten-thousandths-of-an-inch tolerances within today's fuel pumps and injectors.

The most common and potentially serious contaminant in your fuel is water, often the result of warm, moisture-laden air condensing on cold metal walls of fuel-storage and saddle tanks, and it can harbour other filter-plugging contaminants like rust, fungus, and bacteria.

If you trace the fuel path through the injector nozzle, where injection pressures

can reach 30,000 psi, it's easy to see why diesels don't like water. First, water is incompressible, unlike diesel fuel. Adding a volume of incompressible liquid to the injector is like putting a rock in there: something has to give. Secondly, as a glob of water in your fuel pulses into the injector nozzle, it approaches the hot cylinder head and turns to steam—in effect, creating a small explosion at the tip of the noz-

Cold weather adds another wrinkle: low temperatures cause moisture in the fuel to freeze.

zle, blowing away bits of the nozzle tip's needle valve. Eventually, the valve no longer seats properly and fails. When someone tells you that water in your system can cause a tip to blow off an injector, this is what's going on.

Water and steam hit other engine surfaces and can lead to rust, scale, or debris that restrict fuel flow through the filter. Water also provides the necessary medium for fungus and bacteria to live, breed, and feed on hydrocarbons in your fuel.

Cold weather adds another wrinkle: low temperatures cause moisture in the fuel to freeze. In fact, ice generally forms before wax, which occurs when the temperature drops below a fuel's cloud point and paraffin in the fuel starts to crystallize.

The point is you need clean fuel. It will



be even more important next year with the implementation of rules requiring ultra-low-sulphur diesel. The new ULSD blend will be the standard made by most refiners on June 1, 2006, with distribution systems required to have the new fuel by July 15 and retailers scheduled for roll-out by October 15. Regulators believe the lower sulfur content used in conjunction with 2007 and later heavy-duty diesel engines will further reduce particulate matter and nitrous oxide (NOx) emissions to the atmosphere.

FILTER TIPS

1. STAY ON SPEC. Filter manufacturers design products according to the level of filtration required by each engine OEM. A more "open" substitute may prolong



Filtration

day, at every fill—it may change depending on your operating conditions or fuel supplier. If you let the media become saturated, you'll pump water-contaminated fuel right through it. With Mack's recent introduction of its MP7 engine comes a water warning light advising operators to drain the water separator.

4. GOOD HOUSEKEEPING. Most sources of contamination are at the fuelling site. Dirty tank caps, dispensing nozzles, hoses, and storage tanks promote contamination. If you store fuel on-site, test it for water, sediments, and microbes as it comes in. Check the tank bottoms once a month. Inside the tank, diesel fuel slowly reacts with oxygen in the air to form gums and varnishes. As temperature increases, the reaction accelerates.

Also check the blend of fuel you're buying. This time of year, depending on the weather and your geographic location, some fuel suppliers will thin out No. 2 diesel with No. 1 diesel, or kerosene. The mix ratio will vary, and you won't know that you're getting what you're paying for unless you check.

Another reason to inspect the blend: kerosene is lighter than No. 2 diesel. If you have No. 2 in your tank, and you're adding a "winter blend" that includes kerosene, ideally the lighter kerosene blend should be added beneath the heavier No. 2, allowing for a more rapid, thorough mixture.

5. IT'S WHAT'S INSIDE THAT COUNTS.

Your filter media can provide diagnostic clues about your fuel. Green, brown, or black slime on the surface of the media indicates microbial activity you'll have to treat with a biocide. A dark, sticky coating indicates a high amount of asphaltenes, a naturally occurring molecule in diesel fuel that can plug your filter and drastically shorten its life. The cleanliness of your fuel reinforces the point that, where you can, buy fuel from a trusted source. If you suspect something wrong, dispense some into a jar and take it to a laboratory for testing (many oil analysis labs also test fuel).

As you sit there contemplating whether to hurl invectives at your plugged filter, remember that fuel is a four-letter word, too. The filter was just doing its job. ▲

replacement intervals, but it also will let contaminants pass downstream toward more expensive fuel system components. A tighter filter, on the other hand, can trap more contaminants but could require more frequent service.

Use filters that meet the engine maker's minimum performance requirements. Check the specs: Caterpillar, for example, uses a 2-micron secondary filter, while Cummins uses a 10- or 15-micron filter, depending on the engine.

And then pack extra filters in the truck and train your drivers to change them.

2. CURES FOR THE COLD. Cold, thick fuel strains the fuel pump, especially when the fuel has to move through a tight filter. An onboard fuel pre-heater will help the pump do its job, as well as strategic placement of the filter: the longer the distance between your tank and your

filter, the harder the pump has to work to move the fuel.

Other steps can help prevent fuel from gelling. Anti-gel agents can't "de-gel" a tank of gummy fuel. They're more effective when added to a tank that's partially full of fuel that's been warmed by fuel heaters or the fuel-return. Even then, pouring 150 gallons of cold fuel on top of warm fuel may not stop the fuel from gelling. You may be best off to add 50 gallons of cold fuel to the warm fuel, head down the road, add 50 gallons more, and so on until the cold is less extreme.

