

QUEST FOR THE WEST: Canadian Freightways on the move, PG. 37



Darshan Kailly
Bédard's eyes on the oilpatch

June 2007

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Today's Trucking

The Business Magazine of Canada's Trucking Industry

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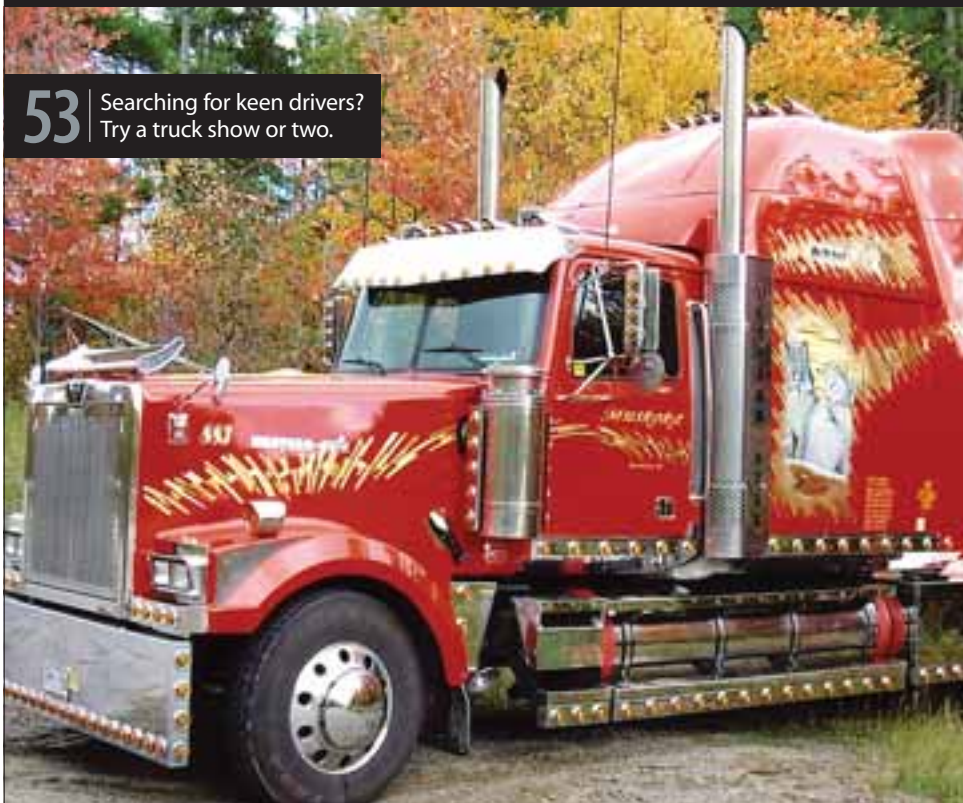
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Today's Trucking

The Business Magazine of Canada's Trucking Industry

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416/614-2200 • 416/614-8861 (fax)

Today's Trucking is published monthly except January and July by NEWCOM BUSINESS MEDIA INC., 451 Attwell Dr., Etobicoke, ON M9W 5C4. It is produced expressly for owners and/or operators of one or more straight trucks or tractor-trailers with gross weights of at least 19,500 pounds, and for truck/trailer dealers and heavy-duty parts distributors. Subscriptions are free to those who meet the criteria. For others: single-copy price: \$5 plus \$0.30 GST; one-year subscription: \$34 plus \$2.04 GST; one-year subscription in U.S.: \$40 US; one-year subscription foreign: \$65 US. Copyright 2007. All rights reserved. Contents may not be reproduced by any means, in whole or in part, without prior written consent of the publisher. The advertiser agrees to protect the publisher against legal action based upon libelous or inaccurate statements, unauthorized use of photographs, or other material in connection with advertisements placed in *Today's Trucking*. The publisher reserves the right to refuse advertising which in his opinion is misleading, scatological, or in poor taste. **Postmaster:** Address changes to *Today's Trucking*, 451 Attwell Dr., Etobicoke, ON M9W 5C4. Postage paid Canadian Publications Mail Sales Agreement No. 40063170. **ISSN No. 0837-1512. Printed in Canada.**

We acknowledge the financial support of the Government of Canada through the Publications Assistance Program toward our mailing costs. PAP Registration No. 10788. **Canada**

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Cops out in full force?

Your article "Michigan cops cracking down on cross-border traffic" (Today's Trucking.com, May 8,) was right on. I crossed the bridge into Detroit today, as I have nearly every Tuesday since the first of the year and as I pulled out of the toll site, I counted five squad cars—one per city block.

Last month I was pulled over and got a warning ticket for being under-length. I had slid the tandems all the way forward so they wouldn't get hung up on that 20-in. curb on the Canadian side.

Now I stay in the left lane for the get-on and risk not being able to get back before I get stuck in the FAST lane.

Dave Liebmann,
Stoughton, WI.

P.S. I find your magazine at my delivery in Cambridge, Ont., and read it with interest.

Timing is almost everything

After reading "Survey Says" (Marco Beghetto, Jan/Feb '07) and "This Buddy's for You" (Peter Carter, Jan/Feb '07) I—as most truckers can—immediately saw the connection.

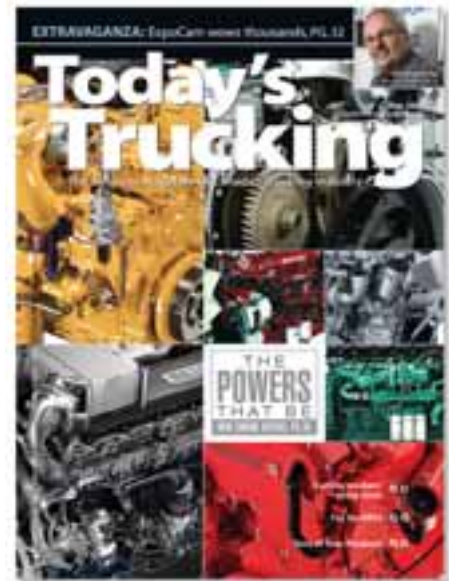
The survey said 77 percent of 1,094 respondents admitted cheating on the HOS regs, and I suspect the other 23-percent do it and just won't confess to it.



The 23-percent who are not cheating are either paid hourly or so well that they don't need to cheat or they face serious deterrents such as paycheck fines.

Or, they might be overly conscious of the big-brother satellite.

I have yet to meet a trucker sleeping 10 hours unless he's been running for 20 hours straight.



All of this is connected to Peter Carter's point about the money-earning part of "This Buddy's for You."

A few hours ago, I met a factory worker who has his CDL but quit driving because he was fed up with the lack of pay, hours wasted at the border, docks, etc.

I suggested local driving.

He quickly replied that he has grown to like the structured hours in the factory with at least \$3 more per hour and no risk of fines for things like a light that goes out while driving on one of Ontario's many unmaintained highways.

Then a fellow who was pushing a broom chimed in on how he used to drive into Georgia and Kentucky but had thrown in the towel: too much bull-crap from all the dispatchers, DOT, border lunch grabbers, etc.

It will soon come to crunch when in five to 10 years more truckers will have had enough; that is, unless they start to take some of their downtime and figure out what they are really making per hour and change the situation.

Lee Way,
York Region, Ont.

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By Rolf Lockwood



Evil Tolls

I fear that toll roads are coming in droves, with rapacious fees to boot.

Toll roads bug me. I avoid them like the plague when there's a useful option and resent it with some serious passion when I'm forced to stop and pay. The publicly owned ones are bad enough, but I feel especially ornery when I fork over money to some private and decidedly for-profit Australian or Spanish commercial behemoth that did a deal with province or state to buy a road.

To buy a road! Gimme a break. What could be more public? It takes me back to medieval Europe when toll roads and bridges were apparently invented. Just seems wrong in the modern world.

I actually wasn't around in those times, honest, but I did experience first-hand the building of a toll bridge and used it many times. Even paid the modest toll happily because I knew it would be applied only until the capital costs were recovered. And that's how it worked.

That was many years ago. I was a kid living under the shadow of the lift bridge over the canal that allowed ships to enter Hamilton's harbor, sometimes called Burlington Bay—an hour southwest of Toronto—from Lake Ontario with their loads of iron ore to feed two sprawling steel plants. One night we heard a huge bang and instantly thought that the bridgemaister must have been a bit slow on the uptake. I don't remember the cause in fact, but one of those long, long Great Lakes freighters had indeed run smack into the bridge, ruined it big time and temporarily destroyed the main link between Burlington and Hamilton. More critically, the road running between Toronto and Niagara and on to the U.S.—the Queen Elizabeth Way—was cut in two. This was in 1952.

