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Seaway
Express's
Founder
**Bob
Gauthier**



January/February 2006
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Today's Trucking

The Business Magazine of Canada's Trucking Industry



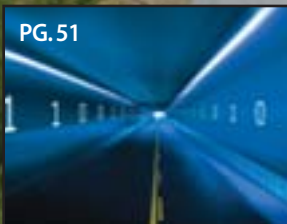
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Just Set'er on Cruise?
The Road Ahead for '06

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The new-stopping-distance rules, PG. 45



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Canada



**Kenneth R. Wilson
Award Winner**



Canadian Business Press



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Duelling duals

I think it is about time we conducted some real-time super-single-vs-dual tire tests.

Dual wheels are far from trouble-free for the roads we run on now. "Two sets of rain gutters" headline almost every truck route in Atlantic Canada now.

Improved puncture sealants allow an even higher sense of security if we know flat tires on super singles will not put units out of service.

Super singles will also permit more constant air pressure. The fact is, they really work.

Robert Goodwin,
Moncton, N.B.

More research, please

If speed limiters are to work, the concept must apply to all users of the road and not just select groups. There is very little research to prove that limiting truck speeds has any effect on overall road safety although there is evidence that a speed differential between different types of vehicles might in fact have a detrimental effect.

If you as a fleet owner choose to limit the speed of your company equipment, you have every right to do so. However, when it comes to equipment you do not own, I fail to see how you can force your policy on others.

Peter Campion,
Hamilton, Ont.

The endless endorsement dilemma

Re: "Is this gap fillable?" by Rolf Lockwood, July/August 2005.

I have to disagree with the idea of not letting truck drivers adjust their own brakes because so few of them can do it correctly. This problem could be corrected by not allowing a person to have a commercial vehicle licence for life without any regular retesting for competency. Why is it that a person could take a course on how to operate and understand the air brake system, pass the course, get their endorsement on their licence, and go work on the dock for the next 10 years and never get into a truck, and still have the air endorsement on their licence?

Commercial pilots, divers, welders, as well as many other professions, get tested regularly on their skills ability. Why not professional drivers? A licence has to be renewed regularly, so why not throw in a knowledge test on air brakes while they're at it. Heck, why not throw in a driver's road test as well? Professionals are always taking upgrading and courses to stay on top of their game. What's wrong with asking the same of professional drivers?

Ron Basi,
Sidney, B.C.

A need for speed

I have logged more than 10 years accident and citation-free as a owner-operator. Loaded or empty (and depending on my schedule) I usually set my cruise control on 105, and then just "put my feet up." I used to brag about the fuel-mileage I was getting.

On the other hand, when I saw a potential situation that might box me in, I made the necessary decision. That usually meant accelerating. And the feeling of knowing you have the power or the means is indescribable.

John Basler,
Ottawa

HOW TO REACH US: We want your feedback. Write editors@todaystrucking.com, or Letters to the Editor, Today's Trucking, 451 Attwell Dr., Etobicoke, ON M9W 5C4; fax: 416/614-8861.

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By Rolf Lockwood



Endless Possibilities

With a major addition to our website, we're exploring new ways to help you succeed. Knowledge, we figure, is king.

We've come a long way, you and me. Together. And we're about to take another major step forward. We've been travelling together because one thing we both do is more or less the same: research. When you're looking to spec a truck, investigate some new technology, or just search for ways to do your job better, your moves—if you have time to make them—aren't much different from mine.

Unless, of course, you're lucky enough to be working for a big operation with big resources and the clout to have manufacturers and suppliers come to you. If you don't have the time, and if you're not part of a big machine, chances are you'll often rely on the efforts of this magazine.

Researching a story on your behalf used to be a long and arduous task. Especially a technical piece. I'd visit local maintenance shops or dealers to watch an installation or a repair being done, maybe to borrow a manual. It was all very instructive, but very, very time consuming.

I'd usually have to call a few manufacturers to ask them to send me things—manuals again, spec sheets, whatever. When the fax machine arrived on the scene (remember, I've been doing this for over a quarter century), some things were simplified, but only to a point because not everything can be faxed.

And what about photographs? Necessarily snail mail or the expense of couriers unless I could snap them myself. Either way, more time, more effort.

But none of that is true any longer. Not even close.

Only one thing remains, namely chats with engineers and fleet supers and a host of others, the people with the knowledge we try to pass on. By and large those conversations can be done over the phone unless it's a complex topic that demands face time. And increasingly, they can be done by e-mail.

In fact, I do just about everything at the keyboard nowadays. My basic research is accomplished online, and by judicious use of search engines I find all manner of things I just wouldn't have uncovered in days gone by. Photographs and other illustrations are easily found and gathered over the Internet too, of course. The time required to research a technical story has been chopped dramatically, and the research is better, broader.

We conceived a way to simplify your lives by saving you time and maybe frustration.

So where am I heading with all this? It's about that 'major step forward' that we're about to take, you and me.

Recognizing that you're very unlikely to have the time to spend at the keyboard the way I do, that most of you work in smaller companies where you wear a lot of hats and need to know a lot of stuff, we conceived a way to simplify your lives by saving you time and maybe frustration. On our website, *TodaysTrucking.com*, you'll now find the first three of what will be at least eight 'Decision Centers' by the time the Truck World show rolls around in April. They're unique in the trucking world.

Covering specific subject areas—the first three are Brakes; Lubes, Filters and Fuel; and Trucks for Small Fleets and Owner-Operators—they're broad collections of information from as many sources as we can come up with, filtered by our usual editorial process. Our own archives, manufacturers, associations like TMC, schools like the University of Michigan's revered Transportation Research Institute, government departments, consultants, you name it. Think of each Decision Center as a library holding basic manuals and FAQs and research studies and all manner of advice from experts.

For you it represents one-stop information shopping. Rather than searching around a dozen or more websites, visiting a dealership, or waiting for the mailman to deliver something you've requested, chances are we've already found and posted what you're looking for online. So one quick trip to *TodaysTrucking.com* might well do the trick for you. If it doesn't, let us know and we'll dig up what you need.

These Decision Centers are not static creatures, I should note. They'll be expanded as we gather new information, and updated constantly. As we progress down this road we'll add audio and video clips and who knows what else. The possibilities really are infinite. Other subject areas will include Engines, Drivetrains, Medium-Duty and Vocational Trucks, and Human Resources, among others.

And lest you decide that this foreshadows the end of the magazine you're holding, relax. They're complementary efforts doing the same thing: serving your information needs. The means are different, but my job hasn't changed. ▲

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

Dispatch

BY MARCO BEGHETTO

Shades of Gray

Ontario's arbitrary rule requiring mandatory testing of truck drivers over 65 may soon be stricken from the books. The government has itself to thank.

Football coaching legend Vince Lombardi used to say “The harder you work, the harder it is to surrender.”

Older truckers should keep that in mind as a new Ontario law that ends the practice of mandatory retirement at age 65 also throws an ironic wrench into the government's own policy of annual on-road testing of senior truck drivers.

The new retirement law—an amendment to Ontario's Human Rights Code, which passed final reading in the legislature in December—lets employees decide when to call it a career. Previously, workplaces could force retirement through collective agreements or company policies even if an employee wanted to keep working.

However, when the legislation takes effect at the end of 2006, the government may find itself in court defending an Ontariocentric, age-based


rule that targets commercial drivers over 65 for annual medical and practical driving tests.

That policy—on the books in Ontario since classified licences were introduced in 1977—might be nearing its end, some labour law experts predict.

“If you can no longer discriminate against people who are over 65, than how can you justify arbitrarily picking the age of 65 as the date after which professional drivers should be tested?” says Christopher Andree, an attorney at Lawrence, Lawrence, Stevenson LLP in Brampton, Ont.

“I believe [mandatory testing] will be a breach of the Human Rights Code when the [mandatory retirement] change takes effect.”

A court challenge by truckers against annual testing would hurl the conflicting pieces of legislation on a collision course, Andree



GOLDEN YEARS? It's not age that's discouraged senior truckers from staying on the road in Ontario.

ches



suggests. “There’s lots of case law out there that says the Human Rights Code is quasi-constitutional,” he tells *Today’s Trucking*, “meaning it takes precedence over things like the regulation that allows for mandatory driver testing.”

Jim Rylance, a 75-year-old driver from Woodstock, Ont., is one of a handful of the province’s 3,000 senior truckers who have spent years fighting the government’s testing policy.

“I certainly hope it gets thrown out,” he says, reacting to the apparent litigious crack in the current law. However, he wonders, if the government faces tough sledding in justifying the rule before a judge or human rights commission, why doesn’t it simply “fold up its cards and go home,” saving truckers the time and expense of a challenge they would otherwise win.

For the record, Rylance doesn’t totally oppose retesting. But he does question the arbitrary age chosen for truckers and the distinction between AZ licence holders and car drivers, who don’t have to be tested until age 80.

And if older truckers are somehow more likely to be involved in an accident, why, asks Rylance, is the road test the exact same as the one administered to new drivers—and doesn’t reveal any shortcomings related to age, such as eroding cognitive skills, reaction, and decision-making?

Gerry Gerber, national

NOW THAT’S A KEG! For beer lovers, it’s almost worth getting stuck behind this Labatt truck convoy knowing that these eight 60-ft tanks will boost suds-making capacity to more than 50 million 2-4s a year.

The fermenting and ageing “Uni-tanks” were hauled across Ontario in two convoys of four during a three-day period late last year.

The first Uni-tank shipment originated in Germany where four new tanks were made and later shipped from Rotterdam to Sarnia, Ont. These 50,000-lb tanks were then rigged onto 120-ft-long flatbed trucks and transported to their new home at Labatt’s London, Ont., brewery. The second shipment originated in Toronto and passed through the towns of Brampton, Orangeville, Arthur, Palmerston, Kirkton, and Bryanston on the way to London.

The convoys were joined by a police escort with hydro and other utility vehicles supporting the complex logistics operation along the entire route.

“Our main priority during this phase of our expansion was to ensure the safe passage of the tanks to London,” said Bob Chant, director of corporate affairs for Labatt Breweries Canada. “We have worked very closely with local utility, hydro, and law enforcement officials at every location to ensure compliance with safety standards and to minimize disruptions.”



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trucking manager for private fleet Home Hardware, supports yearly medical tests for senior drivers. But he says he can’t swallow annual road testing when, in his opinion, many of the MTO test instructors probably wouldn’t pass the same driving exam themselves.

“If one of these guys takes me out, I want to make sure he can drive first,” says

Gerber. “A driver should be able to ask [that question] before he puts his job on the line.”

Andree doesn’t think on-road testing based on age will be categorically eliminated in Ontario—only that the goalposts will likely be moved.

“It depends on where the line is drawn of when it’s reasonable to do testing,” he



says. "What's likely going to happen is somebody is going to challenge this by saying 65—or 80, for that matter—is an arbitrary date. So, is it going to be somewhere between 65 and 80? Is it going to be every year? Well, someone smarter than you or I is likely going to have to come up with that conclusion.

"The plain statement that it's unfair to be tested on an annual basis because a [trucker] is no more dangerous or incompetent at age 66 than at 64 has some weight with me," Andree continues. "But the idea that a driver doesn't want to be tested at all, well, the trucking industry has enough problems."

Both Rylance and Gerber don't know many truckers that'll argue with that. They

Andree thinks the goal posts will move.

say many independent drivers simply want a fairer system that doesn't arbitrarily require them losing at the very least a day's payload every single year.

While the anti-mandatory retirement amendment is good news for senior workers in other industries, older truckers have already gotten used to working past 65 with industry's consent.

Many couldn't afford to retire even if they wanted to, including Rylance. With no solution to the growing driver shortage within grasp, it's important for industry and government to encourage experienced drivers to stay behind the wheel past retirement age, he says.

At 75, Rylance doesn't know for sure if he'll be on the front lines of a court

challenge against the testing rule. Or perhaps he just doesn't want to show all his cards just yet.

What he does know is he'll still be involved in one way or another. "Even if I do retire, or if they don't give me a licence, I'm certainly not giving up on this," he says. "I've put too much effort in to quit now."

Intermodal Sea of Change in Maritimes?

The coastal shipping lanes of the Atlantic aren't the first thing that comes to mind when you think about trucking, but that might be changing soon. There's a move afoot in the Maritimes to bring the two modes of transportation much closer to each other.

The encounter could prove interesting. Will they

veer off in different directions or will the two move in tandem?

Moving cargo by water was around long before the rubber hit the road, and over its long history the marine path has gone through cycles. It remains popular for moving goods in Europe and in the southern U.S. along the Mississippi, holding a prominent place in the transportation infrastructure.

Short-sea shipping or coastal shipping, originally under sail, was the mainstay of moving goods, particularly between Atlantic Canada, New England and points as far south as Jamaica and Bermuda. It also has a history on the St. Lawrence Seaway and on the Great Lakes, plus has had some success on the West Coast.

However, as highways improved and trucks

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LOG BOOK

Go online for more events, visit www.todaystrucking.com

February 21-22

Canadian Association of Importers & Exporters Western Canada Conference, Calgary Westin Hotel, Calgary. Focused on western sectors, this event covers customs audits, transfer pricing and classification, C-TPAT, and benefits under NAFTA. Contact: 416/595-5333 or click on www.caie.ca.

February 26-28

2006 Atlantic Truck Technology and Maintenance Conference, Delta Brunswick Hotel, Saint John, NB. Presented by the Atlantic Provinces Trucking Association. Contact: 1-866/866-1679 or go to www.apta.ca.

March 1-3

The Work Truck Show 2006, Georgia World Congress Center, Atlanta, Ga. Held in conjunction with the National Truck Equipment Association annual convention, the event includes more than 30 educational sessions, the latest work truck equipment from Classes 1-8 displayed by 450 exhibitors. Contact: 800/441-6832 or go to www.ntea.com.

March 7-8

Transpo 2006 Conference & Exhibition, Toronto Congress Centre, Toronto. The Canadian Industrial Transportation Association represents Canadian shippers. The annual event highlights freight shipping via all transportation modes. Contact: 613/726-1577 or point your mouse to www.cita.acti.ca.

March 23-25

2006 Mid America Trucking Show, Kentucky Exposition Center, Louisville, Ken. With over 1 million square feet of space, this is North America's largest truck show for truck OEMs, carriers, and component suppliers. Contact: Tim Young Exhibit Management: 502/899-3892 or go to www.truckingshow.com.

April 20-22

Truck World 2006: Canada's National Truck Show, International Centre, Toronto. Presented by Newcom Business Media, publisher of *Today's Trucking*, this is the signature trucking show in Canada for fleets, truck-makers, and suppliers. Contact: Elizabeth McCullough at 416/614-5817 or check it out at www.truckworld.ca.



Newcom Buys ExpoCam and CamExpo

QTA, CTA and CCARQ endorse shows.

Newcom Business Media Inc. has expanded its trade-show operations by buying the two key Quebec truck shows—ExpoCam and CamExpo.