3. DRAIN YOUR WATER SEPARATOR. In-line fuel filters/water separators are a key to removing water that can lead to emulsion problems, injection system corrosion, and microbial growth. Talk to your separator's sales rep about the ideal drainage schedule. Once a week, once a



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In your own words please explain why you think this person is deserving of the title highwaySTAR of the Year: Discuss their unique approach to work, their problem solving skills and business skills. Detail any courses taken, and certifications earned. Give examples of extraordinary customer service or any unique hobbies or extra-curricular interests including any community involvement.

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Description of selection criteria

In keeping with highwaySTAR's mandate, we are looking for a well-rounded, community-minded candidate who is active outside the trucking industry and takes the image of the industry personally. While driving record, years of service, and driving habits are important; they will be considered along with other aspects of the driver as a whole.

All nominees will be awarded points based on the following criteria: a safe driving record; customer service skills; community involvement; industry involvement; unique hobbies; efforts to improve our image; respect of peers; and business skills.

Nominations will be reviewed by a panel of editors and contributors to highwaySTAR magazine. A short list of finalists will be reviewed by a panel of owner-operators from across the country.

To the fleets on the New Route, thank you.



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Consumption	48.61 liters/100 KM	n/a
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Licence in a Can

drayage To counter “Market failure,” a report on VanPort’s trucker strike suggests mandatory licences. By Marco Beghetto

For-hire trucking operations in Canada have been deregulated for many years now, but the rules for hauling containers in B.C.’s Lower Mainland look like they might get a lot stiffer soon.

That’s the probable result of a report just released by the task force looking into this summer’s six-week trucker strike at the Port of Vancouver.

The federal-provincial report (which can be read at Transport Canada’s website at www.tc.gc.ca) attempts to explore the triggers of the strike and makes recommendations to avoid future labour disruptions at the ports of Vancouver and Fraser River.

One of the key suggestions is making permanent a 90-day interim licence provision that the Vancouver Port Authority (VPA) implemented to end the strike. That move came after several meetings between the Vancouver Container Truck Association (VCTA)—which represented 1,200 owner-operators protesting wages and fuel costs—and carrier companies fell apart.

By signing the declarations, trucking companies, including many long-haul carriers not involved in the original dispute, had to agree to the compensation provisions laid out by government mediator Vince Ready. Although many carriers rejected the proposal, most signed up. Their only alternative, it appeared, was getting shut out of the port.

And while the task force acknowledges that shippers and for-hire fleets pushed for a return to “the free market situation that existed at the beginning of the dispute,” the report claims it was “market failure” in the Lower Mainland container sector that led to the trucker standoff in the first place.

Accordingly, it states, “standards for remuneration are necessary to address issues in the operation of the market for supply of trucking services, and that

enforceability is required across the market place.”

Therefore, as *Today’s Trucking.com* first reported last month, it recommends that a new port licensing scheme be established and administered by the VPA and that the federal government pass legislation to create an agency with the authority to set compensation and conditions associated with eligibility for container-hauling work.

Two types of licences would be issued. “An owner-operator will be required to hold one licence to cover him and his truck. Companies providing drayage services by means of employee-drivers, owner-operators, or both will also be required to hold one licence which will cover a specified number of trucks driven by employee driv-



Will “fair compensation” become law?

ers [if any], and owner-operators [if any].”

Initially, any company owning trucks and providing short-haul container transportation services as of Oct. 26, 2005, will be entitled to a number of licences equal to the number of trucks used in providing those services, the report proposes.

There is a slight implication that there are no guarantees that licences would be issued to carriers wanting to ramp up capacity at the present time. However, the report does add that an existing drayage company may be entitled to amend its

licence to permit more trucks if it can demonstrate that it has attracted more business on a sustained basis.

While the proposal seems to apply mainly to the short-haul container operations that were the focus of the strike, language in the report doesn’t seem to excuse unequivocally the long-haul firms that were so upset by being forced to abide by the provisional rule back in August.

“The Port Authorities will determine criteria for exemption from the requirement to obtain a licence for drivers involved in long-haul transportation and in transportation other than by container, and for emergency situations,” the task force states.

When the interim licence rule was tabled, B.C. Trucking Association (BCTA) President Paul Landry blasted the government for “inexplicably” accepting the provision to include hundreds of other fleets in long-haul operations, with “entirely different business models and compensation agreements” than what the VCTA drivers were negotiating.

While he acknowledges the report doesn’t literally rule out long-haul carriers from the proposed requirement, Landry says that based on consultations with officials, he doesn’t believe the licence rule would apply to long-haul carriers in this case. “It’s a matter of interpretation. But conversely all the other words talk about the local drayage industry,” he tells *Today’s Trucking*. “So, I don’t think that whatever it is they end up doing—and we don’t know what that is yet—that it will affect long-haul carriers. I’d be very surprised if

they try to go there.