The bridge was eventually repaired but the incident inspired the building of the very high Burlington Bay Skyway bridge, at the time probably the longest such span in the country at about 2.5 km. It was opened in 1958 after four years of construction, and it meant the end of traffic tie-ups while ships entered or left the Bay. It also completed the four-laning of the QEW.

I wasn't yet driving in '58 but four years later I hit the road on my own and paid my first toll across the Skyway. All of 25 cents, if I remember correctly. That really wasn't a tiny amount, a pack of cigarettes being about the same, but it only lasted a few more years. As officials had promised, the toll disappeared when the debt was paid.

As officials had promised, the toll disappeared when the debt was paid.

I like that financial model, the simplicity of it, but would it work today? Beats me, but maybe not, costs to build such infrastructure being what they are. In all the discussions and debates about toll roads, the idea of retiring a toll at some point just never comes up. We seem stuck on the idea that public/private partnerships are required to raise the money in the first place, and then the private outfit gets to charge pretty much what it likes within a 99-year lease or some such—long after costs have been recovered.

This does not strike me as brilliant public policy, and the perfect example is Ontario's Highway 407 that runs east-west just north of Toronto. It's about 100 km long, built in a public/private partnership and later sold to the private entity involved. And now a tractor-trailer gets dinged nearly \$60 to travel that stretch in peak hours, a car just under \$20. And as far as I can see, it doesn't always save much time or heartache. Not surprisingly, truckers don't use it.

Compare that to the 186 km of the Coquihalla Highway in B.C., which cuts out some pretty tough mountain driving and quite a few miles in the process. It's only 10 bucks for a car and as much as \$50 for a truck. Much as I love driving old Highway 1 out there, and much as I hate tolls, this represents decent value compared to 407—with much less traffic density to support it. Happily, a few years ago the people beat back the Premier's announcement that the road and its revenue would be turned over to a private operator.

Unfortunately, I can't imagine the Coquihalla's tolls being dropped or even reduced any time soon. Same with the 45-km-long Highway 104 over the Cobequid Pass in Nova Scotia. And there's no chance of it happening with 407, of course.

I fear that our road reality will include more and more tolls as time goes on, a notion backed up by a report just released by the C.D. Howe Institute. The study is called "Congestion Relief: Assessing the Case for Road Tolls in Canada" (downloadable at www.cdhowe.org) and it offers toll roads as the cure for urban congestion. The author, University of Alberta economics professor Robin Lindsey, says governments should look at tolls and fees to deal with gridlock in our cities.

So maybe tolls are inevitable, but I don't have to like them. And I can't help wondering if the growing acceptance of the idea really signals a lack of imagination on the part of governments big and small. Just pray that we don't get user fees charged to enter our cities. ▲

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

Dispatc

BY MARCO BEGHETTO

Great White Camions?

Mexican carriers will eventually be granted access to the rest of North America. But they're likely not going to get a friendly hola from Canadian and American truckers.

For the last decade or so, the three-way marriage between the NAFTA nations has basically been a cozy affair involving the U.S., and us Maple Leafers, with the Mexican third wheel holding a candle in the background.

Unlike Canadian carriers, when it comes to trucking, Mexican fleets have been blocked by protectionist rules that limit them to a 20-mile commercial zone just north of the U.S.-Mexico border. Under its NAFTA obligations, the Bush Administration has been trying to open the border to Mexican truckers for years—much to the chagrin of safety groups, anti-trade associations, independent owner-ops, and small fleets.

Pressed by big carriers, the American Trucking Associations (ATA) has lobbied for an open U.S.-Mexico border. These carriers would be able to quit interlining

with Mexicans and take advantage of running unrestricted Mexican truckers back and forth between the two countries.

Eventually, says Canadian

Trucking Alliance (CTA) chief, David Bradley, the association would like to see the Mexicans give similar access to Canadian carriers—giving Canuck fleets

“fifth freedom rights.” That means Canadians could sidestep current cabotage rules by hauling an extra load from a U.S. point into Mexico, and then taking

MOTORIN' WITH MEH-HIC-O: A recent U.S. bill stalled the controversial Mexican truck plan. But observers say it won't be long before Tijuana trucks roll north—even as far as Canada.



thes



BIG BUY: Income trusts like Canada Cartage have curbed their buying recently. Now they could be targets for acquisitions.

another load back across the border to a second U.S. location before picking up a backhaul for home.

“Theoretically it creates an opportunity for significant efficiency for those types of shipments,” says Bradley, adding that the run isn’t something he expects a lot of Canadian carriers would attempt on a regular basis. “No one’s deluding themselves that we’ll see a stream of Canadian trucks crossing into Mexico.”



At press time it was still unclear exactly when the border would open to a pilot project allowing 100 hand-picked Mexican carriers, collectively with 1,000 trucks, to haul beyond the restriction zone. (As we went to press, the U.S. House of Representatives overwhelmingly passed the Safe American Roads Act of 2007 by a vote of 411-3. The bill stalls the Mexican pilot until the DOT includes such things as an independent review panel, as well as transparency in evaluating Mexican compliance and truck safety records).

Further still, the program might have to survive a last-minute court injunction brought on by the plan’s opponents north of the Rio Grande. In April, an anti-Mexican truck coalition filed a lawsuit against the FMCSA. The group, which includes the Teamsters, the Owner Operator and Independent Driver Association, and special interest group Public Citizen, claims “the reckless” pilot project would allow “unsafe” Mexican trucks onto U.S. highways, endangering others on the road.

Though, even with these indefinite delays, there’s little

CARTING CARTAGES

COULD A RECENT TRUCKING ACQUISITION SPUR MORE TAKEOVERS?

Considered virtually unthinkable not too long ago, a private equity firm recently went shopping for a trucking company and came away with Canada’s 11th largest for-hire hauler. Despite the traditional view that trucking trusts aren’t attractive to private equities because of the industry’s cyclical nature and lack of flexibility from a cash flow perspective, Canada Cartage Diversified Income Fund was nonetheless bought by Providence, R.I.-based Nautic Partners LP for \$140 million.

The deal quickly led to speculation in the investment community whether Canadian trucking income funds are suddenly hanging fruit for private equities.

Admitting he was initially surprised to hear about Canada Cartage’s suitor, Walter Spracklin of RBC Capital Markets identifies which trucking holdings, if any, would be the next most likely candidates for consolidation in the freight transportation market.

Companies that are mainly based on their niche-market segment, characterized by higher barriers to entry, have an attractive asset base, better pricing discipline and higher margins, make the most sense, Spracklin told *Today’s Trucking*.

On that note, Spracklin concludes

that ATS Andlauer’s lack of debt and solid customer contacts in the pharmaceutical sector, as well as Trimac’s base of long-term, high-margin bulk contracts, make the carriers the top two attractions to a private equity buyer.

“If private equity involvement extends over into the trucking space for whatever reason, this would likely result in an unexpected lift in trucking trust valuations,” says Spracklin.

So, is the Canada Cartage deal a sign of further private equity takeovers? Perhaps, says Spracklin—at least for “pure play” carriers in niche markets with very “sticky” customer contracts.

As for general consolidation among trucking fleets, Spracklin says the usual inter-industry buyers—big trucking trusts like TransForce and Contrans—have been decelerated by Ottawa’s decision to tax trusts the same as other corporations.

That’s bad news for the growing number of aging, well-run private and family fleets with no succession plan. Many likely won’t get the cash-in-hand sort of offers that were available from trusts a couple years ago. “If they happen, they’re going to happen on a much lower price than before,” says Spracklin.



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Dispatches

doubt among observers that the border is as close to opening as it's ever been in the last five years.

As for safety, the FMCSA counters that all Mexican trucks would have to follow the same rules as every other carrier and driver operating in the country, just as Canadian haulers do. Reportedly, all but a few of the select Mexican fleets that have been audited so far have satisfied the DOT's standards.

Assuming Mexican truckers are given the benefit of the doubt on safety and compliance, opponents say their migration north could have a devastating impact on domestic trucking rates in the U.S.—and eventually Canada.

In fact, as the higher Canadian loonie dries up southbound lanes and makes U.S. imports to Canada look more like premium headhauls, the Canadian market could start to look very ripe for Mexican truckers—or more



TRANSPORTISTAS WANTED: Mexican drivers are already targeted by big fleets to cure driver shortage woes.

likely, U.S.-owned Mexican fleets—which are operating with a fifth of the labor costs and generally a much lower cost structure.