Newcom, the company that publishes this magazine, also produces Truck World, Canada's largest truck show. A biennial exhibition that will take place on April 20, 21 and 22 of this year at the International Centre in Toronto (for more details, visit www.truckworld.ca).

ExpoCam takes place in Montreal every other year. The next show is scheduled for October 18-20, 2007 at Place Bonaventure. CamExpo, also biennial, will be held November 3-5 of this year at the Centre de Foires in Quebec City.

Under Newcom's leadership, the two Quebec shows will enjoy the support of the Quebec Trucking Association (QTA/ACQ) and the Canadian Trucking Alliance (CTA). ExpoCam and CamExpo

are the only Quebec shows to be endorsed by these prominent associations. CamExpo is also endorsed by la Corporation des concessionnaires d'automobiles de la régionale de Québec (CCARQ). Similarly,



JIM GLIONNA
President
Newcom Business Media Inc.

Truck World is endorsed by the CTA as well as the Ontario Trucking Association (OTA).

Newcom has a long history—dating back to 1987—of delivering crucial information resources to the trucking industry. In addition to *Today's Trucking*, its trucking titles also include *Transport Routier*, *highwaySTAR*, *Truck & Trailer*, and *Truck & Trailer West* magazines.

Believing that the Internet is now as important as other media in reaching truck operators, Newcom recently

announced a significant upgrade to its award-winning web site—TodaysTrucking.com (see "Endless Possibilities" by Rolf Lockwood, on page 9 of this issue).



RICHARD BELANGER
General Manager
CCARQ

this expansion of our trade-show division into Quebec just solidifies our core business. From the industry's standpoint, having Canada's national truck shows (Truck World and ExpoCam) owned and produced by the same company and endorsed by OTA and QTA ensures that these events will continue to be held in Toronto and Montreal, Canada's largest markets," he adds.

Says CTA Chairman John Cyopeck, "I've known Jim [Glionna] a long time and he's a man with a vision. Under his leadership, they'll put on the best shows possible."

"Newcom has gained an indisputable reputation in the trucking industry. The group has clearly proven its capacity to put on first class events," says Marc Cadieux, QTA President and CEO.

"Newcom has created solid and trustful relationships with the OTA and the CTA and made TruckWorld in Toronto an unequivocal success both with exhibitors and visitors," adds



JOHN CYOPECK
Chairman
Canadian Trucking Alliance

Marc Brouillette, Chairman of the QTA. "Newcom brought a new energy to that show. We are convinced that Newcom will bring that same commitment and enthusiasm to Quebec."

"The quality of Newcom's achievements, the strength of its team, its presence and commitment to the trucking industry, convinced us they have the best tools to assure the prosperity and development of ExpoCam and CamExpo. We are proud to endorse Quebec's two largest

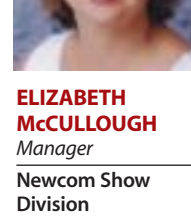


MARC BROUILLETTE
Chairman
Quebec Trucking Association

trucking shows and to be associated with a group of Newcom's caliber and prestige," Cadieux concludes. Elizabeth McCullough, Manager of Newcom's Show Division, says that the addition of the Quebec shows will be a plus for

exhibitors, too. "Anyone who buys booth space at these things knows that it's easier to work with one set of rules than three. There'll be far fewer headaches for the OEMs and other exhibitors."

"Visitors familiar with CamExpo," she adds, "will be glad to know that Roger Paradis and Roger Desrosiers, who have been the faces of the show for years, will be staying on."



ELIZABETH McCULLOUGH
Manager
Newcom Show Division

Newcom purchased the shows from dmj world media canada Inc., a wholly owned subsidiary of the Daily Mail and General Trust plc

(DMGT), one of the largest and most successful media companies in the United Kingdom. The transaction was finalized on January 26. ▲

Dispatches

became more the favoured mode of moving product, coastal shipping—although still very much in the picture—has taken a backseat to the faster form of transportation.

Still, with such mounting concerns as the unpredictable fluctuations in the cost of fuel; the political scorn for highway congestion; the tighter security regime at the Canada-U.S. border, and the general escalating costs of truck operations, short-sea shipping is once again appearing on people's radar—especially on the Atlantic Coast.

The federal government sure thinks the two transport modes might coexist in a fruitful partnership. It has caught the short-sea bug at least to the point where Transport Canada is jointly financing a \$52,000 "Atlantica" study with Dalhousie University in Halifax and the Halifax Port Authority that looks into the potential for a sophisticated short-sea shipping system on the East Coast of Canada and the U.S.

Dr. Mary Brooks and J.R.F. (Dick) Hodgson, both with Dalhousie, will focus their insights on "how to develop a service you would want to use as an alternate way to move goods and for some people this is an issue about getting trucks off congested highways. For Atlantic Canadians one of those highways is the I-95 down the East Coast of the U.S.," says Dr. Brooks, who has an extensive background in marine transportation.

Meanwhile, one transportation analyst says the trucking industry shouldn't

be concerned about losing freight to this form of marine transport but should look at it from a point of how short-sea shipping can benefit trucking.



SAY CAN YOU SEA: The Halifax Port Authority is embarking on a study exploring an "Atlantica" concept for Maritime Canada and the U.S.

Sam Barone of InterVistas-ga2 Consulting, says the trucking industry should use short-sea to its advantage to make moves in and out of some key corridors because "the type of shipping being contemplated, I don't think is being geared toward time definite type loads."

He likened the situation to the trucking industry using the rail to piggyback trailers across the country. "I don't think short sea will be a modal diversion. It should be looked at for what the economics are and the economics of shipping are very well documented," he said. "The trucking industry can use it as they do rail, as a supplement to their own services they are providing."

Wes Armour, president of Moncton-based Armour Transportation Systems says his company has been partnering with Oceanex

Shipping Line out of Halifax to send cargo to Newfoundland and Labrador. However, he's not convinced moving cargo from Halifax to Montreal, for

port terminals could bring costs down and less time on the road for drivers may be encouragement for people to get into the industry.

Adds Sam Barone:

example, by sea would be a great benefit because it would take too long.

Roger Swallow of Halship, a feeder short-sea operation between Halifax, Portland, and Boston, is realistic enough to know time sensitive cargo won't work on his 500-TEU vessel. But it's the cheapest mode of transportation, and when moving goods into the U.S., the containers are pre-cleared by U.S. Customs in Halifax before they are loaded onto the vessel, he says.

Patrick Bohan, manager of business development for the Halifax Port Authority, says for short-sea shipping to take a leap to a more practical stage it would probably be a result of trade that goes under served by trucks.

He suggests the service might even be a bit of a motivator for trucking where shorter hauls from

"Transportation is a derived demand so it is the shippers and supply chains that are deciding given the time requirements and price sensitivities. These are the combinations of modes on a blended basis that we want to have in our supply chains to deliver the goods," he says. "We have to look at it from that respect."

— by Tom Peters

Speed Governors Co-operation On Speed Limiters

With the Ontario's Ministry of Transportation (MTO) actively soliciting input on the Ontario Trucking Association's (OTA) suggestion that all trucks operating in that province be limited to 105 km/h (65 mph), owner-operator groups on both sides of the border are joining forces to

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Dispatches

oppose the proposal.

U.S.-based Owner Operator and Independent Drivers Association (OOIDA)—which represents about 130,000 truckers—and Owner-Operators Business Association of Canada (OBAC) have announced they will speak with a single voice in opposition.

Should governments impose such legislation, all trucks travelling in Ontario—including those from other provinces and the U.S.—would be subject to speed limiters, commonly known as engine governors.

Ontario's transport ministry intended to accept comments from industry stakeholders until Dec. 23, 2005. However, in a letter to MTO transportation enforcement director Peter Hurst,



OBAC director Joanne Ritchie criticized the short window of time truckers had to weigh in on the proposal and asked the government extend the deadline.

"That you should consider 10 working days in the pre-Christmas period adequate

time to review and provide thoughtful commentary on such a significant issue can only be charitably described as unreasonable," she wrote.

The MTO then informed OBAC it would extend the deadline, but still planned to maintain its schedule of submitting a brief to the minister for review by the end of January.

Asked by *Today's Trucking* if, overall, the comments submitted to date leaned to one opinion over another, Dwain Smith, senior policy advisor for MTO's Carrier Safety and Enforcement Branch, said the Ministry is still "carefully

analyzing all responses."

Ritchie also hints that her group is being kept out of the loop. She claims that neither OBAC nor OOIDA were invited by the OTA's Blue Ribbon Task Force to provide input on the proposal.

Ritchie says she is fundamentally in favour of reasonable road speeds for all vehicles, and particularly for owner-operators as it relates to the cost of running their trucks at higher speeds, but she has concern with OTA's approach to the issue.

"Rather than government interfering in the business and operating decisions of private industry, they should be paying more attention to their safety mandate by enforcing existing road speeds for vehicles—trucks



or four-wheelers—that are actually speeding.”

OOIDA President and CEO Jim Johnston said professional drivers will resist the plan because they know creating a speed differential is plainly a bad idea.

“One of my main objections to it is a group of motor carriers get together and decide that they personally would like their trucks limited at a specific speed, which they certainly have every right to do on their own,” Johnston said.

But OTA insists that it just wants truckers to comply with the rules that are already on the books. And the group isn’t going to make apologies for promoting an equal playing field for members—many of which already voluntarily control the speed of their fleet, OTA

President David Bradley has said repeatedly.

“This is a safety issue, and it’s to deal with fuel consumption. But more importantly it’s to level the competitive playing field,” Bradley says.

Highways

NWT Pushes Arctic Highway

Transport officials in the Northwest Territories are calling on Ottawa for \$700 million in loan guarantees in order to extend the all-weather Mackenzie Highway roughly 800 km from Wrigley to Tuktoyaktuk.

“It’s certainly about resources,” says Deputy Transport Minister Russell Neudorf.

continued on page 20

heard on the **Street**

■ **CONTRANS INCOME FUND** has acquired its third consecutive specialized flatbed carrier. The company, **General**

Freight Carriers in Saint John, N.B. is focused on the transportation of building products like softwood lumber and other goods, primarily within Eastern Canada and the Northeastern U.S.

The 47-truck fleet operates about 60 trailers and employs 10 owner-operators.

Larry Cox, owner of General Freight, told *Today’s Trucking* that the time was right to sell. “I came to a point in my life where I just turned 60, and the opportunity was there,” he says. “The proposition was right where we could operate as an independent company and maintain all our staff.”

■ **SCHNEIDER NATIONAL**, one of the largest trucking and logistics firms in North America, has named **John Ferguson** general manager of its Canadian office. It is the first such appointment at Schneider’s Guelph, Ont. location.

Ferguson, who joins Schneider National from PBB Global Logistics, will lead the development and execution of business strategy in the Canadian marketplace, ensuring profitability across all lines of business as well as the alignment of key shared services, the company announced.

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on the Docket

CARGO SECUREMENT REGS CLARIFIED

North America's cargo securement rules have undergone the first of what insiders say will be several clarification exercises. During a meeting in New Mexico in the fall of 2005, officials from Canada and the U.S. met to discuss the rules and to come up with interpretation of how they are to be applied. Here's a few examples of the rule clarifications that emerged from the meeting, taken from the first National Safety Code, Standard 10 Interpretation Guide.

Inspection of Sealed Vans:

The NSC Standard does not specifically require some form of written documentation as proof that the vehicle not be open for inspection. However, it would be good practice to have documentation from the shipper or carrier that indicates the driver was instructed not to break the seal.

Working Load Limit -

Tiedown: When determining the WLL of a tiedown, it should be known that anchor points are not currently required to be rated and marked. Consequently, unmarked anchor points are considered to be as strong as the weakest link in the securement system (unless there are obvious defects that would place it out of service).

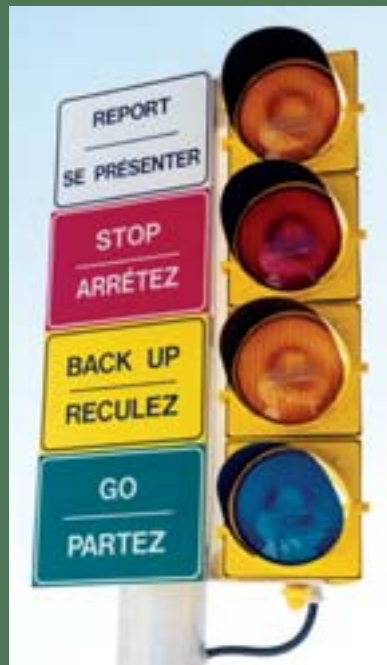
Rub Rails as Anchor Points:

Rub rails can be used as an anchoring point if the tiedown is fitted with a flat hook end and it is not possible to attach the hook to another more suitable anchor point. However, best practices would have tiedowns routed inside the rub rail.

The entire document can be found at www.cmta.ca.

HIGHER STANDARD FOR INSPECTIONS

There's a sweeping new set of trip inspection rules coming our way soon, depending on various provincial legislative schedules. Saskatchewan introduced them in the summer of 2005, but have



just started enforcing them because none of the other provinces are there yet. Most provinces say they'll have something in place by the end of this year.

Under National Safety Code Standard 13, trip inspections will have to be more thorough, but drivers and carriers will have clearer guidelines on what each is responsible for. It makes allowances for trucks to be operated with minor defects, and it's quite clear on the difference between a major and a minor defect. What's more, the training material that will accompany the new standard describes what is to be inspected and how.

While the old standard listed 23 items the driver was expected to check, the new standard has more than 70.

"There's more to check, but drivers won't necessarily be held responsible for all of it—things that are hidden and beyond your ability to detect at the side of the road," says Chris Brant, manager of Ontario's Carrier Safety Policy Office. As for general maintenance and upkeep, fleets will be responsible for the overall condition of the vehicle, and will be accountable for repairing items written up by drivers.

John Meed, program manager for Saskatchewan's Transport Compliance Branch, told *Today's Trucking* recently that out-of-province drivers still using the old inspection reports and following their local rules will not be penalized in that province. He did add, however, that drivers who are stopped for routine inspections are being given

information packets outlining the new requirements. They will be expected to be in compliance the next time they're stopped.

TOLERATING WEIGHT

New Brunswick Transportation has extended the deadline for weight tolerance elimination as part of an agreement on uniform commercial vehicle weight limits.

Originally, all four Atlantic Provinces were ready for implementation on Jan. 1, 2006. But in December, Nova Scotia announced the removal of automatically applied weight tolerance would be delayed one year until January 1, 2007.

Responding to concerns

from the Atlantic Provinces Trucking Association, New Brunswick recently announced it would delay implementation for two years.

According to the APTA the 500-kg-per-axle weight tolerance will apply until Dec. 31, 2006. Other scheduled changes to the regulations will also be delayed until Jan. 1, 2007.

"So we're in harmonization with Nova Scotia for another year," says APTA and Warren Transport President Vaughn Sturgeon. "Now we're in talks with that province about what their stand is—whether they'll further match New Brunswick and what we're going to do about 2007."