“It’ll be difficult enough for them to place an effective regulatory licensing scheme that controls the local market much less trying to regulate the affairs of long-haul carriers that are serving the port,” he adds.

As with the current provision, company licences would be subject to a requirement to pay “fair compensation” to owner-operators and employee drivers—a system that would be under the watchful eye of “licence adjudicators.”

These officials (the task force recommends Vince Ready for such a title) would establish their own procedures and would have the status of arbitrators under the relevant Commercial Arbitration legislation.

Drivers covered by a collective agreement would be presumed to receive fair compensation. But from time to time the licence adjudicators or legislated agency would determine a standard of fair com-

ensation for non-union drivers (with separate provisions for owner-operators and employee-drivers), and would also determine compliance with the “fair compensation standard.”

There are dozens of other recommendations inked in the task force report including increasing VPA terminal operating hours and an improved reservation system.

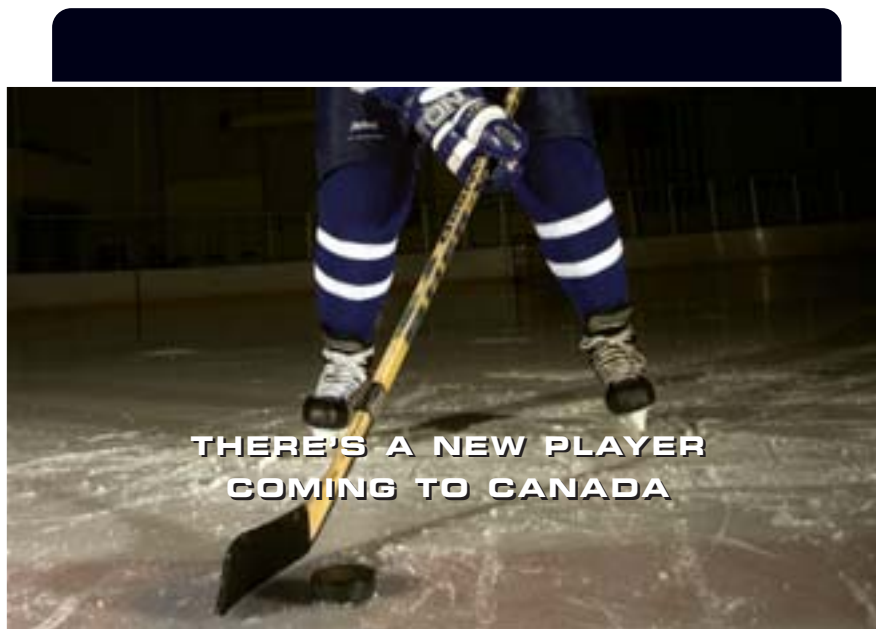
And then there’s the question of owner-


operator independence.

Another major recommendation of the task force is that the Canada Industrial Relations Board (CIRB) “at the first available opportunity” determine whether owner-operators are dependent contractors under the Labour Code and have access to collective bargaining.

“We have uncovered a significant body of anecdotal evidence that could lead to the conclusion that the large majority of owner-operators are in fact dependent contractors under labour legislation largely because they appear to be economically dependent upon individual trucking companies for their income,” the report states.

The task force says a significant number of applications for certification have





Online Resources
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been made to the CIRB and also to the British Columbia Labour Relations Board on behalf of certain owner-operators (VCTA lawyer Craig Paterson recently confirmed to *Today’s Trucking* that many VCTA truckers are joining the Canadian Auto Workers union).

“The existence of these applications supports our view that these owner-operators consider they are entitled to access to collective bargaining,” states the task force report.

As *Today’s Trucking* readers may know, the CIRB is no stranger to the question of employee status for owner-ops. In the infamous “Mackie decision” of 2002, the CIRB ruled that the Teamsters union could bargain for about 200 independent owner-operators and agency drivers contracted to Oshawa, Ont.-based Mackie Moving Systems.

Many issues affected that decision, but the CIRB said the critical factor was the day-to-day control Mackie had over the contract workers. The fact that Mackie determined the drivers’ hours and salary, issued ID badges, trained the drivers, and disciplined them made the drivers de facto employees under the Canada Labour Code and thereby eligible for collective bargaining. ▲

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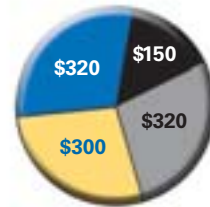


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In Gear

INSIDE:

49 Mack's new flagship

50 Rigmaster's latest APU

EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS

LABS ON WHEELS: Author Jim Park drove the white T600 over the entire 496-mile course, while the red T2000 was the control vehicle. The red truck has run the route dozens of times, and as a control vehicle, could identify variations due to weather, traffic, etc.