“I imagine we will see significantly more loads traveling direct from the Mexican farm fields to the distribution centers in Canada, and ultimately I guess we will feel this loss of volume in our reefer world,”

says Jim Mickey, co-owner and president of fresh food hauler Coastal Pacific Xpress of Cloverdale, B.C. “But another story all together, is if we have new competitors with a lower cost base having an opportunity to directly compete. Surely it is an issue. At least when a U.S. carrier takes our work point-to-point in Canada—one of the larger inequities in life

and illogical in the extreme—their basic cost of business makes them less of a potent threat.”

Harold Heffernan of Kitchener, Ont.-based Celadon Canada admits that as part of a purely continental company complete with a Mexican-based division, the opportunity to use Mexican assets in the U.S. and Canada is too great to ignore.



LOG BOOK

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June 13-15

2007 Purchasing Management Society of Canada Annual Conference, Niagara Falls, Ont. The premier event for Canada's strategic supply management, the event offers education and development in purchasing, logistics and supply management. Contact: 416/977-7111, ext. 129 or click on www.pmac.ca.

June 14-15

Private Motor Truck Council of Canada Annual Meeting and Conference, The Queens Landing Resort, Niagara-on-the-Lake, Niagara Falls, Ont. Canada's private transport carriers meet to discuss the industry's pressing issues. Contact: 905/827-0587 or go to www.pmtc.ca.

July 11

Association of Diesel Specialists 2007 Convention & Tradeshow, Manchester Grand Hyatt, San Diego. Learn what the next generation

of clean diesel fuel and technology means to trucking. Contact: 913/851-9840 or click on www.diesel.org.

July 27-29

Fergus Truck Show, Fergus and District Community Centre, Fergus, Ont. Named one of the top 50 events in Ontario, the truck show offers a show 'n shine, truck pull, and fun for families. Contact: Call 519/843-3412 or go to www.fergustruckshow.com.

August 2-5

Rodéo du Camion, Notre-Dame-du-Nord, Que. The infamous Quebec truck rodeo and street festival is back for another year. Make sure you have a camera. Contact: 819/723-2712 or click on www.elrodeo.com.



For a list of more summer truck **SHOW & SHINES** and similar events across Canada, go to pg. 53.

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THE RIGHT TRUCK FOR THE JOB

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"It would be advantageous for companies like ours to run those trucks into Canada. There's no doubt about that," he says. "Coming into Canada would definitely be easier than going [further] into Mexico. There are issues with safety and insurance going there."

How quickly Mexicans would make ripples in the Canadian trucking pool is tough to predict, says Heffernan. "There are still a lot of complexities, like safety. There's language barriers. In the [southern] U.S., many Americans speak [Spanish], so the Mexicans are comfortable there. It'll slowly ease out from there, but when, I don't know."

For the most part, niche sectors like tanker and

hazmat would be immune from dollar-a-mile Mexican truckers, in much the same way "new Canadians" don't venture into such demanding and high-liability operations when they first buy a truck, says Ontario owner-op Ed Wesselius. However, sectors with razor-thin margins like seaport drayage, as well as cross-border dry box and reefer lanes in central and eastern Canada would be vulnerable to Mexican competition. And with Canadian cabatoge enforcement as weak as it is, there isn't much stopping cheaper Mexican truckers from making a couple extra drop-offs on the way back home.

"Americans already do it with impunity. They'll drop off a load in Montreal, and

drop off another in Toronto all the time," says Wesselius. "Now, they'll have Mexicans moving further and further north doing it too?"

If that's the case, what'll happen to the contractibility of owner-ops like him? "I assume that if [we] don't bring rates in line, it'll make it easier for us to be replaced."

Weights & Dimensions

Vitamin LCV Good for Trucking: Study

Ontario, according to many at the Center of the Universe (COU), is the shaggy dog that wags the Canadian tail. Economically, that's been partly true (although the capital of COU may soon have to be moved some-

where between Calgary and Ft. McMurray). But as trucking regs go, Ontario could learn a lot from the rest of the Dominion.

Long Combination Units (LCVs), for example, are common fixtures, with conditions, on highways in Alberta, B.C. Quebec, Saskatchewan, Manitoba, as well as 17 U.S. states, including the border states of Montana, New York and North Dakota. In Ontario however, they're a political hot potato, as regulators worry over the backlash from soccer moms afraid to drive next to trucks double in length.

Ironically, Ontario and the Maritimes are two of the top jurisdictions that would benefit most from a turnpike double network in Canada,

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according to a new study commissioned by the Canadian Trucking Alliance (CTA) in cooperation with Natural Resources Canada, Transport Canada, and the Canada Safety Council, among others.

strict operational, equipment, and driver training standards, as well as speed limitations and stop distance requirements—the study found they tend to be among the safest vehicles on the road.



COMBO NO. 2: Studies in Alberta and Saskatchewan find that LCVs are three times less likely to be in an accident.

The two-year study, conducted by third-party consultants, involved the collection of live data from fleets all over the country that operate “turnpike doubles”—a combo of two 53 ft or 48 ft trailer units.

Because turnpikes are well suited to move products that are lighter in density, the study explains, truckers in manufacturing strongholds like Ontario would get the most benefit, especially in LTL applications where there’s lighter-density commodities moving between terminals after city pick-up.

Furthermore, LCVs aren’t likely to be much heavier than single units as weight laws dictate they’ll “weigh out” before “cubing out.”

The study, borrowing from several pilot projects, dispels several other myths about LCVs being less safe than single tractor-trailers.

In fact, because LCVs are allowed in certain provinces under special permit—with

In Saskatchewan, it was noted that the collision rate of LCVs was one fifth of the overall heavy truck rate. The tractor-trailer incident rate on Ontario’s 400 Series multilane highways is about 0.46 incidents per million kilometers. The average rate for LCVs in Canada is between 0.15 and 0.19 percent, indicating that LCVs can be up to three times less likely to be in an accident.

“Finally! They’re talking about operating LCVs in [Ontario],” says Darshan Kailly, president of Calgary-based Canadian Freightways, which is running LCVs between Vancouver and Kamloops as part of a pilot examining an extension of the LCV network in B.C. “Our data shows that our LCVs are the safest vehicles on the road. You know why? Because we have the best-trained drivers on them.”

While safety just might get the attention of a politician or two, these days

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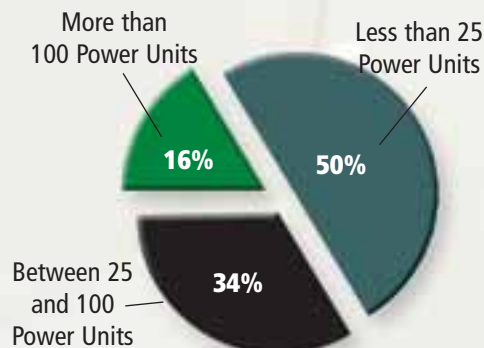
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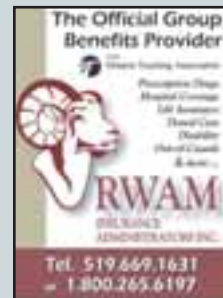


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it's the environment that'll win you real points with legislators. Because turnpikes require half of the hauling kilometers to move the same volume of freight, they're said to offer fuel savings of about 30 percent. Overall, the study estimated that 900 million kilometers of truck travel would be saved annually by an expansion of the turnpike double network, resulting in a reduction of 260 million liters of fuel and 730 kilotonnes of greenhouse gases.

So, with a potential speed limiter plan acting as a safety and green-friendly primer, the Ontario Trucking Association (OTA) might eventually get the political capital it needs to convince regulators on LCVs in that province as well.

Atlantic truckers, meanwhile, are hoping the new study helps nudge their own bureaucrats. Sunbury Transport has been operating LCVs between Dieppe and Saint John for over a year. The New Brunswick pilot was deemed a success and will likely be extended to Nova Scotia soon.

But while Ontario and the Lobster Belt take baby steps toward LCV adoption, truckers running turnpikes in other provinces want the road network for them expanded further.

Alberta and B.C. are looking for more track to operate on, as well as more liberal rules on time of day and season. In La Belle Province, where LCV permits are withdrawn between December and February, the Quebec Trucking Association is negotiating with the

You Can Quote That

The U.S. DOT's controversial plan to mandate EOBRs (electronic on-board recorders) for repeat hours-of-service violators is far from perfect, most observers say.

But judging from comments submitted to the Federal Motor Carrier Administration (FMCSA) on the plan, opinions on what to do about it vary wildly.

The Canadian Trucking Alliance (CTA), the first trucking association in North America to officially endorse EOBR legislation, had one of the most sensible suggestions by asking for "enforcement tolerances." By allowing minor variances in driving up to a specified limit—a so-called "close to home provision"—drivers could avoid unwarranted penalties.