The APTA is still awaiting word from PEI if that province plans to follow suit as well.

According to Sturgeon, the weight tolerance elimination was a growing concern for the struggling pulp and paper and wood bulk industry.

"This was going to put their prices up fairly substantially," Sturgeon explains. "The thinking was that some of these industries have already had a rough couple years and [the government] didn't want to be adding to that extra suffering. The feeling was they would put that off to help industry."

ARE YOU FIT FOR ALBERTA TRUCKING?

As of New Year's Day, Alberta carriers that operate outside of the province are required to obtain a Safety Fitness Certificate.

Currently under Alberta's legislation, a carrier with a commercial vehicle registered at 11,794 kilograms or more, must obtain a SFC from Alberta Infrastructure and Transportation.

While this rule has not changed, Transport Canada's new MVTA threshold requires truckers operating vehicles with a GVW exceeding 4,500 kg to obtain a SFC as well.

According to the Alberta Motor Transport Association (AMTA), the new SFCs will now display an Operating Status, which will be either federal or provincial.

Provincial Operating Status authorizes travel with vehicles over 11,794 kg GVW in Alberta only, while the federal Operating Status authorizes travel anywhere in Canada (point to point or to the US border).

If a carrier operates outside of their allowed jurisdiction, they will be in violation.

Alberta Transportation will determine what Operating

Status to issue carriers based on available information. Carriers wishing to declare a new Operating Status must submit an OS Declaration form.

Changes from a federal to a provincial Operating Status is restricted, however. All carriers that obtain a SFC must implement written safety and maintenance plans and maintain driver and vehicle files on all drivers and vehicles that operate under the authority of the SFC. In January, inspection, conviction, and collision information on all vehicles will appear on the NSC profile for federal carriers and will be taken into consideration when determining a carrier's safety rating.

For more info visit www.infra.gov.ab.ca, or contact Carrier Services at 403/340-5444.

US STOP DISTANCE STANDARDS PROPOSED

The U.S. National Highway Traffic Safety Administration (NHTSA) has issued a proposal for more stringent stopping distance requirements for heavy trucks.

The agency intends to amend the air brake standard in order to



improve the stopping distance performance of truck tractors.

After performing an extensive series of stopping distance tests, the NHTSA has determined that stopping distances for tractors can be reduced by 20 to 30

percent from current standards.

Furthermore, because of new developments in air disc brakes, enhanced larger-capacity drum brakes, electronically controlled brake systems (ECBS), and advanced ABS, NHTSA concludes that tractors can achieve these new conditions with existing available technology, with modifications only to the foundation brake systems.

With disc brakes at all wheel positions, test vehicles at GVW rating conditions travelling at 60 mph were able to exceed a 30 percent stopping distance reduction from the current requirements. To read the full report go to: <http://edocket.access.gpo.gov/2005/05-24070.htm>. For more on the new rules, see "Your Next Big Brake," page 45.



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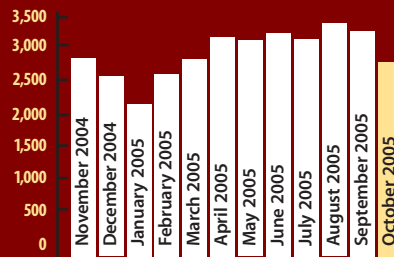
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truck sales index

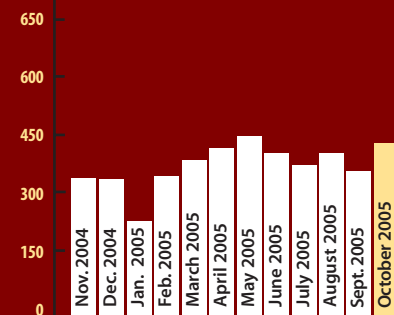
October 2005

CLASS 8	This Month	YTD '05	YTD '04	Share
Freightliner	607	6853	5723	23.4%
International	601	6582	5254	22.5%
Kenworth	459	4257	3569	14.5%
Peterbilt	321	2844	2748	9.7%
Volvo	241	2675	2712	9.1%
Sterling	172	2113	1761	7.2%
Western Star	243	2105	1663	7.2%
Mack	149	1869	1508	6.4%
TOTAL	2793	29298	24938	100.0%



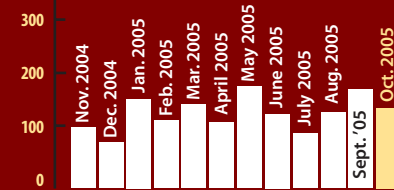
12-month Class-8 Sales

CLASS 7	This Month	YTD '05	YTD '04	Share
International	87	1127	1132	28.9%
Freightliner	48	575	543	14.7%
General Motors	36	528	615	13.5%
Kenworth	44	454	391	11.6%
Peterbilt	47	420	412	10.8%
Sterling	79	361	396	9.2%
Hino Canada	26	224	223	5.7%
Ford	73	216	22	5.5%
Western Star	0	0	3	0.0%
Mack	0	0	2	0.0%
TOTAL	440	3905	3739	100.0%



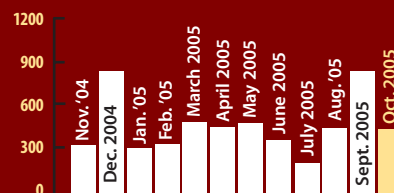
12-month Class-7 Sales

CLASS 6	This Month	YTD '05	YTD '04	Share
International	31	517	528	40.4%
General Motors	15	231	143	18.0%
Freightliner	23	167	187	13.0%
Hino Canada	26	163	85	12.7%
Sterling	6	105	64	8.2%
Ford	40	97	2	7.6%
TOTAL	141	1280	1009	100.0%



12-month Class-6 Sales

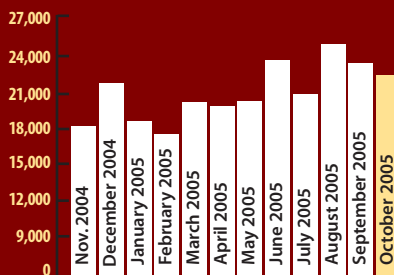
CLASS 5	This Month	YTD '05	YTD '04	Share
Ford	205	1887	1887	46.1%
General Motors	145	1182	1182	18.6%
Hino Canada	57	574	574	8.9%
International	21	529	529	8.2%
Freightliner	23	66	66	1.0%
Sterling	0	0	1	0.0%
TOTAL	451	4238	4239	100.0%



12-month Class-5 Sales

U.S. RETAIL TRUCK SALES

CLASS 8	This Month	YTD '05	YTD '04	Share
Freightliner	6720	67445	47925	31.8%
International	4099	39200	31210	18.5%
Peterbilt	2685	24413	21277	11.5%
Kenworth	2378	22020	18613	10.4%
Mack	2252	21593	16086	10.2%
Volvo	2399	21504	16388	10.1%
Sterling	1494	12810	9551	6.0%
Western Star	251	2426	1788	1.1%
Other	57	510	727	0.2%
TOTAL	22,335	211,921	163,565	100.0%



12-month Class-8 Sales, United States



Online Resources: For more truck sales stats, go to todaystrucking.com

Sources: Canadian Vehicle Manufacturers Association and Ward's Communication.

The proposal estimates 10,000 trucks a year could be rolling along the great White North route by 2010, although Neudorf admits that date is "a little ambitious."

Trumpeting several advantages, the territorial government also said this link to the Arctic coast would make northern transport more resistant to climate change by eliminating the need for several ice roads.

The cost of building the route would be financed over 35 years with debt payments of \$35 million a year. That means the true cost of paying for the extension would be \$1.225 billion.

Neudorf says rather than looking at \$1.225 billion or \$700 million, he prefers to focus on \$35 million per year, calling that "potentially more palatable" to the federal government.

Part of the proposal calls for a \$500 toll for all commercial vehicles using the route to help offset the cost.

"Based on 10,000 trucks per year ... \$500 seemed like a nice round number," says Neudorf.

Long-time Hay River owner-operator Earl Ruttle, who started running NWT ice roads in 1967, says the savings in repairs would make up the price of the toll.

"You have to use tire chains as soon as you go north of Wrigley," he says. "Those cost \$1,000 for a good set and you need to carry two."

— by John Curran ▲

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Looking Backward, Fondly

driver's side HighwaySTAR's *Classic Series* is a tribute to the trucks we cut our teeth on, and we're looking for yours. By Jim Park

Many of you will have seen the feature We've been running in *highwaySTAR* over the past year: the Classic Series. (*highwaySTAR* is published by Newcom Business Media, which also publishes *Today's Trucking*.) For those who haven't seen it, we've run a dozen pictures, so far, of trucks from bygone days. The oldest was a 1944 Kenworth Model 524 owned by Kurtz Trucking in Breslau, Ont. The youngest was a 1980 Mack Cruiseline, belonging to Tackaberry Construction of Athens, Ont.

You don't see many Cruiseliners on the road anymore, and that makes it worthy of a page in the Classic feature. Nor do we see much '60s-vintage iron anymore, like Brian Cathcart's Pete 281, streaming twin plumes of coal-black smoke from the stacks. At night, you'd often see a tongue of flame poking out the top of the stack—a dead giveaway that its driver had turned the wick up a little.

I haven't been around long, but I do remember when power steering was optional, and air suspensions were just breaking into the mainstream market. As "the new guy," I rarely got a taste of such luxury. But I did get to drive a rather interesting truck for a while: it was a long-wheelbase double-bunk Freightliner COE with a V-12 Detroit. Each bank of cylinders had its own turbocharger, and it had .85 injectors in

it. It was said to put 625 hp to the flywheel. I can't say precisely, but it was quick and it was fun to drive. Had a ton of fun at traffic lights with that one, but the old oilslinger had quite an appetite for fuel too.

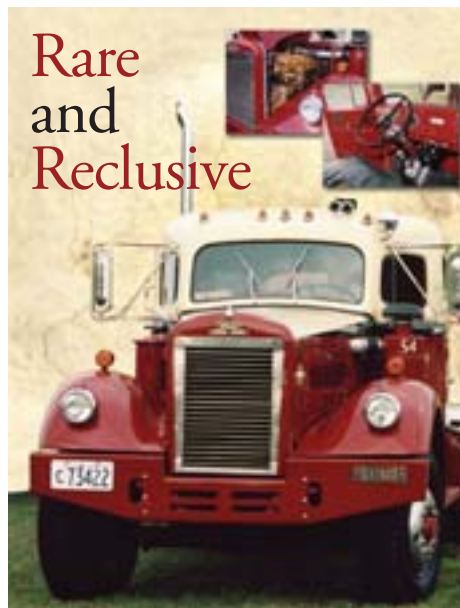
Most of us who've been around 20 years or more have a tale like that, I've found, which is why I've really enjoyed hunting down trucks for the Classic Series. It's mostly because of the characters who own them—particularly the ones who used to drive them.

One described to me the days when trucks were beginning to gain popularity over horses. His dad had a horse-driven business and he recalls doing battle with the critters to get the job done. The horses worked complacently for the old man but kicked and bit when the sons tried to elicit a bit of equine cooperation.

Those early trucks were nothing to write home about, but at least they didn't fight back—directly. (Another chap told me that horses had one other advantage over trucks: They always found their way home even if the driver made a few too many stops on the way home.)

Okay, so those twin-stick

gearboxes only broke a few wrists. There probably weren't that many toes lost to frost bite, and those low-roofed B-models probably didn't cause that many crooked backs. But heck, those were the good old days.



The transition from gasoline to diesel power was another great time for trucking. When the first diesels started appearing under truck hoods, they boasted 160–185 hp. Ross Mackie's 1954 White WC120 (pictured above) came with a 180-horse Cummins—and it was a heavy-hauler! I started on a 290-Cummins, and looked forward to working on weekends when my company seniority—or lack of it—allowed me to enter the hallowed realm of the 350. Talk about moving up in the world.

For better or worse, those trucks—with all their short-

comings—were where many of us cut our teeth. We retain mostly the fondest of memories of our time inside the things, and laugh about the tougher moments. We're still here to talk about them, right?

HighwaySTAR's Classic Series, sponsored generously by Chevron, is a tribute to the trucks that built trucking, and in a way, to the folks who drove them to glory. If you have such a truck out behind the shop or tucked away in a barn somewhere, or if you know someone who does, please let us know about them. We're after trucks built between 1950 and 1970, roughly. Older or newer will work too, if they're unique or noteworthy.

The Classic Series also resulted in a great 2006 calendar that this company published and included in the December issue of *highwaySTAR*. If you didn't get one, all you have to do is send us your idea for a classic truck and we'll put a calendar in the mail for you. Send your photos to me at the email address below or mail it to Classics, 451 Attwell Dr., Etobicoke, Ont., M9W 5C4. Also, the project was such a success we're going to keep the feature around for the foreseeable future. There are plenty of pages to fill with these old beauties, and one of them could be yours. ▲

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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MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



ACE: It should take the wild cards out of border crossing.

ACE Up Their Sleeve

borders *How e-Manifests should help your loads clear Customs faster. By Duff McCutcheon*

It's early days and there are lots of bugs still to work out, but the U.S. Customs and Border Protection's (CBP) Automated Commercial Environment (ACE) looks like it might actually speed up cross-border traffic.

The new program is currently being tested at selected border crossings in Washington State, North Dakota, Minnesota, and Michigan.

"I think the concept behind it is great," says Ron Cameron, Project and Systems Analyst with Liberty Linehaul. "I like the fact that, from a driver's standpoint, I get to the border and everything's there in

advance. I haven't sent anything to the broker. My carrier has done the electronic manifest and sent that ahead to customs. I'm free to concentrate on driving and getting my load to its destination."

And Sandra Perrigo, the director of border services for the Mullen Group—one of the first Canadian companies to submit an e-manifest—said the program is "working great... the drivers are a lot happier now."

Basically, ACE is a streamlined release systems protocol mandated by the Trade Act in 2002. It involves pre-selected truck carriers who will transmit electronic manifest data and obtain release of their cargo,

crew, conveyances, and equipment via the ACE Portal or electronic data interchange (EDI) messaging. Information is shipped to U.S. Customs via an electronic or "e-Manifest" so customs' computers can check shipments and make a go/no-go decision before the before the truck arrives at the border.

ACE Secure Data Portal access and e-Manifest features are expected to be deployed at all land border crossings by the end of 2006, according to CBP. Customs expects ACE to be fully deployed at all border crossings by 2010.

Carriers can access ACE in a variety of ways. First, there's the do-it-yourself method. The carrier can establish an ACE Secure Data Portal account or file an e-Manifest via Electronic Data Interchange (EDI), with no charge from the U.S. government. Or you might choose to use products supplied by private service

providers, such as value-added networks (VANs) and software developers, to file your e-Manifests for a fee.

The key to the system is the e-Manifest—the tool that gets the information into the customs “environment.” The e-Manifest provides customs officers with cargo information, such as crew details (driver and passenger); description of conveyance (vehicle/truck/cab); description of equipment as applicable (trailer); and shipment details, so they can begin processing the truck even before it arrives at the gate.