Details, Details

test drive *Two drivers; one truck—who gets better fuel economy? And why? By Jim Park*

How many times have you heard, “the devil is in the details”? Nowhere does it apply more than in fuel-economy testing. Accurate measurements are important, but controls are even more important. The most subtle differences, like tire pressure, tread depth, or the gap between the trailer and the cab can affect the outcome of a test. Even wind and traffic conditions can skew the results. The engineers at Kenworth's Research and Development Center in Renton, Wash. have it all under control, and they produce some of the most accurate fuel-economy data you'll ever likely come across.

That's what made this particular exercise so intriguing. Kenworth recently invited two truck writers, myself and Steve Sturgess of the American magazine *roadSTAR* to participate in a fuel-economy challenge. We drove the same T600 over the same route on two different days. Data was filtered, measurements adjusted, prevailing conditions compensated for,

and the winner was announced a week or so later. Sturgess won, I'm humbled to admit, but only by 0.11 mpg.

That the difference was so small over nearly 500 miles was interesting enough. But what was even more interesting was the reason for the difference and how they measured it.

TEST PARAMETERS

Kenworth struggled for a long time to come up with a test route that reflected “real world” conditions for a wide range of applications. From the Seattle area, they couldn't go far north because of the Canadian border. Running east from Seattle put them into the mountains, and then onto flat rural highway, unlike conditions found in much of the country. The chosen route runs 496 miles, south down Interstate 5 to Portland, and then east along a hilly and winding section of Interstate 84 to The Dalles, Ore. The return route is the same.

SPEC SHEET

2006 KWT600/72-IN AEROCAB
AERODYNE SLEEPER

ENGINE:

Cat ACERT C15 475 hp@2,100 rpm;
1,850 lb ft @1,200 rpm

TRANSMISSION:

Eaton Fuller RTLO18913A Super 13

REAR AXLE:

Dana Spicer DSP40 40,000-lb; 3.36:1
ratio

WHEELBASE: 230 in

TIRES:

Front – Bridgestone R280 285/75R 24.5
Rear – Bridgestone M720FE 285/75R 24.5

AERO EQUIPMENT:

Aero bumper, full chassis fairings,
curved one-piece windshield, 16-in side
extenders, roof fairing.

While the route is mostly four-lane highway, there's some two-lane as well as some heavily trafficked areas—road conditions that reflect the diversity customers are likely to encounter.

To maintain consistency, the trucks stop at all the same places each trip, and engines are started and shut-down simultaneously to keep idle time the same. They

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In Gear



WHEN THE HEAT'S ON: (left) Fuel temperature is obtained in each tank by averaging five readings from different depths on a temperature probe. Actual fuel volumes are corrected for temperature per SAE standards.

METERING: (below) Tom Liethen prepares to pump the fuel into the test truck. He uses a digital camera to record meter reading to prevent errors in noting the gallons.



run through the weigh stations even when they are closed for more repeatable results.

The T2000 control truck is equipped to monitor temperature and humidity along the route, and after the trip, Kenworth's R&D engineers download weather records from several stations along the route to factor in wind speed and direction.

Post-trip refueling is a process in itself. Trucks are parked on a specially constructed flat pad and refilled to

a prescribed level. Fuel temperatures are recorded to compensate for expansion of the fuel at different temperatures. The number of gallons (measured to within four ounces), the final fuel temperature, and the ambient temperature and relative humidity are recorded.

DATA DOWNLOADS

Each truck on our test drive was equipped with a "Silverleaf" data recorder, an instrument spec'd by Kenworth for fuel-economy testing. The device continuously records all sorts of engine operating conditions and it also displays real-time information for the driver, such as rpm, speed, engine load, and most importantly, turbo boost.

All the data is downloaded following the trip and it's compiled and analyzed by Moses Luyombya in the lab. He searches for anomalies and unusual conditions that could skew the data, so what is produced on a given trip is an incredibly accurate record of the conditions under which the fuel was consumed. This accuracy makes comparative analysis both easier and more precise.

With all the control data already in place, testing for a new device, say a redesigned roof fairing, would require a minimum number of runs while maintain-

ing integrity comparable to that of an SAE (Society of Automotive Engineers) Type II fuel test.

The R&D crew at Kenworth have run the route so many times that they can actually compare data from a selected portion of the trip, such as a climb on a given hill, under different temperature, humidity, or road conditions. They've compiled elevation profiles of every mile of the route so the hills are easy to identify.

THE FINAL OUTCOME

The T600 Sturgess and I drove was a customer spec'd truck, loaned to us for this test. Brand new—save a thousand or so test miles the R&D people put on the truck—it showed 1,298 miles when I drove it, and 1,988 miles when Sturgess had a go. (The fuel economy numbers would likely be significantly better with a broken-in truck.)

I burned 74.898 gallons (US), for a raw mpg of 6.62. Sturgess burned 72.035 gallons for a raw mpg of 6.89. My fuel mileage was adjusted upward to 6.78, to account for the rainy weather on the final third of the trip, and for the relative newness of the truck compared to Sturgess' run. It works a bit like a golf handicap. All the adjustments were based on data gathered from the control truck on previous runs.