Says CTA Senior VP Graham Cooper: "Under most circumstances, it would be virtually impossible for a driver who drives the maximum allowable hours to shut down precisely at the driving time limit. If driving occurs a few minutes after the 14-hour on-duty limit, or if a driver takes slightly less than the required 10-hour off-duty period, these minor variances would not appear in a paper log. When an EOBR is in use, however, the driver is afforded no such discretion."



HERE'S A SELECTION OF OTHER QUOTES SENT TO FMCSA:

“The technology should be mandated across the board, or with very limited exceptions, with no phase-in period differential based on size,” writes David Whiteside, senior director of compliance and J.B. Hunt Transport. “If that is not a possibility it is essential that as many non-compliant carriers

as possible be required to install the EOBRs and that as many other carriers as possible be induced to install them through incentives.”

“The FMCSA has once again failed to propose making installation of these devices mandatory, delaying the potential for [EOBRs] to fundamentally change the face of motor carrier safety,” writes Public Citizen President Joan Claybrook, whose group convinced a judge to order the FMCSA to rewrite its HOS rules in 2004. “[The rules] will continue to be insufficiently enforced under this proposed rule.”

“... EOBRs will make it easier for motor carriers to harass drivers,” according to the Owner-Operator Independent Drivers Association's President Jim Johnston. “The level of EOBR monitoring and control over drivers would significantly compromise the independence of owner-operators and could convert [their] traditional status from contractor to employee under traditional common-law analysis.”

transport ministry for year-round operations. There's been no official announcement, but Transport Minister Julie Boulet told the QTA at its recent annual conference she's making the issue a priority.

“We are not quite there yet,” says MTQ manager Gervais Corbin. “But we're starting to think out loud.”

Ferry

Something Fishy at Marine Atlantic

Some seafood processors in Newfoundland and Labrador are angry over a recent decision by Marine Atlantic to crack down on leaky trucks. In a tense standoff a few weeks ago, five truckers carrying live seafood were

denied access to the ferry because fishy-smelling water was leaking from their equipment. They were permitted on the ferry only after the lobster and mussels had been repacked and the spillage contained.

While the dispute was resolved within hours, it sparked a media maelstrom on the Rock after a

heard on the Street

■ **Wes Armour**, president and CEO of Armour Transportation Systems, has been named one of Atlantic Canada's top 50 CEOs and inducted into a corporate leadership hall of fame. Armour, 61, was the only transportation industry CEO to make the top-50 List, which is sponsored by a regional business publication, **Atlantic Business Magazine**.

■ The **ALBERTA MOTOR TRANSPORT ASSOCIATION** handed out a constellation of awards at its recent annual conference in Banff recently. Among the winners:

Frank Garrett of Mullen Trucking, who received the 2007 Safety Person of the Year award, sponsored by Bow Valley Insurance Services.

Perley MacDonald of Medicine Hat-based McMillan Transport was named the Volvo Trucks Canada Driver of the Year, which is given to a professional driver who has a collision-free driving record.

Also of McMillan Transport is **Doug McDowell**, who was named Canada's 2006 Dispatcher of the Year by Shaw Tracking.



Three of Alberta's most reputable and pioneering fleets were honored by the AMTA and the American Truck Historical Society. Accepting the prestigious awards

were **Guy Blasetti** of Lethbridge-based BigHorn Transport; **Don Bietz**, CEO of Economy Carriers in Edmonton; and **Darshan Kailly** of Calgary-based Canadian Freightways. (Read more about Darshan and CF on pg 37).

spokesman for a seafood processors group attacked Marine Atlantic, saying the ferry failed to notify the businesses that it was tightening its policies on spillage.

George Joyce, executive director of the Seafood Processors of Newfoundland and Labrador, told the CBC that live seafood must be stored under melting ice.

"Without that drip water, that cold water, the lobsters would die," he said. In cracking down on the spillage, he said Marine Atlantic is affecting the timely shipment of fresh seafood. Joyce did not return calls for a direct comment.

Tara Laing, spokeswoman for Marine Atlantic, told *Today's Trucking* that the rules have been in place for years. "We've been asking for compliance for quite some time." She says the awful offal was a health

concern for both passengers and crew.

Gordon Peddle, president of D & D Transport, a Mount Pearl, Nfld.-based carrier, says he doesn't feel sorry for anyone unfamiliar with the rules.

"We've known about it for a long time," he says. "Most carriers should be compliant with it by now."

Ports

BCTA Offers Ps & Qs to VanPort

The Vancouver Port Authority (VPA) should mind its own business. That, effectively, is what the B.C. Trucking Association (BCTA) is telling the VPA after it reportedly started warning truckers it would revoke port trucking licences of companies that, for whatever reason, failed to pay fees assessed by terminal operators.

In a letter to VPA, the BCTA suggested the port authority not intervene in "business-to-business matters between container trucking companies and terminal operators."

BCTA was responding to a recent VPA communication sent to all container trucking companies, which stated the VPA would consider companies that fail to pay penalties charged by terminal operators for missed reservations to be contravening the truck licence issued by the authority.

The issue of non-payment, though, is strictly between carriers and terminals, says BCTA President Paul Landry. Besides, as creditors, terminal operators have many methods they can use to collect payment, "the most compelling of which would be to deny access to terminal property to the offending trucking company."

Continues Landry: "VPA should be concerning itself with matters that are related to truck safety standards ... rather than trucking companies' business relations with its logistics chain partners."

The container truck licensing system was brought in by the federal government to end a crippling six-week strike by independent container haulers in 2005. To get a licence, carriers must comply with several trucking standards, including haulage rates paid to independent operators.

That too was a free-market B2B matter the government and VPA shouldn't meddle with, argued most carriers at the time.

Regardless, Ottawa later enshrined the licence scheme in legislation and handed the VPA the authority to issue and enforce the licences.

Meanwhile, BCTA points out there are still a number of inequities involved in the reservation system causing failed or missed reservations. Trucking companies, for example, do not have access to their own success rate-record as measured by the terminal, but must rely on contacting the terminal to receive periodic updates. "This reduces a trucking company's opportunity to challenge or correct mistakes that may be made by the terminal in calculating a company's success rate/record."

On the flip side, adds Landry, truckers are not able to recover costs when it is the terminal that is unable to honor reservations.

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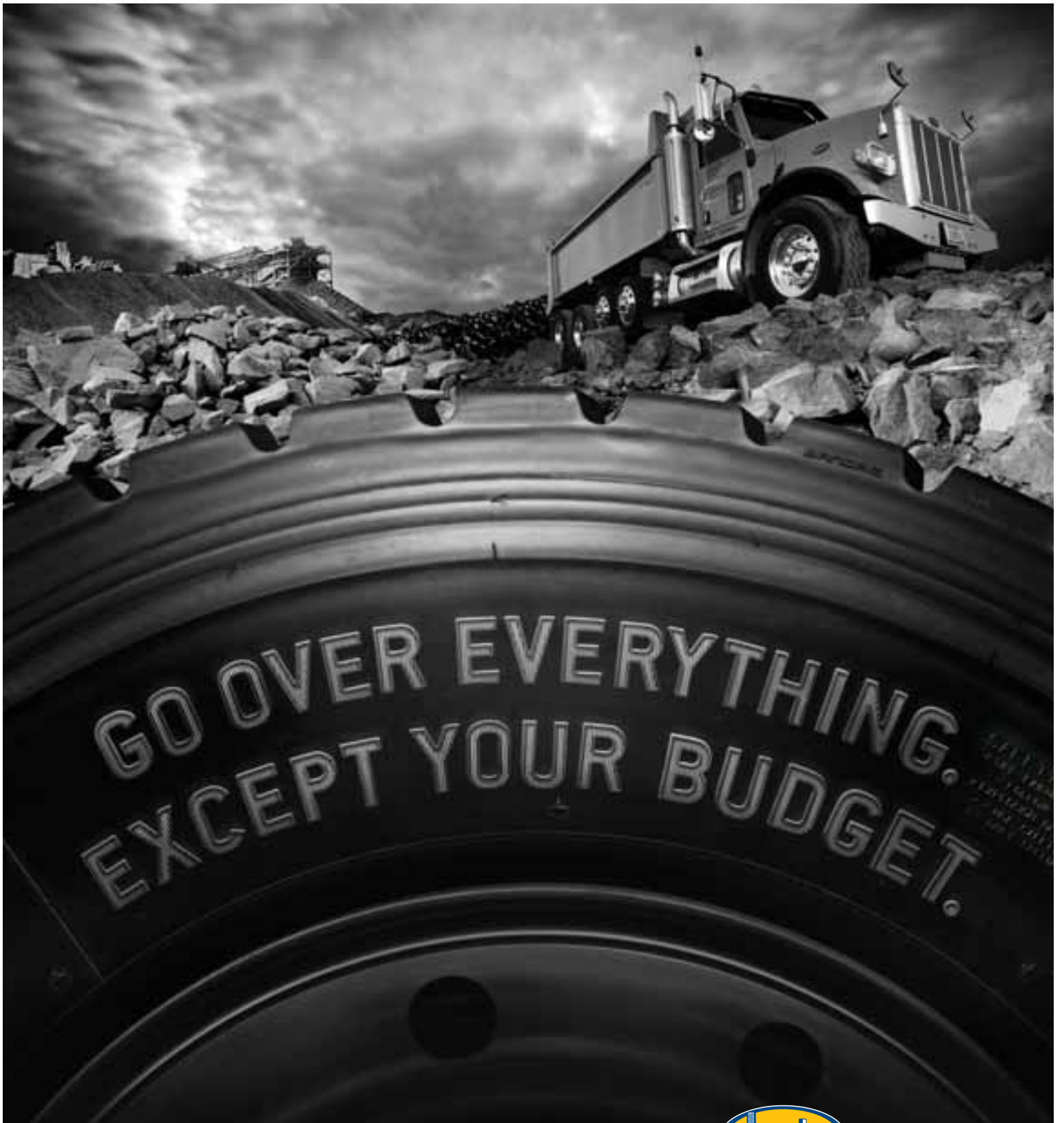