If the computer determines the shipment is low risk, then it’s given the green

light to get it out of there. If the load matches something in the system’s search criteria, then it’s flagged for a closer inspection once it arrives at the border.

“Customs officers don’t have to remember to look for everything because the computer handles it all,” says Cameron. “Instead it frees customs to concentrate on things that shouldn’t be going on.

“It’s also reducing traffic lineups because now that we have pre-notice in, when I arrive at the border, it’s already in their system, I hand in my paperwork and proceed on through.”

Besides potentially expediting border

crossings, ACE has other benefits, including greater flexibility in which crossings drivers can use. With PAPS, if a driver says he’s going to cross at Windsor, Ont., he or she has to cross at Windsor. If there’s a wreck on the 401, he will have to find a way around and continue on his way to the Windsor border. ACE will remove that restriction. You could send your information to Ft. Erie–Buffalo, N.Y. and cross at Blaine, WA if you wanted to.

It will also remove the old trap load limit, according to Linehaul’s Cameron. “If I have 10 shipments on the truck and they’re all set up on ACE, I’ll clear without getting out of the truck—that’s the ultimate goal.”

Of course, the system’s not without its bugs—and that’s to be expected considering the magnitude of the system and the fact that it’s still very much in the test phase. CBP is also introducing ACE at the U.S.A.’s southern border crossings.

For example, currently e-Manifest has not been fully implemented and carriers are still relying on brokers to relay the information to customs, “which means I have to get them the information earlier [than the current three-hours before arrival at the border] so they can do their job,” says Cameron. Depending on how ACE-savvy the broker happens to be, some brokers need more time than others. And if a shipment has a lot of line items on it, they have to list it all out—which takes even more time.

Scott Johnston, president of Yanke Group in Saskatoon says another problem is the fact that the shipper community is largely in the dark about ACE and other changing border regs. While Yanke has kept abreast of the changes, “when our sales group talk to our customers about it they don’t know what we’re talking about. They’re all still on PARS, so when you get to PAPS and ACE they just don’t know. Customers just aren’t there yet.” ▲

STRANGE CUSTOMS

EVER GET THE FEELING THAT ONE BORDER CROSSING IS WORSE THAN ANOTHER? YOU’RE NOT ALONE.

Need an incentive to sign on with ACE? Here’s one: In theory, the new e-Manifest system should go a long way in minimizing a problem that truckers have lived with for years—inconsistencies at the border.

Just as different trucking companies are governed by markedly different management styles according to the executive talent at the helm, so too are border crossings run by directors that set their own policies—at least to a degree.

That’s why you might, for instance, hear that at one border crossing, a load with five different shipments from five brokers requires five manifests while at another crossing, that same load will only need one manifest. Or about how the guards on dayshift treating your trucks differently than the guys on graveyard?

The reasons for the inconsistencies vary and might be as simple as staffing policies that put people in lousy moods. Or, according to Maureen Celmer, vice president of Livingston International’s U.S. Customs Brokerage Operations, different ports of entry may have different lookouts for particular kinds of traffic coming through—very much port-specific kinds of things.

“It’s supposed to function the same, but the local customs officials do have the authority to decide what or what’s not important on a shipment-by-shipment basis. So you can visit



one port and not experience any problems and visit another with the same issue and find lots of additional questions being asked.”

The sooner every crossing employs e-Manifests, the sooner this problem will at least fade to gray.

Meantime, what’s the best way for drivers to deal with some extra attention at a border they’re not accustomed to?

Keeping a level head is always a good idea, because getting into a shouting match with someone with the power to arbitrarily keep you out of their country is never a good idea.

The best bet: Arm the drivers and dispatchers with intelligence on the port—even the particular shift they’ll be dealing with. Are they sticklers for paperwork? Are they consistent?

Ask around. You’ll find drivers and dispatchers who’ve been to the crossings in question. It’s always good to check with your dispatcher or operations manager or other drivers that have crossed there before so your drivers’ll be prepared.

— by DUFF McCUTCHEON

FOR MORE INFO

Scott Johnson’s right. It’s time to learn more about ACE. Start here: www.cbp.gov/modernization. It’s the very user-friendly website for the U.S. Customs and Border Protection Cargo systems office. Or call 703 650-3000.



NO BORDERS **HERE**

HOW TRACKING TECHNOLOGY'S GOING TO SPEED YOU UP, TOO.

You've heard about RFID (Radio Frequency Identification) and if you're like most people in trucking, you're wondering if and how it's going to affect you. You're right to be concerned.

RFID is technology based on communication between wireless tags and readers and it's revolutionizing, albeit in a January/molasses sort of way, the world of warehousing and logistics. In other words, trucking.

RFID's been around in one form or another for 80 some years and it's already very much a part of trucking. Where, for example, would over-the-road drivers be without their E-Z Pass chips that let them zip through tollgates?

You also might have read that the world's biggest retailer Wal-Mart is introducing RFID tags and readers into its vast network. Each piece of merchandise is tagged, and RFID not only reads the tags on incoming freight but it also "writes" to the tag, so the merchandise carries new information as it passes through the system.

Specifically, the RFID tag on a skid of DVD players will reveal that that the player was assembled in Thailand, shipped through

Singapore to Vancouver, trained to Toronto, trucked to Concorde, then Mississauga and finally sold to an end user. (Of course, if he collected bonus points on the purchase, we'll know everything about the end user, too.)

Recently, Wal-Mart, in conjunction with the University of Arkansas completed a study that proved that stores in which products were tagged with RFID sensors rather than bar codes had 16-percent less "out of stock"

reports, and the shelves were replenished three times faster.

This, according to Wal-Mart brass, is sufficient evidence to proceed with an aggressive RFID program. And by 2006, more than 1,000

Wal-Mart stores and clubs and distribution centers will be

going live with RFID technology. The following year, Wal-Mart will expect its 600-plus top suppliers to be equipped with RFID sensors.

What does this mean to you? For one thing as the technology spreads through retailing and manufacturing it means more rigorous scheduling. More communications between

you and your customers.

And later, in the more distant future, you'll see RFID opening up communication channels you didn't even know exist.

Gene Griffin is the director of the Upper Great Plains Transportation Institute, a division of North Dakota State University. He says RFID—and its ancillary technologies will be universal.

Griffin and other RFID advocates foresee an international logistics system in which virtually everything is tagged—every piece of merchandise, carton and envelope—and trackable via universally compatible transponders at manufacturing plants, warehouses, truck terminals, airports and even along highways.

A decade from now, if you see a tractor trailer barreling by with "Alien Inside" printed near the registration numbers, don't phone the authorities. ET has not landed.

It will probably be referring to Alien Technologies—the company operating as a partner with Griffin's department at the university. Right now, he says, the barrier to wide-scale adoption of RFID tech is simply the cost of the tags, but he's looking forward to the day when an RFID chip is cheaper to create than a bar code and smarter than the computer that's on your desk.

As the tracking technology becomes feasible, the sensors will evolve from being "dumb" and reactive to "smart," and proactive. That means the tiny chips will not only read and record information, they will make things happen as a result.

Roadways equipped with the chips will be able to not only measure temperature change

mid-season, but the chips will also be able to dispatch the salt trucks as well as issue weight-restriction orders to the offices of the trucking companies.

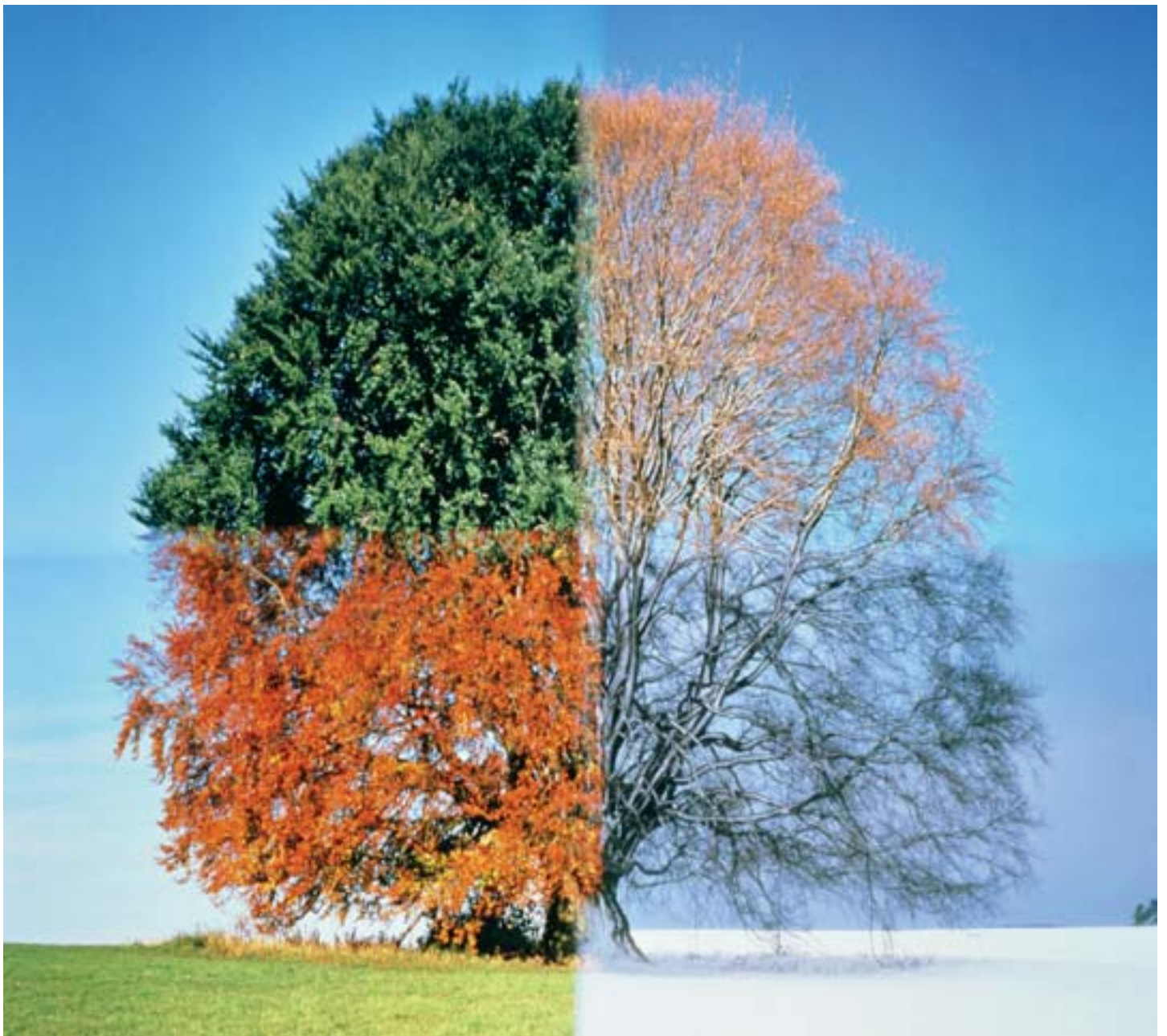
Or, a chip in a truck will be able to communicate with one implanted in the roadside speed limit sign so an alarm will sound

in the cab if a driver errs and enters a slow zone going too quickly. Your freight will be telling the customer's loading dock that you're heading into the warehouse.

An alien inside? No. Just the future of your business.

— BY TODAY'S TRUCKING STAFF

As the tracking technology becomes feasible, the sensors will evolve from being "dumb."



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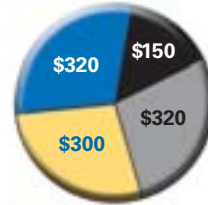
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Hey Barkeep!

safety dept. *Set that thing higher. Your employers will thank you for it.*

By Raymond Mercuri

Early in my career, I assigned a manager to a problem terminal facility. His mandate: turn the place around.

The first thing he did was paint the reception area, the offices, and the drivers' room. Next, he revamped and reorganized the workstations.

Then, he hung up his "Teamwork" poster. He scheduled meetings with every terminal employee and owner-operator to outline his expectations and his commitment to open and honest communication.

Within a year, this so-called problem terminal facility went from being the worst in the company to one of the most productive. Turnover fell, morale rose, and teamwork prevailed. Productivity, budget compliance, and safety measures all improved.

Profitability quickly followed.

Nothing says more about your work culture and the standards you place on your staff than the pride you show in your place of business. It's a fact that people work more productively and are more satisfied, focused, and effective when they actually enjoy their work environment.

And this is truly a hallmark of real winners.

Successful fleets set expectations higher for themselves than do their less profitable competitors. They also provide staff with professional work environments, execute well-conceived business

plans, offer above-average pay, and provide training and support to staff.

The unfortunate reality is that not every trucking carrier can deliver on this list. And those that can't tend to operate on the financial edge.

The first offence would mean a one-on-one meeting with the owner. A second rap would lead to dismissal.

They seem to lack a robust business plan and get by picking loads off the link, putting trucks on the road and drivers behind the wheel.

This is reflected in the quality of their workplace and their vulnerability to market pressures, such as fuel price hikes and staffing shortages.

Of course it's not all about keeping an office bright and tidy. A commitment to high standards is also needed. One of the first things I look for when I enter a company's offices is whether a mission statement is displayed. A clear mission statement sets expectations for integrity, employee and customer respect, and workplace safety. People need to see this every time they work, and what better place to do this than in the front office?

However, commitment to a work standard doesn't end at the front door, especially in a trucking business. Every one

of your drivers—who probably conduct more company business on the roads than at the office—should also commit to that standard.

For example, one Maritime owner developed a detailed set of rules that clearly outlined expectations for his professional drivers. The owner then reviewed every one of these rules during each candidate's initial interview.

One rule stated that no speeding violations would be tolerated. The first offence would mean a one-on-one

meeting with the company, but also above-average compensation.

These rules were not limited to the drivers. Even management was required to sign a corporate code of conduct—a code that committed them to working within industry laws and the company's own mission statement.

Creating expectations is one thing. Communicating them and then rewarding those who meet them are crucial subsequent steps.

Finally, expectations and standards require flexibility.



meeting with the owner. A second rap would lead to dismissal.

Another rule required drivers to follow hours-of-service regulations. Any violations would lead to remedial training. And if an HOS offence involved log falsification, the driver would be fired.

Driver candidates had to sign-off on each rule. The reward not only included a job

Without periodic monitoring and review, your people will get complacent. They'll neglect the rules. Your entire plan will be rendered irrelevant.

This is perhaps worse than not having any expressed standards at all. ▲

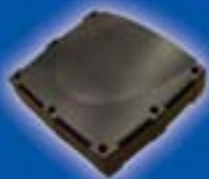
Raymond Mercuri writes about safety and training for *Today's Trucking*.



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Meals on Wheels

big money How to make sure the government doesn't get more than its fair share of your lunch money. By Scott Taylor

One of the most confusing areas of tax compliance involves claims for meals and travel expenses.