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KEY NUMBERS

Downloaded data yielded the following numbers, critical in understanding driver behaviour as it relates to fuel economy.

JIM PARK: DATA SAMPLES: 617

VARIABLE	TRUE MEAN	MINIMUM	MAXIMUM
ACCELERATION	11.742	0.000	85.900
ENGINE LOAD (%)	34.710	0.000	99.500
ROAD SPEED	49.870	0.000	67.200
ENGINE RPM	1158.9	0.0	1593.3
TURBO BOOST (psi)	10.158	0.000	34.300

STEVE STURGESS: DATA SAMPLES: 607

VARIABLE	TRUE MEAN	MINIMUM	MAXIMUM
ACCELERATION	7.289	0.000	99.600
ENGINE LOAD (%)	33.724	0.000	99.500
ROAD SPEED	50.624	0.000	68.200
ENGINE RPM	1148.8	0.0	1701.8
TURBO BOOST (psi)	9.644	0.000	34.800

For this test, R&D engineers, Gary Ziebell and Tom Liethen drove the T2000, each driving one leg of the trip on both runs while the other rode with the test driver.

During my run, the Silverleaf showed my trip fuel economy to be 7.1 mpg, and as soon as it began raining, Liethen told me to watch the economy drop by 0.2; and sure enough it did, exactly by 0.2 mpg. These guys know their stuff.

The "Key Numbers" sidebar reveals some interesting differences in the way Sturgess and I managed the trucks. You

can see his average speed was slightly higher than mine, as was the maximum speed he attained on the run. His average engine speed was 10 rpm lower than mine, suggesting more time overall in top gear. His average acceleration and turbo boost numbers were both lower than mine, and therein lies the key to his victory in the fuel-economy challenge.

"Manifold pressure represents power demand on the engine, and aggressive throttle application results in correspondingly high manifold pressure," explains

Ziebell. "Using less throttle—sacrificing a little acceleration—uses less fuel overall at a given speed, so the driver who is gentler with the throttle pedal is going to get better mileage."

The "Acceleration, true mean" value in the chart refers to the average percentage of throttle used during the course of the entire 496-mile trip. My value is 11.742 percent compared to Sturgess's 7.289 percent, which means he used an average of 4.453 percent less throttle than I did to complete the trip.

In contrast, Jim Booth, a former "test driver" with Caterpillar who still runs a fleet of trucks in revenue service hauling for Cat. Believe it or not, Booth manages better than nine miles per U.S. gallon (9.3 overall for the month of September 2005) with a similar engine in a well broken-in T2000. His throttle use numbers are in the 3-4 percent range.

This kind of data is invaluable in understanding fuel economy. Certainly speed is a factor, but so is driver performance. And from the engineering perspective, collecting data the way Kenworth's R&D people do, they can experiment with different driving styles as well as hardware add-ons to improve fuel economy. They have invested heavily in this program, and looking forward, the next change they want to test can probably be accurately measured in just a few runs rather than dozens, because they've already got the baseline data to compare. ▲

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MACK'S new highway-lineup flagship is the premium Pinnacle tractor, but there are also new models of the Granite and Granite axle-back construction trucks.

The Pinnacle, built on the Advantage chassis and having the familiar cab, is offered in a 116-in BBC daycab configuration, as well as 48 to 70 in flat-top, mid-rise, and high-rise sleeper versions. The new Granite models also feature that 116-in BBC, built on Mack's "Cornerstone" vocational chassis. All the new trucks have been designed around the new MackPower "MP" engine (see below).

You'll see entirely new driver environments, Mack says. The new daycab includes a 4-in increase in depth, meaning more leg and belly room. Drivers should also like the new foot pedals—suspended instead of floor-mounted and on the same plane so that the driver's heel stays on the floor when switching between throttle and brake. The cockpit-style dash gets a new primary gauge cluster and the standard-equipment driver information display offers easy viewing day and night by way of "CoolBlue" backlighting. It can be upgraded to the interactive CoPilot display, also with CoolBlue. A one-piece windshield offers better outward vision, Mack says, and there's an all new HVAC system.

The MP7 motor is set back about 4 in more than normal to make room for a deeper cooling package that will be needed for the 2007 emissions setup, and that puts a substantial doghouse in the cab now.

Both Pinnacle and new Granite models feature the next generation of Mack's Vehicle Management and Control System, V-MAC IV. It provides the programmable features of previous versions and much more. If you choose the Co-Pilot version of the LCD dash display, you'll be able to access and program V-MAC IV information using a stalk-mounted control.

One important note: the 116-in BBC could create some spec'ing concerns, says Tom Kelly, Mack's vice-president of marketing. "There are going to be trailer clearance issues and possibly Bridge Formula issues if the dealers forget to take the extra four inches into account."