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**Correction
DEAR READERS:**

Due to a computer calculating error, the monthly and year-to-date Canadian truck sales for February 2007, which appeared in our last May issue, were incorrect. The February sales numbers have been corrected and properly appear on this page. See page 23 for the March 2007 stats. WE REGRET THE ERROR AND APOLOGIZE FOR ANY INCONVENIENCE.

Hours-of-service

HOS In Provincial Spin Cycle

All but one Canadian jurisdiction has by now mirrored the federal hours-of-service rules that took effect Jan.1. But with a few exceptions, most provinces are reporting that the regs aren't working for everybody—especially short haul and off-road applications.

Alberta still has not adopted the rules, and at the recent Alberta Motor Transport Association conference in Banff, Transportation Minister Luke Ouellette told carriers still waiting for uniformity in their province that they'll have to sit some more, as he's "not rushing to make any changes just yet."

"There's still a wide, wide range of opinions on hours-of-service," he said.

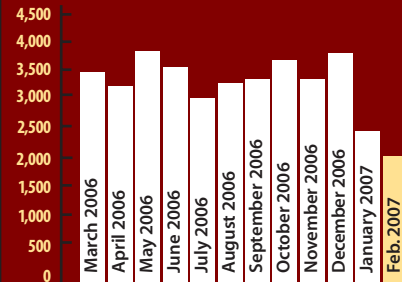
The new rules are vigorously being resisted by fleets in the bus and oilfield sector, which say the regime doesn't make sense for their operations.

Next door, B.C. Trucking Association President Paul Landry says that while the rules are good for most over-the-road carriers, they don't consider the daily complexities for BC Ferry users that are running out of hours while sitting on the vessel between Vancouver

truck sales index

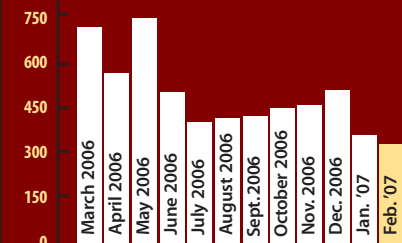
February 2007

CLASS 8	This Month	YTD '07	YTD '06	Share
Freightliner	349	962	909	21.5%
International	418	955	941	21.3%
Kenworth	358	678	1003	15.1%
Peterbilt	262	520	590	11.6%
Sterling	227	423	411	9.4%
Western Star	177	351	323	7.8%
Mack	108	299	295	6.7%
Volvo	174	296	456	6.6%
TOTAL	2073	4484	4928	100.0%



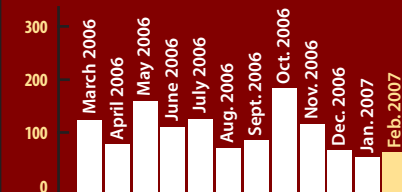
12-month Class-8 Sales

CLASS 7	This Month	YTD '07	YTD '06	Share
International	66	220	184	32.2%
General Motors	54	96	69	14.1%
Freightliner	46	93	60	13.6%
Peterbilt	50	79	114	11.6%
Kenworth	42	63	97	9.2%
Sterling	27	61	62	8.9%
Hino Canada	35	59	55	8.6%
Ford	5	12	8	1.8%
TOTAL	325	683	649	100.0%



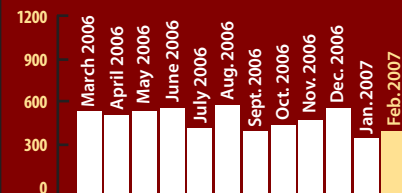
12-month Class-7 Sales

CLASS 6	This Month	YTD '07	YTD '06	Share
Hino Canada	27	49	48	44.4%
International	9	30	97	30.3%
Ford	9	16	8	16.2%
Sterling	3	9	29	9.9%
General Motors	7	9	19	9.9%
Freightliner	7	8	17	8.8%
TOTAL	62	121	218	100.0%



12-month Class-6 Sales

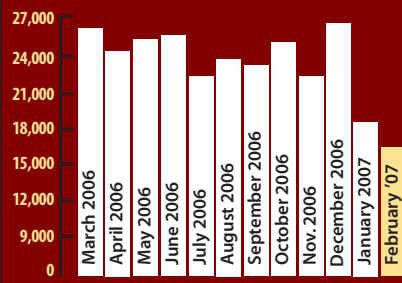
CLASS 5	This Month	YTD '07	YTD '06	Share
Ford	201	330	345	44.2%
General Motors	93	214	227	28.7%
Hino Canada	54	117	117	15.7%
International	30	59	51	7.9%
Sterling	9	15	0	2.0%
Freightliner	8	11	2	1.5%
TOTAL	395	746	742	100.0%



12-month Class-5 Sales

U.S. RETAIL TRUCK SALES

CLASS 8	This Month	YTD '07	YTD '06	Share
Freightliner	5623	11,510	11,620	32.9%
International	2366	6334	7293	18.1%
Volvo	1793	3824	4707	10.9%
Kenworth	1862	3809	4170	10.9%
Peterbilt	1975	3789	4761	10.8%
Mack	1322	2790	4096	8.0%
Sterling	1230	2309	2367	6.6%
Western Star	191	513	456	1.5%
Other	109	148	1161	0.4%
TOTAL	16,471	35,026	40,631	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.

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Island and the mainland.

With up to a possible six clockable on-duty hours lost on a two-way trip, Landry says companies might have to consider putting on a second driver to complete a day's work, which, if they can even find the extra wheelmen, would force carriers to pass the extra costs on to shippers.

Meanwhile in Ontario, *Today's Trucking.com* learned that even mechanics on short test drives would be subject to the HOS record-keeping requirements.

Call it an unintended consequence or bureaucracy running amok, but apparently trucking carriers have to keep detailed time records for the day the technician takes the truck around the block, and for the preceding 14 days of the tech's working life.

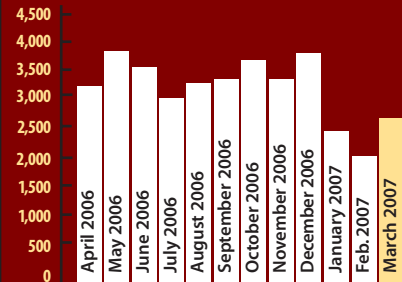
"The only way the HOS regulation would not apply in the scenario you mention is if the vehicle was being operated under the authority of a service plate," confirms Alf Brown, head carrier enforcement liaison with MTO's Carrier Enforcement Program Office in St. Catharines, Ont. "In that case the vehicle would be excluded from the definition of a commercial motor vehicle in section 16, which in turn means the hours-of-service regulation would not apply to the driver of that vehicle."