Part of the problem is that Canada Revenue Agency (CRA) has changed its policies about how truck drivers calculate deductions for meal expenses incurred during business travel.

Like anyone else who works away from his employer's place of business but does not receive a meal allowance, a truck driver can claim his actual meal cost provided that each expense is reasonable, itemized, and verified by a receipt. However, most drivers use a "simplified" flat-rate calculation method requiring a travel record but not receipts for each meal.

Starting with the 2003 tax year, CRA raised the simplified claim rate from \$11 to \$15 per meal. At the same time, it allowed for an exchange rate

The old rule that "every four hours is a meal" no longer applies.

on meal expenses incurred in the United States.

While CRA has "giveth" by boosting the food-expense allowance, it also has "taketh" away in other aspects of its meal policy, outlined in Information Circular 73-21R8, Claims for Meals and Lodging Expenses of Transport Employees. You may not have recognized



these changes, but CRA auditors—now investigating 2003 and 2004 tax-year claims on TL2 forms—certainly know about them, because we're seeing them vigorously question claims.

Here are the areas to watch out for:

MEAL CLAIMS GENERALLY REQUIRE AN OVERNIGHT STAY:

To make a meal claim, CRA policy states you "must generally be away from home overnight" while on the job. That means whether you work eight, 10, 12, or more hours a day, if you return home within 24 hours of your departure, CRA expects you to eat at least breakfast and perhaps supper at home. The old rule that "every four hours is a meal" no longer applies. If you're not sleeping on the road, your meals-allowed-per-day is much more limited than it used to be.

NO SIMPLIFIED METHOD FOR THE SELF-EMPLOYED: Canada's Income Tax Act has separate rules for the self-

employed, and they require all deductions (meals, fuel, repairs, etc.) to be based on actual expenditures with receipts to support them. Therefore, if you're a sole-proprietor, you should use the detailed method to calculate your meal expenses and not count on an away-from-home deduction. Keep a record book and receipts to support the amount you deduct, and know that your hours-of-service logbook probably is not sufficient to support meal claims.

MORE MEAL-CLAIM TIPS:

1. The CRA meal-claim policy is not the same for an employee of a "transport business" as for one who's a full-time truck driver for a manufacturer, courier, driver/employment-service company, or an employer in some other line of work.

2. The meal deduction is designed to compensate you for the extra cost of having a restaurant prepare your meal. Groceries bought on the road are treated no differently than groceries you would have paid for and eaten at home.

3. Provincial and U.S. DOT regulations may allow you to discard your logbooks after six months, but if you use them to substantiate your meal claims, keep them for seven years like any other tax receipt.

4. Meal limits are not law. Truck drivers using the simplified method have been claiming more in light of an August 2000 case involving Don Wilkinson, a Winnipeg driver who used a daily meal rate of \$40 on his TL2. He was audited and won his appeal in a federal tax court. The decision doesn't establish what's "reasonable" for all truck drivers, it only says that \$40 was appropriate for Wilkinson. Any driver making a similar argument should be prepared to defend the claim in court for each tax year.

5. For an owner-operator, perhaps the best course of action is to incorporate and create an employment contract between yourself and your company where you draw a meal per diem as part of your overall compensation package. The combination of personal income tax savings, corporate income tax savings, and a reduction in Canada Pension Plan could be substantial. Something to chew on as we start off 2006. ▲

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

BOB's WAY

BY PETER CARTER

So what if he's in a town about to lose its main industry. **SEAWAY EXPRESS'S BOB GAUTHIER** is as cheerful as a Wal-Mart greeter.

When Bob Gauthier started doing quickie local deliveries around Cornwall, Ont. in his straight truck back in early '90s, the biggest player in the local economy was the pulp-and-paper giant Domtar Inc.

The kraft mill employed more than 1,000 people and pumped almost \$100 million into the local tills. At the time, young Gauthier, who had earned his trucking stripes at the now-bankrupt GTL Transport, decided to strike out on his own.

He had been working in GTL's Brockville, Ont., terminal, overseeing about 15 employees. What he couldn't see was a future with the company.

So with the moral support and sweat equity of his high school-sweetheart-turned-wife Linda, Gauthier borrowed enough money to buy a truck, poked around town looking for loads until, as he says, "a few people felt sorry for me," and thus was created Seaway Express.

Gauthier's operation has since grown between 10 and 15 percent annually. He's running 20 power units out of a spic-and-span 30,000 sq.ft warehouse and office space. He employs almost 40 people and his regional operation serves the Ottawa, Montreal, and Cornwall triangle.

He has earned a local reputation as a

philanthropist and a few years ago, five of his 53-ft vans became advertisements touting investment in the Cornwall area. His office walls are cluttered with plaques, family photos, and citations from the local Chamber of Commerce and the Ontario Trucking Association. Very recently, a Seaway truck and trailer full of \$100,000 worth of supplies made its way to the disaster in New Orleans.

"Bob Gauthier's a valuable and respected corporate citizen, a real asset to the community," Cornwall Mayor Phil Poirier says of Gauthier.

And these days, Poirier needs all the assets he can muster. Come the first week of March, Domtar is closing its doors.

Poirier admits that the closure's a serious suckerpunch to the gut of the local economy. "Those were high-paying jobs," he told *Today's Trucking*. The unemployment rate has been minimized by the opening of a few call centers and other light industries, but Poirier has to work at sounding optimistic.

Not Gauthier. He's downright bullish.

In fact, he's busier than ever and gearing up.



Bob Gauthier



His buoyancy? It's the result of 15 years of providing a tightly focused regional LTL service, managing growth with an

auditor-general's eye on the finances, treating staff like family, and, well, finding himself just down the street from one of the newest, but definitely the most influential players on the Canadian trucking scene.

Cornwall is already somewhat of a transportation hub. It sits on the St. Lawrence Seaway (hence the name Seaway Express) on the 401 pretty much where Ontario, Quebec, and New York State conjoin. Gauthier made a name for himself working with larger carriers delivering into this Eastern Ontario neighbourhood. A good half of his customers

THE OWNER AND THE OPERATOR: (left) Gauthier chats with longtime Seaway driver Frank Menard. **BELOW:** Seaway let the City of Cornwall advertise on five trailers.



SCM Inc. has three of these facilities—one in Calgary; one in Mississauga; and the third in Cornwall.

The Cornwall place has 1.4 million square feet. Read that again. One Point Four Million. More than 300 bays. It takes a good 10 minutes to drive around the place's circumference.

The reason for the size is easy. Every single item sold in Wal-Marts east of Cornwall—and that includes Montreal, Quebec, Labrador City, the Maritimes as well as in the Nation's Capital—goes through this warehouse. That's a lot of microwaves.

And of course trucks going in have to play by Wal-Mart rules.

We're talking appointments. If you're coming in from Windsor with a load of DVDs headed for store shelves in *La Belle Province* and you don't back up to SCM's Cornwall dock within a half hour of your appointed time, the vendor gets slapped with a \$1,000 late fee.

Appointments are becoming a scourge in the LTL business, and Gauthier happens to be in a problem-solving position.

Carriers can ship their Wal-Mart loads to his warehouse any time, he consolidates the freight and then merrily hauls it over to SCM at the appointed hour.

"SCM has been a magnet for us," Gauthier says. Some days, his drivers

discovering the benefits of using his local company to deliver their loads into SCM, Seaway is finding itself working weekends.

Still—and maybe this comes from growing up in a single-industry town or more probably because he shares administrative duties with his accountant-eyed wife Linda—Gauthier is careful to not rely too completely on the Wal-Mart connection. Many eggs need many baskets.

Right now, about half of his loads are from industrial customers such as electrical equipment companies—and until this month Domtar—and the other half consists of larger truckers.

"It's a good mix, and we don't rely too much on any one major player.

"Compared to the days of Glengarry [the defunct company he worked for] carriers are much more accepting. We'll do deliveries for other carriers, on their bills, as their representatives." He adds that when other truck companies are your customers, they readily understand such things as accessorial costs and soaring fuel prices.

"Trucking companies," says Gauthier, "understand because we mirror them."

Seaway grew by "about one truck a year," he says.

"We got to where we are by being careful about growth," Gauthier explains. "And that's where Linda comes in. She's very smart about seeing the trees and the forest."

"We'll find ourselves looking at some new opportunity and she'll say, 'do you really need to go there?'"

"One of the major carriers wanted us to expand into Kingston recently, but I said 'no,' I'd rather not do it.

"Linda will look at situations and say 'We survived without them and we'll survive going forward.'"

The irony of Seaway going ahead while Domtar's closing down isn't lost on Gauthier. Especially, he says, because it was some good-hearted warehouse people at Domtar who gave Bob Gauthier some of his first work "because they felt sorry for me."

The folks at Domtar can stop worrying about Bob anytime now. ▲



are other larger truck fleets who have freight going into the Cornwall area.

But about six years ago, Wal-Mart opened one of its warehouses less than two clicks from Seaway's offices. You can see the SCM Warehouse from Gauthier's property. Indeed, you can see it for miles.

arrive at SCM early in the morning and spend 10 hours unloading. That option would be completely unavailable to a larger hauler.

Until SCM showed up, Gauthier prided himself on sticking with a five-day work-week, but now that more shippers are

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Reading	06/10/2004 08:00	n/a
Duration	4408.00 hours	
Distance	106,069.6 kilometers	avg 567.2 / day
Total Fuel	51,552.079 liters	n/a
liters/100 KM	48.61 liters/100 KM	n/a
Avg Speed	80.9 kph	n/a
Idle Time	1658.22 hours	36.9%
Driving Time	1310.31 hours	29.2%
RPM Time	4.92 minutes	0.0%

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They'll Play Beyond Peoria

CAT'S '07 ACERT engines will look a little different from the '06 models, but they feel and pull the same.

BY JIM PARK

Hardly ever would I begin a Road Test story by saying I didn't notice any difference between the old and new versions of an engine, but in this case, it's justified. Having driven an '06 version of the same engine a few weeks earlier, Caterpillar's '07 test-engine really felt no different. From a drivability standpoint, the '07 version of the ACERT C15 performed every bit as well as its predecessor.

ACERT (Advanced Combustion Emission Reduction Technology) is a combustion and air-management strategy that cuts emissions through a combination of variable-intake valve timing, strategic injection timing, and exhaust aftertreatment.

"The whole trick with ACERT is to get cooler combustion air," says Caterpillar's customer satisfaction manager, Bob Keene. "That's why we use series turbochargers to get higher boost pressures so we can drive lots of clean cool air into the



TESTING, TESTING, ONE TWO THREE: The real production units will be more carefully packaged than the unit we drove. The assembly behind the turbo is the "doser," used to provide fuel for active regeneration events. The rectangular unit under the turbo is the exhaust gas cooler.

engine to reduce the formation of NOx [nitrogen oxides]." In addition to the air management side of ACERT, mechanical unit injectors are used to control the fuelling rate. Currently, Cat uses an oxidation catalyst to trap soot in the reduction of PM [particulate matter, or soot] emissions.

The basic hardware on Cat's '07 engines will remain unchanged—save for the addition of a jacketwater cooler for the returning exhaust gases, and a closed-loop crankcase ventilation system. Cat will advance the use of ACERT technology with some fine-tuning to further reduce NOx. As well, Cat will be adding its own

version of exhaust gas recirculation to the engine to get the NOx numbers even lower (see sidebar: Clean Gas Induction).

Also new for '07 is a diesel particulate filter (DPF)—something we'll see on all trucks with '07 engines. The DPF replaces the muffler and traps the soot produced in the combustion process. Located just behind the turbocharger is a device called a "doser," which injects raw diesel fuel into the DPF, burning soot off of the filter walls.

The temperature was close to freezing at 8:30 on the early November morning we took our drive. While I was pre-tripping the truck, Bob Keene fired it up; and guess

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what? Nothing came out the pipe. Not even the customary puff of white smoke you often see at start up.

The truck was an older Kenworth T2000 retro-fitted with a pre-production '07 C15 rated at 475 hp with 1,850 lb ft of torque mated to an Eaton Fuller 9-speed transmission. GVW: 76,800 lb.

Cat's '07 engines, like their contemporary brethren, are low rpm engines. "Just keep it below 1,500 rpm and you'll be fine," Keene advised me as we left the Mossville plant.

"Yeah, it takes some discipline," Keene admits. "But you have to keep these engines low—1,325 rpm at cruise speed is optimal for a [US] linehaul truck. Find a speed where you can set the cruise and leave it alone."

A few miles in, with the engine barely at operating temperature, we hit a mile-long, six-percent grade. As instructed, I let the engine drift down from 1,300 rpm to about 1,150 and it kept on pulling. I didn't notice the drop off as I passed below peak torque that I've seen in other engines.

A doser fed raw fuel into the exhaust stream behind the turbocharger—ignited by a spark plug. The hot gas entered the DPF and the accumulated soot from the inlet walls of the filter. Sensors in the DPF triggered the shut down of the cycle. The process took about 15 minutes. Keene told me in real life, on a production engine, it would take less than that, but actual run time would depend on engine load and how much heat the normal exhaust produced.

Engines that pull harder and run hotter will need less frequent cleaning. And we're talking exhaust temperature, here, not coolant.

Cat's position on fuel economy for '07 is that nothing will change from today. Reports from the field tell two tales about fuel mileage. Some say it's bad, some say it's terrific.

"With proper training and changing a few driving habits, you can pick up six to



CAT'S CLEAN GAS INDUCTION

The CGI process is a variation on the cooled exhaust gas recirculation (C-EGR) theme used by other

engine makers, but there's one significant difference. "The trick is to do it without introducing soot into the engine at the same time," Cat's Bob Keene says. "We've chosen to draw the inert gas from the diesel particulate filter—after the soot has been filtered out—rather than draw in soot-laden exhaust gas from upstream of the turbocharger. The principle is very similar (to what other engine makers do), but we do it without bringing soot back into the engine, too."

The truck was geared to run 60 mph at 1,325 rpm, so that's where I set the cruise. Running at 55 didn't leave much latitude in terms of the peak torque point. After a drive through town we put the truck through an active regeneration cycle in the parking lot.

With production engines, regeneration events will occur at highway speeds unannounced to the driver.

Once parked, I set the idle to 1,400 rpm, Keene pushed a button on a control module (not part of the production engine) and we waited. The fan kicked in, and Keene said, "there she goes."

eight percent in fuel economy," Keene says. "I tell drivers to slow it down; progressive shift and they'll improve their mileage drastically."

The difference in driving-style induced fuel economy—based on reports I've had from current users—could be as much as two miles per gallon.

Once the truck makers resolve issues like cooling requirements, placement of the DPF, etc., we'll have a better idea of the scope of the changes required to meet '07. If you're a Cat fan, the sun will rise January 1, 2007, and the world should still look pretty good. ▲

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Outlook 2006

The oilpatch bonanza; an auto-industry on life support, and the ongoing driver shortage are a few of the major factors that will redefine this industry over the next 12 months. Senior Editor **MARCO BEGHETTO** quizzes three of this industry's leaders to see how they—and the rest of you—are going to adapt.

interVIEW

HAROLD HEFFERNAN, operations manager, Kitchener, Ont.-based Celadon Canada — 370-truck fleet specializing in Canada-Mexico truckload lanes.