MACK'S MP ENGINE

Mack's new 11-litre MP7 engine is available in the initial offerings of both the Pinnacle and new Granite models, the first in a new diesel family that will take the company through 2006 and onto the tough emissions rules of 2007

and then 2010. The MP7 is available in the three traditional Mack performance configurations—Econodyne, Maxidyne and MaxiCruise—in six ratings between 325 and 405 hp, with torque ranging from 1260 to 1560 lb ft. In 2006, the MP7 will be offered in the company's new Pinnacle and Granite models in an EPA '04 configuration. It will be joined by the 13-litre MP8 in 2007, with ratings from 415 to 485 hp and torque ranging from 1540 to 1700 lb ft.

The MP7's basic design and hardware is shared with parent company Volvo, a common platform that should come as no surprise given the huge cost of engine development. Volvo recently introduced its own 11- and 13-litre engines for 2007 (see Volvo's 2007 Engines, page 50). The Mack and Volvo engines are not the same, however. The block, the crankshaft, and other major components are indeed shared, but it stops there. Mack officials emphasize that their MP7 and MP8 will both be offered in the Mack-distinct performance families. Each of them will sound like a Mack, feel like a Mack, and pull like a Mack, they say.

Key components of the MP7: high-performance cooled exhaust-gas recirculation; a variable-geometry turbocharger; electronically controlled unit injectors; single overhead cam with four valves per cylinder; wet-sleeve cylinders with single-piece steel pistons; and the rear gear train offers a simple rear PTO option.

Mack promises "a significant improvement in fuel economy compared to current engines." Oil-drain intervals are estimated at 30,000 miles for standard highway applications and 300 hours (15,000 miles) for most construction applications.

Mack will continue offering its '04-certified ASET engines in current Vision and Granite models in 2006.

See your Mack dealer or visit www.macktrucks.com. You will also find more information in the Product Watch section of TodaysTrucking.com.

A one-piece windshield offers better outward vision.

In Gear

RIGMASTER IMPROVES APU

2006 MODEL CHOPS MAINTENANCE TIMES
RigMaster Power's auxiliary power unit has been upgraded for 2006, with new options added as well. The improved APU, says RigMaster, will bring reduced



RigMaster APU

maintenance, easier serviceability, and shortened installation times. The company claims preventive maintenance costs can be cut by up to 50 percent, largely

due to a higher-capacity oil pan. There is also an enhanced cooling system and controller software upgrades. Sporting a new universal mounting system that will improve compatibility with all heavy trucks and a new factory-installed integral muffler, installation for the new models should be cut by 15 percent. RigMaster is offering the 2006 model with a two-year, 4,000-hour comprehensive warranty, up from the previous one-year, unlimited-hours coverage.

RigMaster has also announced that it is safe to use biodiesel to fuel its APU equipped with the Perkins 2-cylinder engine. However, that comes with a caution to use no more than a 5 percent blend (B5) of biodiesel in the diesel fuel used to power the unit and that the fuel must comply with ASTM standards. Biodiesel mixtures above 5 percent could result in filter blockage.

New optional upgrades in the APU include a 13-hp Caterpillar engine, though the APU standard engine will continue to be the Perkins 400. The

AutoStart feature remains an option but it's been upgraded to include fully automatic low-voltage battery monitoring, along with date and time automatic-start programming and automatic temperature-control startup/shutdown.

Other changes implemented in 2005 include an increase in generator power to 6,000 watts, a 60-amp alternator, a dual engine fan system, and all-weather coatings for most components.

Call 800-249-6222 or see www.rigmasterpower.com.

VOLVO'S 2007 ENGINES

11-AND 13-LITRE MODELS PLUS REVISED D16

Volvo's new engines will be built at the Volvo Powertrain plant in Hagerstown, Md. You'll first see them during the first quarter of 2006. Details are still sketchy on the new engines, and the company would not discuss ratings. They will use "high performance" exhaust gas recirculation (EGR) as the primary NOx emissions control, plus a diesel particulate filter. The new engines will use a higher rate of EGR

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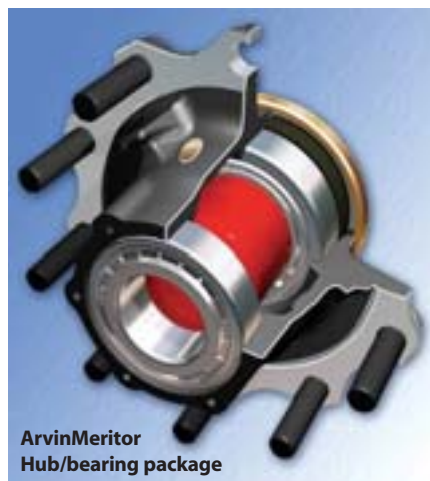
to achieve the lower NOx levels. Other features: high-pressure fuel injection with multiple injections per stroke; increased peak cylinder pressures; variable-geometry turbocharger (VGT); reinforced base engine components to handle higher internal loads; high-capacity cooling system; and centrifugal crankcase ventilation. Volvo says the new engines will “maintain the level of fuel economy demonstrated by the current Volvo D12,” with better driveability. The 15-litre Cummins ISX will continue as an option in Volvo VN and VT highway tractors.