At press time, *Today's Trucking* learned that in order to make all the necessary technical amendments, lawmakers probably have to take the entire federal rule back to Canada Gazette Part 1. Who's up for a trip back to the drawing board? Anyone? ▲

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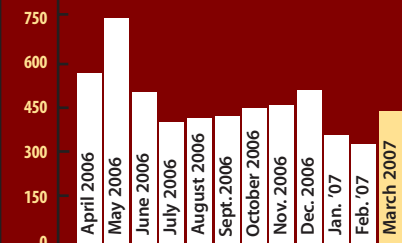
March 2007

CLASS 8	This Month	YTD '07	YTD '06	Share
Freightliner	567	1529	1695	21.5%
International	515	1470	1642	20.7%
Kenworth	361	1039	1612	14.6%
Peterbilt	287	807	955	11.4%
Sterling	290	713	713	10.0%
Western Star	205	556	513	7.8%
Volvo	229	525	779	7.4%
Mack	161	460	500	6.5%
TOTAL	2615	7099	8409	100.0%



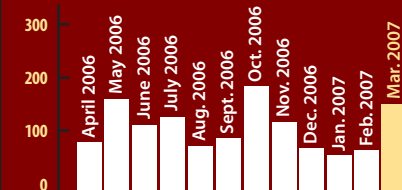
12-month Class-8 Sales

CLASS 7	This Month	YTD '07	YTD '06	Share
International	59	279	300	24.8%
Hino Canada	98	157	108	14.0%
General Motors	57	153	317	13.6%
Kenworth	78	141	171	12.5%
Peterbilt	57	136	166	12.1%
Freightliner	38	131	170	11.6%
Sterling	37	98	111	8.7%
Ford	18	30	19	2.7%
TOTAL	442	1125	1362	100.0%



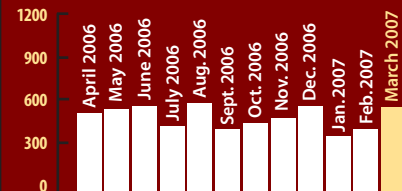
12-month Class-7 Sales

CLASS 6	This Month	YTD '07	YTD '06	Share
Hino Canada	84	133	77	49.6%
International	15	45	111	16.8%
Ford	15	31	18	11.6%
General Motors	17	26	33	9.7%
Freightliner	12	20	30	7.5%
Sterling	4	13	32	4.9%
TOTAL	147	268	301	100.0%



12-month Class-6 Sales

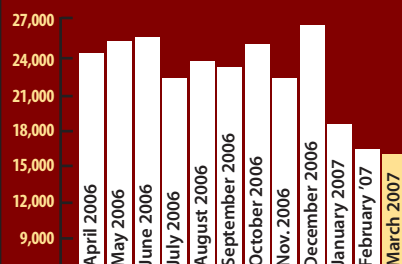
CLASS 5	This Month	YTD '07	YTD '06	Share
Ford	209	539	582	41.1%
General Motors	147	361	391	27.5%
Hino Canada	159	276	229	21.0%
International	45	104	76	7.9%
Sterling	7	22	0	1.7%
Freightliner	0	11	3	0.8%
TOTAL	567	1313	1281	100.0%



12-month Class-5 Sales

U.S. RETAIL TRUCK SALES

CLASS 8	This Month	YTD '07	YTD '06	Share
Freightliner	4816	16,326	19,149	31.9%
International	2519	8853	12,081	17.3%
Peterbilt	2023	5812	7793	11.4%
Volvo	1964	5788	7370	11.3%
Kenworth	1977	5786	7106	11.3%
Mack	1344	4134	7045	8.1%
Sterling	1159	3468	3949	6.8%
Western Star	232	745	771	1.5%
Other	56	204	259	0.4%
TOTAL	16,090	51,116	65,523	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.



KRW 2007

Nominated for a Record 16 KRW Awards

Newcom Business Media publications have been nominated for a record 16 Kenneth R Wilson Awards in 2007, for Excellence in Canadian business journalism. Each year the Canadian Business Press Association sponsors its annual "best of the best" competition for excellence in business journalism. There are 13 writing categories; one for best website, one for best issue, and five visual. This year Newcom publications received 16 nominations in twelve different categories... the most ever!

KRW 2007 Top Ten Finalists

I1: Best Issue

Today's Trucking, "Heading into 2007." Peter Carter, Editor; Marco Beghetto, Senior Editor; Rolf Lockwood, Editorial Director; Frank Scatozza, Designer.

W1: Best Editorial

highwaySTAR, "Actions and reactions; collision course." Jim Park, Editor.

W2: Best Industrial/Manufacturing Article

Today's Trucking, "Hybrids hybrids everywhere." Rolf Lockwood, Editorial Director.

W4: Best Retail Article

Today's Trucking, "Fuel for thought." Marco Beghetto, Editor.

W5: Best Resource/Infrastructure Article

highwaySTAR, "David and Goliath." Jim Park, Editor.

Plumbing & HVAC Product News, "Global positioning systems." Simon Blake, Editor.

W8: Best Profile of a Person

highwaySTAR, "Songs of experience." Duff McCutcheon, Associate Editor.

W9: Best Profile of a Company

Canadian Technician, "Reinventing yourself." Allan Janssen, Editor.

Canadian Technician, "Techs in training." Robert Rooney, Writer; Allan Janssen, Editor.

W10: Best Regularly Featured Department or Column

Canadian Technician, "Management S.O.S." Kelly Bennett, Columnist; Allan Janssen, Editor.

Canadian Technician, "The car side." Rick Cogbill, Contributing Editor.

W11: Best Feature Article

Transport Routier, "Parti en 60 secondes." Steve Bouchard, Rédacteur en chef.

W12: Best News Coverage

Today's Trucking, "Sky's the limit." Marco Beghetto, Senior Editor.

W13: Best How-to or Series of How-to Articles

highwaySTAR, "Grinding to a halt." Jim Park, Editor.

Canadian Technician, "Braking some old habits." Claire Alston, Writer; Allan Janssen, Editor.

N1: Best Website

Today's Trucking, "www.TodaysTrucking.com" Rolf Lockwood, Editorial Director; Marco Beghetto, Senior Editor; Martin Smith, Webmaster.

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Interpretations and Impressions

driver's side *It's said that you never hear the shot that kills you. Ontario's MTO is quietly making up its own rules on HOS and trip inspections. So, BANG!* By Jim Park

What will Ontario's Ministry of Transportation (MTO) think of next? Next month, many provinces in Canada, including Ontario, will roll out new trip-inspection regulations (NSC Standard 13). Among other things, they're supposed to clarify driver and carrier obligations, define defects in terms of "major and minor," and provide guidelines to help drivers differentiate between the two.

The new regs do that, but MTO offers no guidance for drivers upon discovering a minor defect. Section 8, article (3) of Ontario Regulation 199/07 says, *A driver may continue to drive a commercial motor vehicle... if it has a minor defect, if he or she has entered the defect on the daily inspection report...*

But MTO seems to be of the *opinion* that a driver should have minor defects repaired before leaving the yard. That same driver would probably be excused if a defect were found later in the day at a remote location. To charge or not to charge will be up to the inspector.

This issue arose at a meeting of the Transportation Health and Safety Association of Ontario, Council of Driver Trainers, Kitchener chapter, on May 8, when Dawn Stevely of MTO's policy department apparently informed the group that inspectors may still lay charges against drivers operating with a noted minor defect.

And in case you haven't heard, Ontario has developed a couple of unique interpretations of the new HOS rules that will likely get a driver from outside the province into trouble, just for following the rules that exist in another province.

Can you spell target? Any American driver or a driver from somewhere else in Canada who may not be up to speed on Ontario's interpretations of the rules had better be—in the words of the late, great, Al Palladini—afraid. Very Afraid.

Rick Morgan, a Certified Safety Director with a small southwestern Ontario carrier says he's seen warnings and charges against drivers who indicate "Cycle 1" or "Cycle 2" on their log sheets. Apparently MTO wants to see "70 hours in 7 days" and "120 hours in 14 days."



And don't forget to remind your drivers that in Ontario, they must indicate the vehicle licence numbers on the log sheets, not the unit numbers. Three CVOR points and a \$390-plus ticket hang in the balance.

The period of "educational enforcement" has come and gone in Ontario, and we're now seeing drivers put out-of-service for 72 hours for failing to maintain their logs to the last change of duty status, or for any sign of falsification.

FOR MORE INFO

FOR A LOOK AT THE OFFICIAL ONTARIO REGULATIONS FOR HOS AND TRIP INSPECTIONS, VISIT, RESPECTIVELY:

- www.e-laws.gov.on.ca/DBLaws/Regs/English/060555_e.htm
- www.e-laws.gov.on.ca/DBLaws/Source/Regs/English/2007/R07199_e.htm

And while we're on the topic of safety and compliance and some of the steps we take to protect our reputations in the event of an accident, let me tell you, the mainstream media have discovered the U.S. DOT's SAFERSYS database, and they've figured out how to use it.

You'll recall a spectacular wreck that occurred in Oakland, Calif. in late April. A gasoline tanker crashed and burned, destroying a section of the Arthur Maze Freeway. The flames had barely been extinguished when the local CBS TV affiliate, KPIX Channel 5, ran

a story outlining the checked mechanical history of the truck.