Today's Trucking: *Do you foresee less crunch in capacity for 2006?*

Harold Heffernan: Not so much, but capacity, I believe, is going to grow—probably in the 5- to-10-percent range for us. That's being realistic. I don't think we can look at anything larger than that for now.

In Ontario the once strong auto-parts market has yielded, while in Alberta the energy sector is a growing force. How important is it today for carriers not to box themselves into one market?

If you're running 70-percent automotive, for example, you're probably in a lot of trouble. You're probably going to have to look at developing other markets like electronics or consumable goods, which are still strong. You have to be able to adapt quickly to the needs in the market. You can't isolate yourself in small portions of the market just because it's been good for you in the past.

Are there opportunities right now for diversification?

I think it's important for Canadian companies to diversify. If you look at the number of firms that are now getting into warehousing, it's become a major part of their business. As for Celadon, I don't think we are going to diversify to that extent right now. It's in our plans, but right now we're focusing on what we do well.

Is this the year shippers push back?

They need to start pushing through to the end user. Carriers are finally making a decent buck but no one is running to the bank with 75 ORs. I think the rates right now are what they are because they're fair. Are shippers saying they don't want us to have that? Of course not. But they are saying they have a lot of pressure. And it's our responsibility also to form strong partnerships to help our customers deal with the (situation).

Sources tell us that 2006 will be the most difficult year ever for predicting fuel prices. What will you be doing to mitigate rising fuel costs?

The increases are going to occur. That's not going away. I think you have to limit the pain of fuel by examining empty miles. The more carriers make the operations part of their business as efficient as possible, the less impact the rates will have. We're starting to see how that can separate carriers in a lot of ways in terms of being successful or not.

As an Ontario cross-border trucker, I bet fixing the Windsor border is on your wishlist?

[Windsor] is one of my biggest disappointments. There's been a major need there for a long time. I understand there's a lot of people involved. But when you look at the level of achievement after all these years, you have to be disappointed. People on the street just don't understand the impact that has on general goods on the shelf. ▲

interVIEW

VAUGHN STURGEON, president, Warren Transport—75-truck general freight and regional bulk wood carrier in Rexton, N.B.

Today's Trucking: *Do you think the days of grass-cutting, cut-throat trucking are over?*

Vaughn Sturgeon: In some ways, it seems to be. Last year, for example, in Atlantic Canada we had some definite periods where volumes were low but we didn't see that across-the-board rate cutting that was typical a few years ago. So, there was a bit of an opportunity if people wanted to low-ball freight, but we really didn't see that in a wholesale way.

Like truckers five years ago, shippers now seem to be at those crossroads. Will they start to resist their transport providers, or like carriers, do they gain the confidence to go to their customers?

I remember being at those crossroads. We had to recover our costs or get out of our business. Since then, we had to put our rates up quite a bit just to maintain where we were. I'm guessing [shippers] now feel the same way. I could see some trying to push back a little bit, but what they need to do is push forward. They now need to include those costs in their own pricing because the cost of transportation is not going down anytime soon.

Can the driver shortage realistically force long-haul freight on to the tracks?



Long-haul trucking as we've known it is going to continue experiencing this capacity crunch because we don't have any drivers. At some point there's going to have to be another way of getting it done—be it through intermodalism or more partnership with other carriers. I think there's always going to be a certain segment of drivers that truly enjoy the long-haul aspect of the job. But certainly, there's that other growing [younger] group that doesn't want that and wants shorter runs.

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Is there a pre-buy going on in anticipation of '07?

There seems to be a smaller one than the last time. In our case, we're doing a very small pre-buy. We're in very good shape, truck-wise, until '08. I think the industry as a whole is less worried about 2007 than the last time. 2010 is what everybody is looking at. It looks like 2010 poses some challenges, so maybe the next

massive pre-buy is in ('09).

We have less than a year before the new Canadian HOS rules take affect. What impact will they have on carriers?

I see it more of an issue for the [medium] to shorter-haul guys—the guys trying to run 13 hours and go home might run out of hours a little sooner. They may find they'll have some difficulty managing the new [working window]. ▲

interVIEW



STEVE ISLAUB, operations director, Abbotsford, B.C.-based Vedder Transport—a 350-truck, specialized flatdeck and food bulk hauler.

Today's Trucking: *If you had to pick just one issue for 2006 that concerns you more than any other what is it?*

Steve Islaub: It's not a new issue, but it's all about the drivers. If you don't have the drivers, there's no point worrying about anything else.

We see a lot of carriers diversifying. Will Vedder try something new in '06?

We're not averse to it, but it isn't always easy. There was an opportunity this year in Calgary. But I've trying to hire drivers in Calgary for three years. So we decided it was no use doing that if we couldn't get any drivers. It's not as big of a problem in B.C., but in Calgary and Edmonton it's becoming impossible.

They're all making a mad dash for the oilpatch, eh?

Yup. And it's affecting every industry. It's hard for any company to get good people. When you combine that with the overall shortage of decent truck drivers, [southern Alberta] is a real wasteland in finding anyone to get behind the wheel.

It seems the market is doing the transport salesman's job for him. Are shippers still knocking on carriers' doors?

I've seen a lot of changes in the last couple years with people picking up the phone and calling us—people we never

did business with before. Before, even if they did call, the first question was "what's your rate?" Now they first ask: "do you have drivers and equipment?" and then want to talk about the rate.

When truckers put up a new calendar these days the first items they mark down are all the upcoming US regulations. How are you managing?

It's becoming so frustrating. Every time you turn around [regulators] are coming up with a new rule or changing something, and the requirements are often conflicting. You're sometimes tempted to just throw your arms up and ask yourself if it's even worth it anymore. For us, it's a small part of our business, but it's still a part, so we're keeping at it.



As trade with China continues to skyrocket, so do congestion and increased stresses on infrastructure in the Lower Mainland. How does this affect carriers whether they access the ports or not?

It's a big issue now. When our customers want a rate, we have to give a good estimate on how many hours it'll be. If you underestimate you got a big chance of losing money on it, and if you overestimate then someone else can pick it up. It's that uncertainty that kills you. And that's something that is having a serious ripple effect here. ▲

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ANNOUNCEMENT

Newcom Acquires ExpoCam and CamExpo Trade Shows

Newcom Business Media Inc. announces that it has acquired the two major Quebec truck shows, ExpoCam and CamExpo, from dmg world media (Canada) inc.

Newcom is a leading producer of business-to-business magazines, websites and trade shows, publishes *Today's Trucking*, *highwaySTAR*, *Transport Routier*, *Truck & Trailer*, and *Truck & Trailer West*. It also owns Truck World, Canada's largest truck show which will be held April 20-22, 2006 at the International Centre in Toronto.

Based in the U.K., dmg world media produces over 300 market-leading trade exhibitions, consumer shows and fairs each year. It is a wholly-owned subsidiary of the Daily Mail and General Trust plc (DMGT).

"We are thrilled to add ExpoCam and CamExpo to our stable of trucking industry shows. These events enhance our product offering and make us the largest truck media player in Quebec as well as in all of Canada," stated Newcom's President Jim Glionna.

CamExpo is set for November 3-5, 2006 at the Centre de Foires in Québec City. The next ExpoCam Show is scheduled for October 18-20, 2007 at Place Bonaventure in Montreal.

FOR MORE INFORMATION CONTACT

Newcom Show Division Manager Elizabeth McCullough at 416-614-5817 or emccullough@newcom.ca.



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YOUR NEXT BIG BRAKE

How to deal with the new U.S.
STOPPING-DISTANCE LAWS



BY STEPHEN PETIT

In its long-awaited proposed rulemaking published in December 2005, the U.S. National Highway Traffic Safety Administration (NHTSA) concluded that stopping distances for heavy trucks can be improved by 20 to 30 percent using brake technology that's readily available; specifically larger S-cam-actuated foundation brakes on steer axles.

The announcement silences any notion that new trucks will need the fatter torque output and fade resistance of air-disc brakes to meet stopping standards.

It also means you should expect to hear a lot about the development of wider, drum brakes and friction materials for steers, often seen as an underutilized source of brake torque. And to most truck owners, this is good news.

Current Canadian and American rules call for a tractor and unbraked trailer with a gross combination weight of 52,000 lb to be able to come to a full stop from 60 mph in no more than 355 feet. Brake engineers had widely anticipated that NHTSA would propose a 30-percent reduction in stopping distance for tractors, to 249 feet, a target only all-disc-brake configurations had comfortably achieved during testing. A tractor equipped with larger-capacity S-cam drums on the steer axle and standard S-cams on the drive axles registered an average braking distance of 269 feet. The same vehicle with disc brakes on the steer axle also failed to

make the cut, with an average stopping distance of 263 feet.

By proposing a 20-percent cut in stopping distance instead of 30 percent, NHTSA is giving the S-cam a financial cushion, too. The average incremental cost to equip a three-axle tractor with air-disc brakes all around would be \$1,308 US, NHTSA says, compared to \$108 US for larger S-cam drum brakes.

More than 95 percent of commercial vehicles have some type of S-cam brake, in sizes ranging from 12.5 in. all the way up to 18 in. in diameter. They're simple to understand, there's plenty of good aftermarket parts, and they also do the job.

But with brakes on tractor drive axles already at their limit, the most logical place to find more brake torque is on the front axle, where the 12,000-lb static load doesn't demand a bigger brake.

Most over-the-road tractors in North America mate 15 x 4-in. S-cam brakes with 5.5-in. slacks and a Type-20 air chamber on the front axle. The front axle may take on a dynamic load as high as 21,000 lb in during a heavy brake application or panic stop, easily enough to load up a 16.5 x 5-in. drum brake, which provides 65 percent more wearable lining volume than a 15-in. brake.

Roughly 10 percent of air-braked tractors have high-output drums on the steer axle. NHTSA's tests of larger S-cam drums focused on two steer-axle brake packages: 16.5 x 6-in. S-cams with a Type-30 air chamber and 5.5-in. slacks; and Meritor 16.5 x 5-in. Q-Plus brakes with a Type-20 chamber and 5.5-in. slacks. Neither could reliably produce stopping distances that would comply with the 30-percent reduction.

As surprising as it may be to see NHTSA reduce the stopping-distance target to 20 percent is how the proposal doesn't account for truck speeds greater than 60 mph. The legal speed limit for heavy trucks exceeds 60 mph in 42 states, and several states post a 75-mph speed limit for trucks.

PBBT or not PBBT, that is the question

The best way to measure the output of individual truck brakes is a performance-based brake tester, either a roller dynamometer, breakaway torque tester, or an in-ground flat-plate-type device. Most brake problems aren't obvious to the driver when he touches the pedal during normal use—say 20 psi or less. But given a hard brake application at 10 mph, a PBBT can measure brake forces and the weight at each wheel, so you can quickly know if you have one wheel coming on like gangbusters compared to its counterparts at other positions on the vehicle.

Some fleets use PBBTs to

detect adjustment issues, poor drum-to-lining contact, pinched air lines, faulty or misplaced valves, and other hard-to-diagnose problems. They either contract a PBBT ("Housecalls, I call'em," says Dale Holman, who operates Truck Watch out of Georgetown, Ont.) or invest in a machine themselves, figuring the payback (between \$30K and \$100K) will come via fewer mishaps.

Industry regulators, however, have been reticent to endorse PBBTs as anything more than a screening tool. The U.S. Federal Motor Carrier Safety Administration (FMCSA) decided a

few years ago that roadside inspectors could use PBBTs to enforce brake standards, but the rule doesn't mandate PBBT use and neither does it say that a vehicle must be put out of service if it fails.

Last October, the Commercial Vehicle Safety Alliance, (CVSA) representing state and provincial truck enforcement officials, voted against incorporating PBBT results into CVSA out-of-service criteria.

Regulators in both the United States and Canada say that PBBT-measured braking force can't accurately predict whether a vehicle would comply with stopping distance requirements because of brake application times and other variables.

There's also a liability. An inspector who sees a big discrepancy in rolling resistance or braking force across an axle may not be required to issue a CVSA out-of-service violation but still has the authority to decide whether the vehicle is safe to travel.

Should the inspector allow a truck that fails a PBBT test to drive

on, knowing what he knows about the braking system, would he or the province or state be liable if it

were to come to a crashing halt a mile down the road?

It's almost a ridiculous question, considering every everyone's goal of reducing highway fatalities and the PBBT's excellent track record. But it's one the CVSA doesn't seem ready to answer.

—S.P.



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While NHTSA tests at 60 mph showed relatively little difference in the stopping distance of a truck equipped with larger-capacity drums on the steer axle versus the same truck with discs, raise the speed to 75 mph and discs present a more compelling advantage. During tests conducted by ArvinMeritor, S-cam drum brakes stopped a NHTSA-spec test vehicle in 517 feet on average. The same tractor with disc brakes stopped in 345 feet, a 172-foot decrease.

Why? Heat will expand a brake drum about 0.010-in per 100 F. Stopping from 60 mph can increase drum brake temperature by about 600 F, causing the drum to grow by 0.060 in. Expanded drums require linings to move out further to meet the drum. This, in turn, requires more push-rod travel and more air needed in each brake chamber.

With disc brakes, a spinning cast-iron disc with air vents to shed heat is held on both sides by friction material. The iron heats and expands into, not away from, the calipers applying the friction

When NHTSA and Transport Canada consider EBS, it will require a new regulation.

material. Heat builds quickly, but is just as quickly transferred to the air that is cooling the disc, making it far less sensitive to fading.

NHTSA said no decision is forthcoming on electronically controlled air brake systems (EBS), although the agency is studying their performance. EBS uses air to actuate the brakes but delivers the commands signal electronically instead of pneumatically. The signals move to electro-pneumatic control valves much faster than pneumatic signals flowing through brake tubing, providing quicker brake application and release times and reduced stopping distances. Since brake force is evenly applied to each wheel, your brake linings and tires wear more evenly, which prolongs component life and reduces maintenance costs.

Also, EBS can be integrated with an electronic stability control system to apply the brakes and reduce speed when instability conditions are detected through on-board sensors and processors.

But FMVSS 121 applies to air-brake

systems only and makes no accommodation for EBS. As a result it only can be used when the vehicle is equipped with a redundant pneumatic system as a backup. When the day comes for NHTSA and Transport Canada to consider EBS, it will require a completely new regulation.

The full text of NHTSA's proposed rulemaking was published in the Dec. 15, 2005, edition of the Federal Register

(www.gpoaccess.gov/fr). You can submit comments online at <http://dms.dot.gov>; by fax at 202/493-2251.