See www.volvo.com/trucks/na/en-ca/

PRE-SET HUB ASSEMBLIES

ARVINMERITOR, CONMET OFFER HUB/BEARING PACKAGE

The Commercial Vehicle Systems (CVS) group at **ArvinMeritor** recently launched a long-term alliance with Consolidated Metco that began with the creation of pre-set iron hub assemblies for trailer applications. They combine MeritorLite ductile iron hubs and ConMet pre-set bearing packages. ArvinMeritor will market the package globally, with all sales and marketing activities being managed at the company’s headquarters in Troy, Mich. The new assembly is designed for low maintenance and extended life,



ArvinMeritor Hub/bearing package

utilizing ConMet’s well established technology for setting wheel-end play and controlling the tolerance between inner and outer tapered roller bearings. The assembly also incorporates premium seals and an advanced gasket/venting hub cap technology, says ArvinMeritor.

The hubs are delivered pre-assembled to customers, reducing installation time and the risk of misaligned or damaged components which can cause premature wheel seal failure. ConMet machines the Meritor hub, and the bearing package and seal are then added to produce the new hub assembly. The warranty coverage on this new assembly will be five years/500,000 miles.

See your dealer or visit www.conmet.com or www.arvinmeritor.com.

AIR-WEIGH VIA PACCAR

ON-BOARD SCALES AVAILABLE THROUGH PACCAR PARTS

Air-Weigh’s 5800 Series tractor scales are now available direct from Kenworth and Peterbilt dealers through PACCAR Parts, with optional installation service



as well. The on-board truck scale is a load-management system that’s permanently installed in the dash and calibrated to each suspension on the vehicle. The 2-in gauge display automatically shows each axle group’s weight on one screen, with no operator interaction required. A single button press displays GVW and net payload weights. Trailer axle-group weights from any Air-Weigh equipped trailer automatically appear on the axle-weight screen. An alarm output is standard and allows connection of an in-dash or exterior light or buzzer to warn of near-legal or over-legal weight on any axle.

The 5800 Series tractor scale includes all the functionality of earlier versions of Air-Weigh scales and is said to be a major upgrade in efficiency and ease of use compared to analog suspension air gauges. It provides accurate, on-the-ground steer, drive, and trailer axle weights in pounds or kilograms. All Air-Weigh products are backed by a three-year warranty.

See your Peterbilt or Kenworth dealer or visit www.air-weigh.com. ▲

Retail Diesel Price Watch

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WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of November 8, 2005 • Updated prices at www.mjervin.com

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	117.4	-3.3	98.5
VANCOUVER *	111.0	-5.0	78.8
VICTORIA	108.9	-4.5	80.3
PRINCE GEORGE	110.9	-3.7	84.6
KAMLOOPS	112.4		86.0
KELOWNA	113.9	-1.7	87.4
YELLOWKNIFE	115.9	-0.5	95.2
CALGARY *	103.7	-0.1	83.9
RED DEER	104.9	-1.6	85.0
EDMONTON	101.3	-5.2	81.7
LETHBRIDGE	103.9	-4.0	84.1
REGINA *	109.8	-3.5	83.7
SASKATOON	107.9	0.7	81.9
PRINCE ALBERT	109.4	-3.0	83.2
WINNIPEG *	102.5	-5.0	80.3
TORONTO *	96.1	-2.3	71.5
OTTAWA	96.4	-1.2	71.8
WINDSOR	93.2	-2.8	68.8
LONDON	93.9	-8.6	69.5
SUDBURY	97.0	-0.7	72.4
SAULT STE MARIE	99.6	-1.3	74.8
THUNDER BAY	107.1	-1.2	81.8
NORTH BAY	97.4		72.8
TIMMINS	100.9		76.0
HAMILTON	96.6	-2.3	72.0
ST. CATHARINES	95.8	-1.3	71.2
MONTRÉAL *	107.9		73.6
QUÉBEC	104.3	-2.8	70.5
SHERBROOKE	104.9	-1.0	71.0
GASPÉ	103.6	-1.3	69.8
CHICOUTIMI	104.9	0.0	71.0
SAINT JOHN *	112.9	-0.7	77.3
FREDERICTON	112.5	-0.6	76.9
MONCTON	108.9	-0.4	73.8
BATHURST	109.9	-0.5	74.7
HALIFAX *	104.4	-3.1	71.4
SYDNEY	105.9	-5.5	72.7
YARMOUTH	107.6	-3.3	74.1
TRURO	107.2	-5.3	73.8
CHARLOTTETOWN *	103.9		72.8
ST. JOHNS *	110.8	-6.4	75.8
GANDER	112.6	-6.3	77.4
CORNER BROOK	110.8	-6.4	75.8
CANADA AVERAGE (V)	104.0	-2.1	76.8

V-Volume Weighted

(+/-) indicates price variations from previous week.