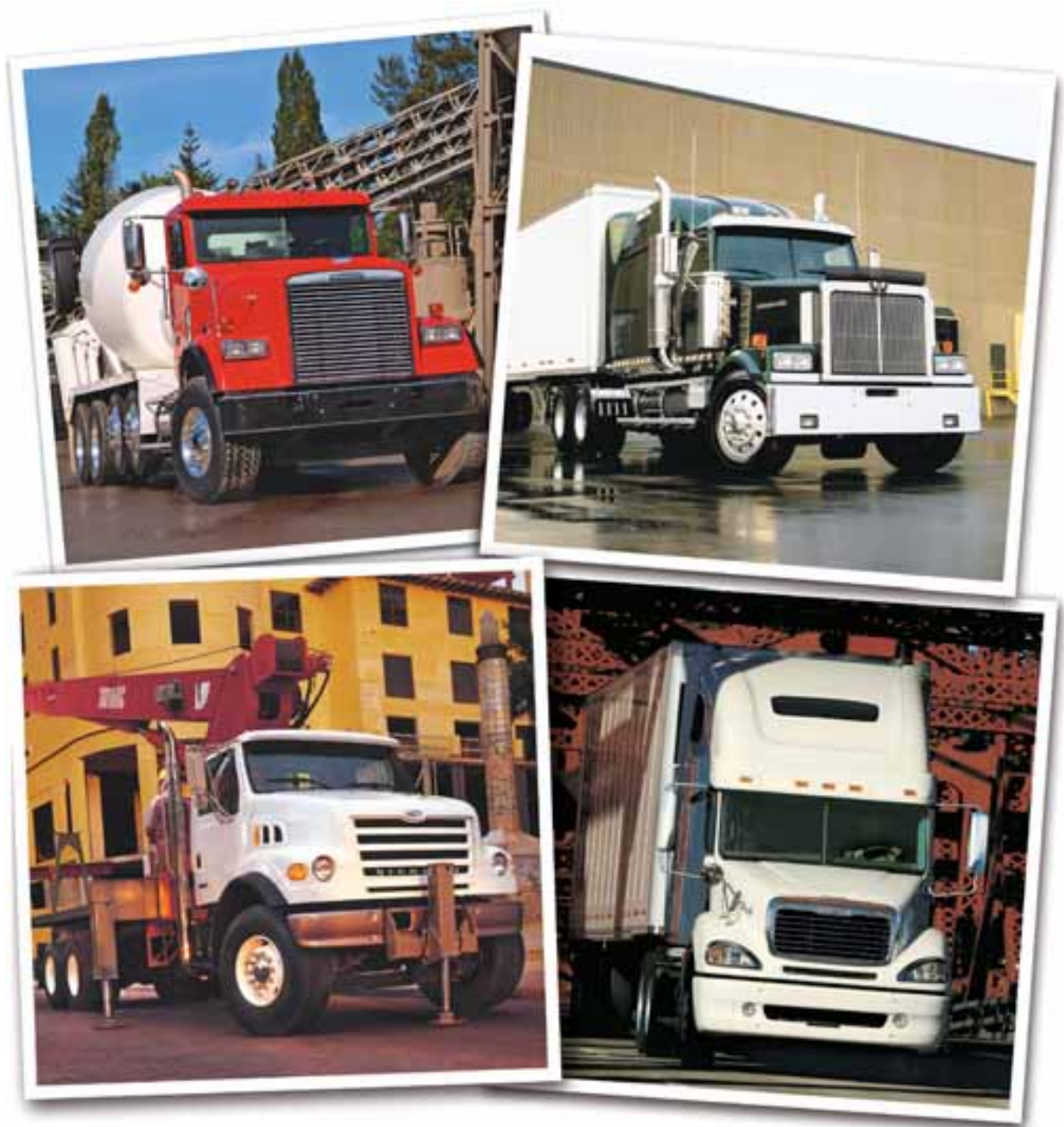
It was reported that the truck had a history of failed inspections stemming from brake problems—13 tickets had been issued stemming from 14 inspections conducted over the previous 30 months. "One day in January of 2006, officers wrote 4 tickets on the truck—including two for brake violations. The following month, another brake violation, this time taking the truck out of service," she said in glorious color on the evening news.

All she needed to find the truck's history was the name of the carrier and the plate numbers. The rest of the information is in the SAFERSYS database.

Whether or not that wreck had anything to do with brake problems, or the driver's criminal record—which includes a 1996 heroin possession conviction that earned him a 32-month prison sentence; also reported by the same intrepid reporter—remains to be seen. But it's worth considering what those records are saying to the folks in Oakland—considerably inconvenienced by the destructions of the overpass.

Ever checked out your own SAFERSYS record? Try www.safersys.org. ▲

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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Street Smarts

INSIDE:

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31 Can too many bonuses be a bad thing?

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



TWO FOR THE ROAD: Helga and Terry Lempriere, off duty, not driving, in Grande Prairie.

Opening the Doors

management *How to hire the other half of the population.*

By Peter Carter

You might say the marriage was made in trucker heaven. In 2003, Helga Hein of Rose Mary, Alta., got engaged to Terry Lempriere of Calgary.

She earned her Class 1 licence and after a four-month engagement they married, enjoyed a quick honeymoon and then climbed into a cab to spend the next two years as a husband-and-wife team.

And except for a close call during a North Dakota snowstorm, her years behind the wheel were productive and happy. It was also, she says, a great way to start a marriage to a trucker.

"When we were first dating, I saw Terry a few times a month. We went from there to 24/7." After she got behind the wheel, she says, "I knew what kind of things he'd come through. It was important for me to see what his life had been."

But now, she's at their new home in Grande Prairie, Alta., and although she has renewed her licence, Helga Lempriere doesn't think she'll be returning to the open road anytime in the foreseeable future.

By Helga's reckoning, women and over-the-road trucking simply don't mix very smoothly.

For one thing, truckstops are extremely short on women's facilities. Sometimes, she and Terry would seek out a local gym facility just so she could take a reasonably civilized shower.

And, whenever Helga picked up the CB and other drivers found out there was a woman on the other end, well, you figure it out.

She always very quickly handed the mic over to Terry. Helga could elaborate, but she doesn't have to. Anybody who has been in trucking more than a day knows what she's talking about.

Helga has yet to meet Ellen Voie, but the two have lots in common. Voie is the manager of recruiting and retention at Schneider National in Green Bay, Wis., and is tasked with staving off the shortage of drivers at one of the world's largest trucking companies.

And she sees women as the great

untapped resource. A motherlode of talent.

She thinks fleets and others in the industry could do a lot to make trucking more attractive to the 50 percent of the population that is so under-represented in the cabs of the country.

"With less than five percent of professional driving jobs held by women, wouldn't it make sense to increase this number, especially with a driver shortage plaguing the industry?"

"The answer is most likely that we haven't opened our doors wide enough to invite them in," Voie notes.

For example, Voie asks the following: Do you have rest rooms for women in your driver's area? Do your customers have rest rooms for women? Does the truckstop chain you utilize offer women's items in their convenience stores?

She says women would definitely be attracted to the fact that trucking is one of the few industries where they would be paid the same as a man for doing the same job.

She has more ambitious suggestions as well, such as hiring female trainers so recruits won't feel so intimidated. (Schneider National in Canada, for one, already employs female trainers for new recruits.) And like Helga Lempriere, Voie says companies could rethink their safety-bonus rewards. Perhaps, as Lempriere suggests, the prizes could be more family-oriented.

Expect to hear more about this issue in the near future, because in addition to her job at Schneider, Voie is also chair of the newly formed group, Women in Trucking, which is devoted to, well, what else? WIT is a non-profit association open to anyone interested in profiting from this untapped resource.

Challenger Motor Freight of Cambridge, Ont., is an early joiner of Women in Trucking. If you'd like to find out why industry leaders like Challenger have signed on, click over to www.womenintrucking.org. ▲



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This project is funded by the Government of Canada's Sector Council Program. **Canada**



Living Dangerously

safety Here's a clip-and-post list of which agencies you need to call if dangerous goods get loose. By Brian Botham

You can't get away with much anymore. Call it a chain of responsibility, or obligation, if you want. I prefer the former, but in any case, if you have a dangerous goods spill, certain government and regulatory agencies want—and need—to know about it.

A spill is defined as an accidental release. Specifically, the regulation calls it an unplanned or accidental discharge, emission, explosion, outgassing, or other escape of dangerous goods, or any component or compound evolving from dangerous goods. This one is pretty much a no-brainer. If you've had a DG spill it must be reported.

Most commodities listed in the Transportation of Dangerous Goods (TDG) regulations have spill reporting thresholds, and some of them can be rather unforgiving.