NHTSA says a two-year lead-time after the final rule is issued will be sufficient for manufacturers to comply. Following the comment period, the agency expects to announce a final rule by the end of the summer with an implementation date two years later, or mid- to late-2008. ▲

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Jim Park, *Editor highwaySTAR*

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Please take a moment to NOMINATE someone today.



The highwaySTAR of the Year may be nominated by anyone with a business or personal relationship to the nominee. We will conduct follow up interviews with both the nominee and the nominator to ensure the accuracy of the information provided.

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TELL US ABOUT YOUR CHOICE. USE ADDITIONAL SPACE IF NECESSARY.

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.

Remember, we can only judge your nominee by what you tell us. You may make a stronger case by sending additional information on a separate sheet. Feel free to include supporting documentation with your nomination.

FAX THIS FORM TO (416) 614-8861. This form can also be found at www.highwaystar.ca and can be electronically submitted. You may e-mail your nomination with all of this information to jpark@highwaystarmagazine.com, or, mail this entry to: highwaySTAR of the Year, 451 Attwell Drive, Toronto, ON M9W 5C4

Deadline for entries is February 28, 2006.

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.



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Life on the Information Highway

technology *Your trucks are carrying as much information as freight. Are you tracking it?*

By Today's Trucking Staff

At first blush, staying in constant touch with your drivers, trucks, and loads can seem bank-breakingly expensive. But the fact is, if you're growing, the cost of communications is nowhere near as high as the costs of not investing. These days—especially if you believe that the day of the mandatory black-box is in the not-too-distant future—investing in communications technology is not a matter of if but when.

For one thing, if you don't manage your fleet efficiently, you'll lose drivers. Drivers seek more certainty and less paperwork. Drivers want "hands-off" when it comes to freight handling and "hands-on" when

it comes to family time.

Secondly, shippers want increased transparency. If you're approaching customers with accessorial charges, they have a right to know how you arrive at your costs. As one logistics veteran told *Today's Trucking*, "tracking technology takes the b.s. out of trucking. Customers want to be able to log on to computers and track their freight, even when it's on somebody else's trucks." They'll also want to be confident that their goods are being carried on equipment that's well-maintained and as secure as humanly possible.

Insurance companies also want you to run safely and securely.

So even if you're a 40-truck operation who has parsimoniously avoided spending on sophisticated tracking gear, the time has come to reconsider. Especially now that technology is bringing the cost of staying in touch within reach. Time was, there was one choice and it meant outfitting each truck with \$5,000 worth of black-box and hefty monthly charges to run your operations. If you haven't priced communications tech recently, you will be amazed.

Combining onboard black boxes with cell phones means that not everything has to travel via satellite; and you can outfit your truck with enough onboard computing power so it uses both cell technology as



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well as satellites, depending on your messages and how urgently they're needed.

Yes, you can still monitor your drivers on an hourly basis, but if need be, you can track them moment by moment too.

The best advice from operators who've been there? Figure out your needs; and then determine how best to meet them. Suppliers will be happy to quote you. Some of the more familiar names, if they don't have software that suits your needs, will refer you to specialists.

If you're an LTL guy and someone calls with a skid to move, you want to be able to reach the driver right away. No matter where he is. If you're a waste hauler, you

electronic files you want to move are, how frequently will you move them, and how urgent is it that the people on the other end get those files right away.

Say you want to move a three-kilobyte file, about 400 words in plain text, from the vehicle to home base. You can get the size down to about one kilobyte using a simple file-compression program. A kilobyte's worth of traffic on one of the Canadian satellite services costs about \$1.12. You can send that same file across a cellular data network for one-fifth of 1 cent, or \$1 per megabyte. A combination of the two is probably the best way to send your information.

One solution is to develop enough computing intelligence on board to know where those cost-prohibitive coverage areas are and, when the computer on the GPS receiver sees itself in those sectors, it makes a decision about how to communicate. It could use a dual-mode modem with cellular and satellite in the same box and a microprocessor that automatically selects the most cost-effective coverage for you.

For basic pings—latitude and longitude, simple messaging—satellite may be fine. Need to add comments to a probill? Or send a digital photo of damaged goods? Those large files may not need to be sent right away and can sit on your onboard computer until you're in a more cost-effective cellular data network coverage area. Or if you've got a huge fleet of little trucks consolidating skids here and there where cell coverage is reliable save for some ill-placed hollow spots, your device can say, "I'm out of cell coverage, so I'll keep my file sizes small and use the satellite network."

There is a handful of companies that can take your standard GPS data and move it back to a home base for a price. Not all satellite services are the same: some provide more global coverage or have more clients using it so it's priced more effectively. There are differences in the way they handle larger files. Say you don't want to just send latitude and longitude information; you want to send data



Sending info via cell can be spotty, while satellite service is expensive. A combination of the two is the best way to send info.

don't need to track freight, but boy, you want to know about wait times at transfer stations. If you're a snowplow operator and your biggest customer calls at 7:45 a.m. to complain that his parking lot wasn't cleared, you can check your position reports to confirm that, yeah, your guys were there at 5:30 a.m. (With some well-placed sensors, you can also know when your trucks' blades were up or down or the spreader was open or closed. With a little help from a software developer, you can send an email or fax to your client once your trucks exit his lot.)

Basic GPS tracking is free. What costs is sending information that goes beyond mere latitude and longitude. Ultimately, the questions you have to work through when you're looking for help moving data from your truck are how big the



ONLINE RESOURCES

Websites you might want to surf as you prepare to arm your fleet with what you need: www.cancomtracking.com, www.loadlink.ca, www.peoplenetonline.ca

You might think you can send all your messages via cellphone—even a GPS equipped phone—but if you're outside your network area and the cellular modem kicks in, you're likely to incur a wicked roaming charge, one that may make using the cellular network more expensive than two-way satellite communication.

The "urgency" issue relates to whether you can count on your message getting through on schedule. With satellite, you can feel pretty confident that your ping is going to get through once an hour, like clockwork, because the network is so rarely out of range.

from your engine control module, like fuel economy, road speed, panic stops, and idling times. You want to send text messages, a Word document, a photo to accompany a damage claim. One company's satellite technology may be better suited to larger files. Speed may be an issue, as well. Some satellite services relay messages in seconds, while others don't have that kind of bandwidth.

The answer is evident. Yes, because even if you're not equipped now, you will be growing and will want to be equipped. And when you do grow, you will want to hang on to your drivers. ▲



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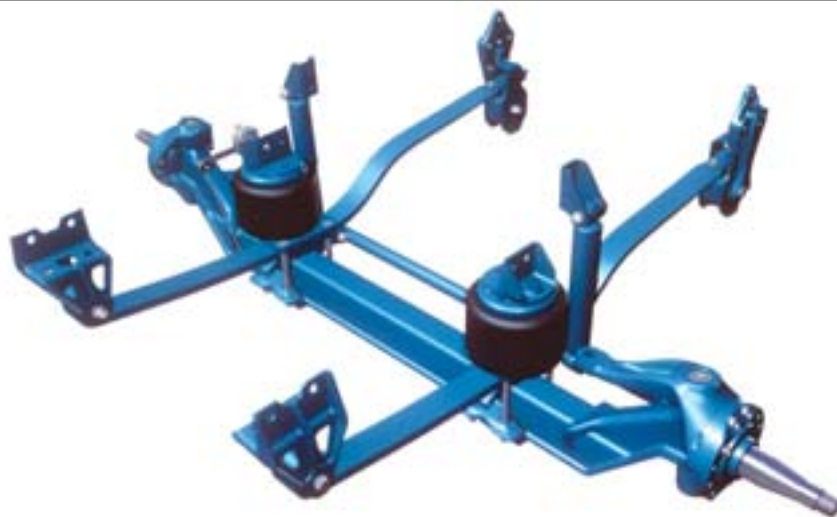
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AIRTEK SUSPENSIONS ON INTERNATIONALS

INTERNATIONAL offers HENDRICKSON'S integrated front air suspension and lightweight rear air suspension on its 9200i and 9400i trucks.

AIRTEK, an integrated front axle and air suspension system, helps improve steering, tire life and residual value, and reduces weight by up to 100 lb when compared to a standard front axle and suspension, Hendrickson says. It also provides a premium ride while reducing noise, vibration, and harshness. The axle-section and leaf-spring geometry are said to produce improvements of up to 30 percent in ride and 64 percent in roll stability.

The axle/suspension pairing is also claimed to help reduce downtime due to maintenance. Its premium-rubber suspension bushings eliminate lubrication requirements, while the two-piece knuckle steering design simplifies serviceability.

Out back, Hendrickson's new HTB 400LT weighs up to 250 lb less than typical 40,000-lb capacity suspensions, the maker says. The patented, non-torque-reactive design aims to help deliver smooth

operation even with the most powerful of today's engines. By controlling suspension windup and frame rise, HTB helps minimize wear and tear on U-joints, pinion bearings, and other driveline components.

"HTB's parallelogram geometry eliminates the frame rise that is characteristic of trailing-arm suspensions," says Hendrickson.

"Driveline angles are maintained throughout axle travel, thereby minimizing suspension induced driveline vibration."

Unlike other air suspensions that carry the vertical load on a combination of steel springs and air springs, HTB rides on a full cushion of air. By carrying 100 percent of the vertical load on specially designed air springs, the HTB suspension is said to deliver up to a 34 percent ride improvement. The HTB 400LT's 120,000-lb GCW capability makes it suitable in many Canadian operations. *Contact Hendrickson Truck Suspension Systems at 630-910-2800, see your International dealer, or visit www.internationaldelivers.com and <http://www.hendrickson-intl.com/>.*

STERLING'S FIRST LOW CABOVER

MEDIUM-DUTY TRUCK IN
CLASSES 3-5 TO DEBUT IN MARCH

Sterling Truck Corp. has announced plans to unveil an addition to its product lineup at NTEA's Work Truck Show in Atlanta, March 1-3, 2006. It's a low cabover in class 3, 4, and 5 configurations, which will make the company North America's only truck OEM to offer a full line of class 3 to 8 commercial vehicles.

The as-yet-unnamed vehicle will be rolled out starting next spring at select Sterling dealerships across North America. It's based on a recently introduced Mitsubishi Fuso platform, the first commercial vehicle resulting from DaimlerChrysler's new optimization program called "Global Excellence." That strategy seeks to take advantage of the company's massive breadth to keep truck and component development costs down. Sterling is part of DaimlerChrysler's Freightliner LLC, while Mitsubishi Fuso is the German firm's 85%-owned Japanese truck unit.

Details are few at this point but the vehicle will feature a low operating cost, the company says, plus "outstanding maneuverability," competitive price points, and the necessary configurations



for all popular body options like dry van, reefer, and stake applications. Its modern and comfortable cab has "the easiest entry and egress in the industry," Sterling says.

The truck will be available with a 4.9-liter diesel engine, six-speed automatic transmission, and up to five wheelbases to accommodate 12- to 20-ft bodies. It comes standard with air conditioning and is available in five different colors. *See your dealer or visit www.SterlingTrucks.com.*

Retail Diesel Price Watch

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WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of January 10, 2006 • Updated prices at www.mjervin.com

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	108.7	0.3	90.3
VANCOUVER *	97.5	0.5	66.1
VICTORIA	95.6	1.0	67.8
PRINCE GEORGE	98.2		72.7
KAMLOOPS	98.9	-0.3	73.4
KELOWNA	99.2	-0.2	73.7
YELLOWKNIFE	105.9		85.9
CALGARY *	90.0	-0.6	71.1
RED DEER	93.3	-0.4	74.2
EDMONTON	89.6	0.9	70.8
LETHBRIDGE	93.2	0.3	74.1
REGINA *	96.1		70.8
SASKATOON	96.3	-1.3	71.0
PRINCE ALBERT	98.2	0.3	72.7
WINNIPEG *	95.9	0.2	74.1
TORONTO *	94.4	1.8	69.9
OTTAWA	94.0	-0.9	69.5
WINDSOR	92.1	0.2	67.7
LONDON	97.9		73.2
SUDBURY	95.2	-1.3	70.7
SAULT STE MARIE	96.2	1.0	71.6
THUNDER BAY	99.5		74.7
NORTH BAY	96.9	0.3	72.3
TIMMINS	98.4	1.0	73.7
HAMILTON	95.8	0.9	71.2
ST. CATHARINES	90.1	0.7	65.9
MONTRÉAL *	107.2	3.8	73.0
QUÉBEC	104.6	1.0	70.7
SHERBROOKE	103.9		70.1
GASPÉ	103.9	4.0	70.1
CHICOUTIMI	102.8	1.3	69.2
SAINT JOHN *	109.9	3.3	74.7
FREDERICTON	108.3	1.0	73.3
MONCTON	104.9	1.3	70.3
BATHURST	107.9	1.0	72.9
EDMUNDSTON	101.7	0.0	67.5
MIRAMICHI	104.5	0.6	70.0
HALIFAX *	100.5	0.6	68.0
SYDNEY	104.6	2.0	71.6
YARMOUTH	103.6	0.7	70.7
TRURO	102.2		69.5
CHARLOTTETOWN *	97.6		67.4
ST. JOHN'S *	104.3		70.2
GANDER	102.6	-0.4	68.7
CORNER BROOK	102.8		68.9
CANADA AVERAGE (V)	96.9	1.2	70.2

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 (*)

www.espar.com

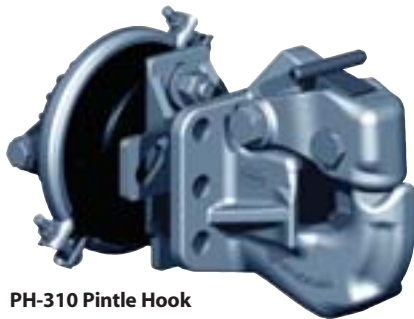


In Gear

HOLLAND OFFERS NEW PINTLE HOOKS

OFFER LIGHTER WEIGHT AND MORE DURABILITY

Holland USA has released the PH-210, PH-310, and PH-410 Series pintle hooks. The three new models are significantly lighter in weight and have improved wear resistance for longer life, the company says. All feature a new, true one-hand latch operation with an automatic secondary lock and no chains or cotter pins. The new stronger latch



PH-310 Pintle Hook

design is more resistant to dirt and snow. Additionally, all three models come equipped with new air-chamber options with different plunger rod lengths, and are available without the air chamber and plunger or with the plunger alone and no air chamber. They can be used as an air-cushioned pintle hook or as a standard rigid unit without the air cushion.

The PH-210 and the PH-410 Series pintle hooks respectively replace their predecessors the PH-200 and the PH-400 Series. The PH-210 maintains the same 4-bolt mounting pattern and is rated for 18,000 lb maximum vertical load and 90,000 lb maximum gross trailer weight. The PH-410 comes with a 6-bolt mounting pattern and is rated for 20,000 lb maximum vertical load and 100,000 lb maximum gross trailer weight.

The PH-310 Series is an all-new model that is made of the same steel alloy as the PH-210 with two key additions. First, the PH-310 is designed with the popular six-bolt mounting configuration and secondly, it has increased capacities of 20,000 lb maximum vertical load and 100,000 lb maximum GVW.