Diesel includes both full-serve and self-serve prices.

The Canada average price is based on the relative weights of 10 cities (*)

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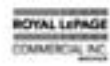
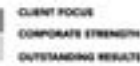


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- AVR - REPAIR FACILITY - FOR SALE**
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 - Excellent access and proximity to Highway 401
- TORONTO - COMING SOON**
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- VAUGHAN - 5 ACRES - OUTSIDE STORAGE - FOR LEASE**
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By Peter Carter

Driving Ambitions

Would you want your kid to be a truck driver?

The Peterbilt gracing the cover of this issue belongs to Garry Mercer Trucking Inc., of Mississauga. The driver: Paul Taverner. I met him and his million-mile-plus truck the day after Halloween.

In Ontario, that's Take-Your-Son-Or-Daughter-To-Work-Day so joining me on the occasion was my 14-year-old daughter Ewa.

She and I were returning to the *Today's Trucking* office after touring TransX's Mississauga facility when we spotted the Peterbilt covergirl parked at a loading dock with the evening sunlight glinting off its shiny stacks.

We pulled over, asked Mr. Taverner's permission and started shooting.

It was the perfect end to the T-Y-S-O-D-T-W day. Everybody at TransX including Receptionist Sharon Battiston, Terminal Manager Peter McDonald, and our tour guide and safety expert Ken Bolton treated us regally. And Paul Taverner couldn't have been a more dignified ambassador for the industry.

If I'd planned to lure Ewa into this business, those folks said the right things. Ken Bolton patiently explained the important relationship between reefers, beef and road safety and the affable Mr. Taverner—a former OTR guy who came off the road after some babies came along—was not only proud of his family and professional record, but also of the company he was driving for.

I should add I was mildly envious that he got to pilot such a cool vehicle, and as a fellow Torontonians I'm in awe of the way those guys can get across this town in less than a half an hour.

The question arose. If Ewa decides she wants to be a trucker, should I encourage her?

My first response? Yes.

When I was her age, I aspired, variously, to becoming a best-selling author, a farmer, the next Bob Dylan, a truck driver, or a Boston Celtics forward. I'll be forever grateful to my parents for many things but one of the greatest was that they never threw water on any of my burning ambitions. For that reason alone I'd tell Ewa to pursue whatever she wants.

I talked it over with my wife Helena. Would we want our youngster to grow up to be a truck driver? It's a tough one.

Last year, when our sister magazine, *highwaySTAR*, named Rene Robert, a veteran owner-operator, "HighwayStar of the Year,"

the remarkable man told me, "A mom and dad don't often brag about 'their son the truck driver.'"

That said; I am not going to try to push any of my kids towards a career path to make me proud. It's their life, not mine.

Helena commented that if driving were a recognized trade, it'd be a bit more attractive. She's right. Driving isn't like electrical or auto-tech, where you can serve a quantifiable apprenticeship,



PHOTO: Ewa Carter

The question arose. If Ewa decides she wants to be a trucker, should I encourage her?

develop a business around your piece of paper and become a true, recognized master by putting in the hours and taking certified upgrading courses that establish and verify your mastery. If driving comes to that, great, but it ain't there yet.

And of course trucking hours can be brutal and the pay so-so. So can any job.

Ultimately? If my bright, athletic and very funny daughter Ewa told me she wants to be a truck driver—and who wouldn't after talking to Mssrs Taverner and Bolton—I'd have to say go for it. But only if she chooses.

The worst reason to go into trucking is because there's nothing else. Trucking should not be a default position, as it is for too many. Or dead-end, for that matter.

I'll tell any youngster, Ewa included, get into a position where you can make an educated choice. Learn as much as you can about what's available, and if you choose trucking, do it for the right reasons. But for your own sanity, give yourself options.

And if you do earn your AZ, and if you are enjoying the road and pride of a job well done and if you do end up behind the wheel of a rig like Paul Taverner's, for Pete's sake do the right thing—and let the old man drive once in a while. ▲

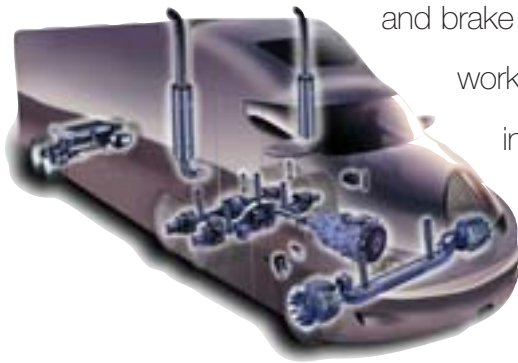
Peter Carter is the editor of *Today's Trucking*. You can reach him at 416/614-5828 or peter@todaystrucking.com.



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