The last new introduction is the PH-411, which directly replaces the former PH-400-H series. Again, the new more efficient mounting structure, which

matches the bolt pattern of the PH-400-H, only requires six bolts instead of eight while still maintaining capacities of 20,000 lb maximum vertical load and 100,000 lb maximum gross trailer weight. The PH-411 incorporates all the new changes common with the PH-410. See your dealer or visit www.thehollandgroupinc.com/.

2006 PETERBILT CALENDAR

TWICE AS MANY PHOTOS AS BEFORE Customers may find it nearly irresistible to look ahead in the new 2006 Peterbilt calendar, the company says. Packed with 12 original images showcasing the entire product line, as well as a vintage 1939 model, the new calendar provides twice as many photos as previous editions. Southern California served as the setting for the new calendar. Appointment calendars feature 12 monthly photos, measure 13 x 9-3/4 in. and cost US\$11.50. Wall calendars feature six two-month pages, measure 28 x 26-1/4 in. and cost US\$16.75. Prices do not include shipping and



handling. Calendar orders are shipped within 48 hours of receipt. Quantities are limited. The calendars can be purchased at www.peterbilt.com or by calling 800-552-0024.

IMPROVED RATCHET-CAP WINCH

ANCR SILVERCAP GETS WEATHER-TIGHT SEAL

Ancra International has unveiled the next generation of its popular SilverCap ratchet-cap winch. The self-contained system, which eliminates the need to re-insert a winch bar to tighten load straps, now features GrimeGuard, an extra weather-tight seal to protect the device's key moving parts from moisture and road grime. Made of EPDM rubber, it hugs the joint between the galvanized

cap and the main winch housing. This synthetic material is noted for superior resistance to damage from heat, oxidation, ozone, salt spray, and other environmental factors.

The new SilverCap also has a tamper-resistant center shaft with locking threads that ensures that the ratchet-cap holds fast and cannot be removed. The patented SilverCap eliminates the repetitive insertion and removal of the winch bar each time straps are tightened down to secure a load to a trailer. Functioning like a socket wrench, it allows the winch bar to remain in place in the ratchet-cap while the load straps are cranked tight. Strap tension does not slip, and the danger of the winch bar snapping back and injuring users is drastically reduced, the company says, calling the SilverCap "the first significant advance in load strap winch systems since their introduction 40 years ago."

It exceeds the recommended industry standard and carries a 6,000-lb working-load-limit rating. Call 800-233-5138 or visit www.ancra.com.

ON-BOARD TRACTOR-TRAILER SCALE

AIR-WEIGH UNIT AIMS AT SMALL FLEETS AND OWNER-OPERATORS

Air-Weigh's 5800 Series of on-board scales has been expanded to include a new model designed specifically for small fleets and owner/operators. The 'Dedicated Tractor-Trailer Scale,' was designed to help operators with dedicated rigs save money on their purchase, while still capitalizing on the benefits of weighing on-board.

This Air-Weigh scale is permanently installed in the dash and calibrated to each suspension on the vehicle. By running the trailer suspension air line to the dash, there's no need for a separate trailer scale. With no operator interaction required, the 2-inch gauge display automatically shows the steer, drive, and trailer weights on one screen. A single button press displays GVW and net payload weights. A 12-volt alarm output



is standard and allows connection of an in-dash or exterior light or buzzer to warn of near-legal weight limit or over-legal weight on any axle or GVW.

Like all Air-Weigh scales, the Dedicated Tractor-Trailer Scale provides the ability to weigh while loading, eliminating the costs associated with leaving the loading site under or overweight. In addition, there is no more wasted HOS time, missed delivery schedules, wasted out-of-route miles and fuel, or waiting in line to re-work the load. All Air-Weigh products are backed by a 3-year warranty. See your dealer or visit www.air-weigh.com.

ROADRANGER LITERATURE CD

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Roadranger's 2006 Literature Library CD is now available, containing the most popular system and service information. Identical to the Literature Library found on Roadranger.com, the 4-CD set makes it simple to find the literature you need and eliminates extended web download times for larger service manuals and other literature items. The CD holds sales, service,

and parts literature for the entire Roadranger drivetrain including Fuller transmissions and clutches; Dana Spicer axles, driveshafts, suspensions, and tire-pressure management systems; Bendix brakes, VORAD collision warning systems; Roadranger Lube; and Roadranger warranty and aftermarket literature. Priced at \$30, the Roadranger CD saves thousands of dollars that it would cost to buy these printed documents individually. *The set is available through the Roadranger literature fulfillment center as item number TCMT-0100 and can be ordered with a credit card by filling out the Product Literature Order Form, found online under the Service and Sales Literature tab at www.Roadranger.com, or by calling 888-386-4636.*



GLOBALWAVE

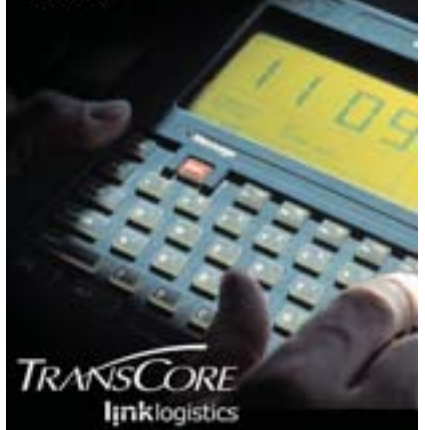
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The product has seen some recent improvements—such as a much heavier duty switch with a lighted toggle lever and upgraded 65-strand automotive-grade wiring. They're available to suit almost any type of vehicle, Andor says, coming with universal adapters that suit

most heavy trucks as well as cars, light trucks, SUVs, vans, and other vehicles.

The blades cost \$149.95+S&H and tax, for a set. Fleet pricing is available for volume buyers. The set includes two blades, a wiring harness, and lighted switch. The harness has a 10-amp in-line fuse. Installation takes about an hour, most of that time to fish the wire through the firewall. Sales are presently handled directly by Andor. Call 506-386-4898 or visit <http://andorsales.com>.

COMPACT PRESSURE WASHER

LANDA ADDS UPGRADED PUMP, EXTENDS WARRANTY

Landa has enhanced its super-compact, gasoline-powered SUV line of hot-water pressure washers by upgrading to the Landa pump with a seven-year warranty. The pump, with its three ceramic plungers, increases the average expectant life of the high-pressure pumps for these models to 2,500 hours—matching the



Landa Pressure Washer

average life of the 6- and 7-hp engines used on the two SUV models.

In addition to its seven-year warranty on the oil end of the pump, there's a lifetime warranty on its brass manifold. It's engineered to produce the same amount of water flow as other tri-plunger pumps but at a 10 percent lower rpm, which adds life to the pump's long-term operation.

The two models of the self-contained, super-compact, SUV pressure washer features 6- and 7-hp Subaru engines that are coupled with Landa's proprietary

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Super-Duty Regulator to produce a constant supply of 12-volt DC power for the diesel-fired burner used to heat the water. It also eliminates the need for a battery or generator.

The SUV, which stands only 39 in. high and weighs less than 400 lb, is aimed at on-site cleaning where electricity is not available. The two models—SUV3-20124 and SUV3-24124—deliver cleaning power of 2.5 and 2.7 gallons per minute and 2,000 and 2,400 psi of pressure respectively.

The SUV's heating coil has a five-year warranty, and the washer has vibration isolators to absorb vibration from engine and moving parts. Its four evenly balanced, tubed pneumatic tires offer all-terrain maneuverability. See www.landa.com.

ELECTRONIC MANIFESTING

SOLUTION FOR ACE FROM TAILWIND
Tailwind Management Systems of Vancouver offers new electronic manifesting software. United States

Customs has been testing a new program for the electronic transmission of manifest data to all U.S. Customs border-crossing offices for truck shipments inbound to the U.S., which will soon become mandatory. Tailwind has partnered with Oceanwide Inc. to provide the new tool, linking its Carrier Management System to Oceanwide's proven—and U.S. Customs-approved—e-manifest technology. Users will save time by entering e-manifest data once only into the management system and Oceanwide's software will edit the manifest data and then automatically transmit it to U.S. Customs, reducing paperwork and costly delays at the border. Tailwind's management software handles LTL and truckload work and is integrated with leading industry mileage, tracking, and fuel-monitoring systems, including Cancom, as well as Simply Accounting and Quickbooks accounting software. Call 866-441-0441 or visit www.Tailwindsys.com.

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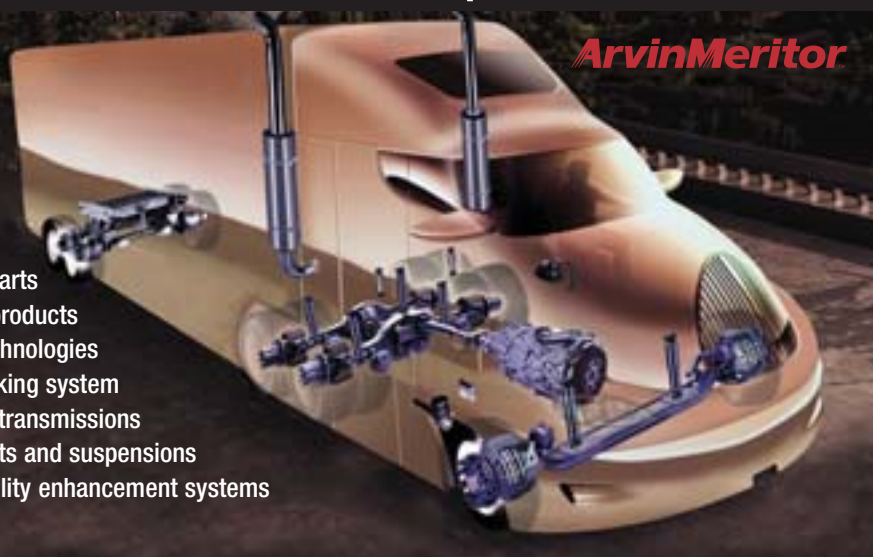
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By Peter Carter

Of Truck and Tradeshows

Step to success number one: Showing up

“Horror stories?” Elizabeth McCullough looked at me amazed, as if I’d told her Stephen Harper was hiring Paul Martin to organize his next election campaign.

“We don’t have horror stories. We in the trade-show business refer to what you’re talking about as ‘promotional opportunities.’”

The very affable, if somewhat sarcastic Elizabeth, works here at Newcom Business Media, the same company that publishes *Today’s Trucking* as well as *highwaySTAR* magazine, *Transport Routier*, *Truck & Trailer*, *Canadian Technician*, and *Plumbing and HVAC News*. NewCom is also responsible for *TodaysTrucking.com*, the online trucking-industry resource that I highly recommend you check out as soon as you can.

But back to Elizabeth. She runs the company’s show division and right now she and her colleague Kaitlin Bovenizer are gearing up for the April 20-22 Truck World show, slated for the International Centre in Mississauga, Ont.

As far as trade shows go, Truck World’s a doozie. The biggest truck event in the country.

And because I know how unwieldy it can be to coordinate, say, a mid-morning meeting of four colleagues—I figured a huge trade show must be ripe for screwups. People travel from all over the place; they’re staying in hotels, prowling around looking for something interesting to do in their off-hours. Plus there’s the logistics of setting up huge displays in weird locations.

Over coffee the other day, I figured Elizabeth, a veteran of the trade-show industry, would share a few tales about the kind of stuff people get up to at these events. I just wanted a few juicy stories.

“No horror stories,” she said, adding, “besides, even if I knew some I wouldn’t tell you.”

I waited two beats.

“I am not going to tell you,” she said, “about when our guest of honour fell off the dias thing and broke his hip.” (She named the guy—he’s a pretty well known diplomat. But she’d kill me if I published his identity.)

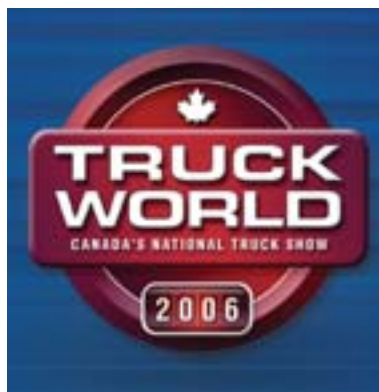
She then “refused” to tell me about how at another show one of the biggest exhibitors—a company that made toilets and plumbing gear—was ferrying its display booth to the event and creamed a moose en route. (The exhibitors made it to the show. The moose didn’t. You gotta wonder what the moose thought when he realized what hit him.)

Elizabeth’s as colourful a yarn spinner as Stuart McLean. Or any other journalist worth his or her roadsalt.

Which only makes sense. Because what she does with her show

has a lot in common with what we do here at the magazines. (Though we’ve never broken a dignitary’s bones or plunged a moose, as far as I know.)

Truck World and *Today’s Trucking* entertain at the same time as they deliver crucial business information. The magazine and the show both bring industry people together. Both the trade show and this magazine deliver the very latest industry news—



in a manner that’s as colourful as possible—to help you make more money. Both the magazine and the trade show celebrate this industry and have fun doing it.

In *Today’s Trucking*, you can flip through stories and cruise the ads. Truck World visitors not only get to tour the miles of booths of

chromiest chrome and heaviest horsepower, they meet lots of folks they might never get to talk to in person or maybe only know by email or phone. This is, after all, a people industry, and networking is key.

As Woody Allen once said, “80 percent of success is showing up.”

This year, in addition to the displays and a “by invitation-only” truck beauty contest, Elizabeth’s putting on a bunch of seminars as presented by her hand-picked team of experts.

The lineup includes presentations on such critical topics as advanced tire knowledge; trucking food safety; the new lubes; the latest retreads; low-sulfur fuel; measuring your real cost-per-mile; and for drivers, how to interpret pay packages. I figure if a driver can figure out pay package formulas, the new hours-of-service regulations are a walk in the park. Those are only a few. For a complete schedule of *Truck World* events, visit www.truckworld.ca.

If all of the above seems like a shameless promotion for another department of our company, it is.

Mostly because we here at *Today’s Trucking* like working with Elizabeth over at Truck World. We also know that if her trade show is anything like her natural ability for storytelling, it’ll be an event you’ll never forget. See you there. ▲

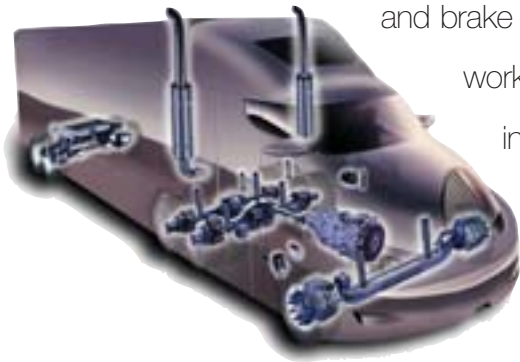
Peter Carter is the editor of *Today’s Trucking*. You can reach him at 416/614-5828 or peter@todaystrucking.com.



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