On the other hand, something you might not be aware of is called an "Imminent Accidental Release." In lay-terms, this means if you have to transfer TDG freight from one trailer or truck to another because some circumstance has created the likelihood of a spill or accidental release, this activity must also be reported.

While there's still a load of uncertainty surrounding cargo securement in van-type trailers or trucks, the TDG legislation has always had a provision requiring dangerous goods be properly

segregated and secured from movement during transit. Specifically the legislation states: "A person must load and secure dangerous goods in a means of containment, and must load and secure the means of containment on a means of transport in such a way as to prevent, under normal conditions of transport, damage to the means of containment or to the means of transport that could lead to an accidental release of the dangerous goods."

Plainly stated, it's up to you to ensure your cargo is blocked, braced, strapped, etc., in place to prevent movement that could cause or contribute to an accidental release. And pay special attention to those little loss-ratio killers—nails in the floor. They'll chew holes through the bottom of a steel drum every time.

Here's a list of numbers I hope you'll never have to use. The chart lists reportable quantities—amounts of spillage must be reported—depending on the class of dangerous goods involved.

The other is a list of numbers you'll need to call in the event if a spill—depending on where the spill occurs. Don't waste anytime making these calls either. Prompt response can mitigate damage and potential liability. ▲

Brian Botham, CDS, is a Certified Director of Safety through NATMI. He can be reached at 519-533-3656 or bbotham@cmvsafety.ca.

Reportable Quantities

CLASS	QUANTITY
1	Any quantity that could pose a danger to public safety or 50 kg
2	Any quantity that could pose a danger to public safety or any sustained release of 10 minutes or more
3	200 L
4	25 kg
5.1	50 kg or 50 L
5.2	1 kg or 1 L
6.1	5 kg or 5 L
6.2	Any quantity that could pose a danger to public safety or 1 kg or 1 L
7	Any quantity that could pose a danger to public safety
8	5 kg or 5 L
9	25 kg or 25 L



Provincial TDG Contacts

PROVINCE	AUTHORITY
Alberta	The local police and the provincial authority at 1-800-272-9600
British Columbia	Local police and the Provincial Emergency Program at 1-800-663-3456
Manitoba	The Department of Conservation at 1-204-945.4888 and either the local police or the fire department
New Brunswick	The local police or 1-800-565-1633
Newfoundland	The local police and the Canadian Coast Guard at 1-709-772-2083
Northwest Territories	1-867-920-8130
Nova Scotia	The local police or 1-800-565-1633 or (902) 426-6030
Nunavut Territory	The local police and the Nunavut Emergency Services at 1-800-693-1666
Ontario	Local police
Prince Edward Island	Local police or 1-800-565-1633
Quebec	Local police
Saskatchewan	Local police or 1-800-667-7525
Yukon Territory	1-867-667-7244

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A Prize Every Time

human resources *Should you be giving bonuses for jobs done right?*

By Mark Goobie

In their eagerness to attract new drivers, fleet owners and managers offer an amazing number of incentives. I've seen health and dental benefits, group RRSPs, better work/life balance, paid waiting and layover, signing bonuses, safety bonuses and more.

They also sometimes get very creative. "Driver friendly" loads, no slip seating, "personalized" dispatch, guaranteed wages, advancement of wages, wages in U.S. dollars, satellite radio, MP3 players, laptops ...

Please Answer THE FOLLOWING:

HOW OFTEN DO YOU REWARD DRIVERS FOR EXCEPTIONAL PERFORMANCE?

- Always
- Often
- Occasionally
- Rarely
- Never

HOW OFTEN YOU REWARD DRIVERS FOR AVERAGE PERFORMANCE?

- Always
- Often
- Occasionally
- Rarely
- Never

HOW OFTEN SHOULD YOU REWARD DRIVERS FOR COMPLETING THE BASIC FUNCTIONS OF THEIR JOBS?

- Always
- Often
- Occasionally
- Rarely
- Never

the list goes on and on.

In total, in a brief survey of help-wanted ads, I found 56 different incentives offered to company drivers and owner-operators. These incentives are promised before the driver has driven mile-one, and are usually "above and beyond" the per-mile rate.

What was once an art practised by sales departments who could actually quantify their results has extended to almost every department and industry—including trucking.

But I must caution you. Before you launch a reward program for the purpose of gaining the upper hand in battle for talent, please consider the following:

- Are you rewarding behavior that should be considered a base function of their job? The classic is individual safety bonuses. Would you reward an anesthesiologist for being safe? Of course not. It's part of the job. Certain job functions, such as an ability to drive in a safe manner, produce accurate paper work, and represent the company well, are basic functions that unless a driver shows "extraordinary" behavior, should not (in my opinion) be rewarded.

- Are you rewarding the wrong behaviors? Signing bonuses payable after three months of continuous employment are a good example. How hard is it to stay out of trouble for 90 days? A 12-month bonus based on specific criteria would be more appropriate.



Leave signing bonuses to major-league baseball.

- Are you breeding a culture of entitlement? Offering rewards without requiring a direct behavioral change breeds entitlement. It's the something-for-nothing dichotomy—what's in it for me, rather than how can I help build a successful enterprise? The industry is setting itself up for a culture of entitlement with all its gregarious and often unnecessary offerings.

- Can you quantify the results? Most things can be quantified if you have someone focused on recording and analysis. The problem occurs when you don't have this person and 30 drivers are demanding their quarterly service bonus and you have nothing to go by. If you can't measure it, don't do it.

- Can you deliver on the promises? Who's making the promises? Make sure in your operations people are involved in constructing the reward program, or else you won't be

able to come good at bonus time. What happens when a tractor goes down and you have to bump a driver? What happens when you have to split your new tractor in half to accommodate the two drivers you promised it to? The pressure and damage control will be on the same dispatchers who had nothing to do with the promises in the first place.

I'm really not against a well-oiled, measurable rewards program, but it's not for everyone. And it can be an exercise in futility. Before you join the competition for the greatest reward ever, consider spending your money on a mentoring program, newer equipment, training and integration of new hires, and recruitment from outside the industry.

Pay well, truly care for your staff, take care of their families, encourage a team/family environment, apply the "golden rule" to every employee interaction, make your workplace culture one of mutual trust and respect, *expect* your drivers to be top shelf and assist them when they make mistakes, and finally, hire good people. Do this and people will want to work with you, with or without winning the driver of the month award. ▲

Mark Goobie is a Certified Human Resources Professional (CHRP) and managing partner of Braymark Services Inc. He can be reached at 905-321-4178 or mark@braymark.com.



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One goal of fleet managers, so the story goes, is to spec out a tractor so that it runs great during its planned lifetime, then falls apart the day after it's traded in. If you could do that, you'd get the maximum amount of work for your money. The bonus would be, your competitor couldn't use that old truck to take freight away from you.

A variation on that theme would be the ability to predict when each component on a vehicle will wear out or fail, replacing it just beforehand as part of a regularly scheduled visit to the shop. Savvy managers always built data bases on their computers and in their heads and knew exactly when to change the various components. This is one reason they liked to spec a truck in detail, because the parts they chose were the same ones in their data bases, and they could expect the same lifetimes from each.

Those days, alas, are gone.

Original equipment manufacturers have eliminated many options and substituted their own sets of components. This

is one aspect of vertical integration, which has long been common in Europe and Asia and is now spreading among North American OEMs.

Engines and drivetrain components are the more obvious items being limited, but smaller parts are also affected. OEMs contend that their specifications are as good as what fleet managers put together because they can determine reliability through testing and infer it from the popularity of various components ordered by the majority of their customers. But man-

agers who have lost control of componentry don't agree.

"My numbers are no good anymore," says Roy Gambrell, director of maintenance at Truck It Inc. "I've got to start from scratch" in compiling a new data base with each batch of new trucks because OEMs sometimes change suppliers based on price.

"I used to know when the turn-signal flasher would wear out and could replace it. I knew within 60 days when that would happen. It might not be the flasher unit itself, but the lever wouldn't stay down to flash," a mechanical rather than electrical failure.

"But now I can't get that kind of turn-signal unit anymore."

OEM specifications lists of components and parts are now much shorter. And some things a manager might spec as before—like a tilt/telescoping steering column—has itself changed, because the OEM has told its supplier to cut some cost from it, Gambrell says.

"It doesn't have grease fittings anymore and there are no nylon wear pads where it moves up and down. So before, where we could expect it to go a million, a million-point-two miles, now it wears out at 380,000.

"And when the driver grabs onto the wheel when he gets in, it begins moving sideways because it's not as strong, and an inspector sees that it moves and measures it. If it moves 3/8 of an inch or more, he puts the truck out of service."

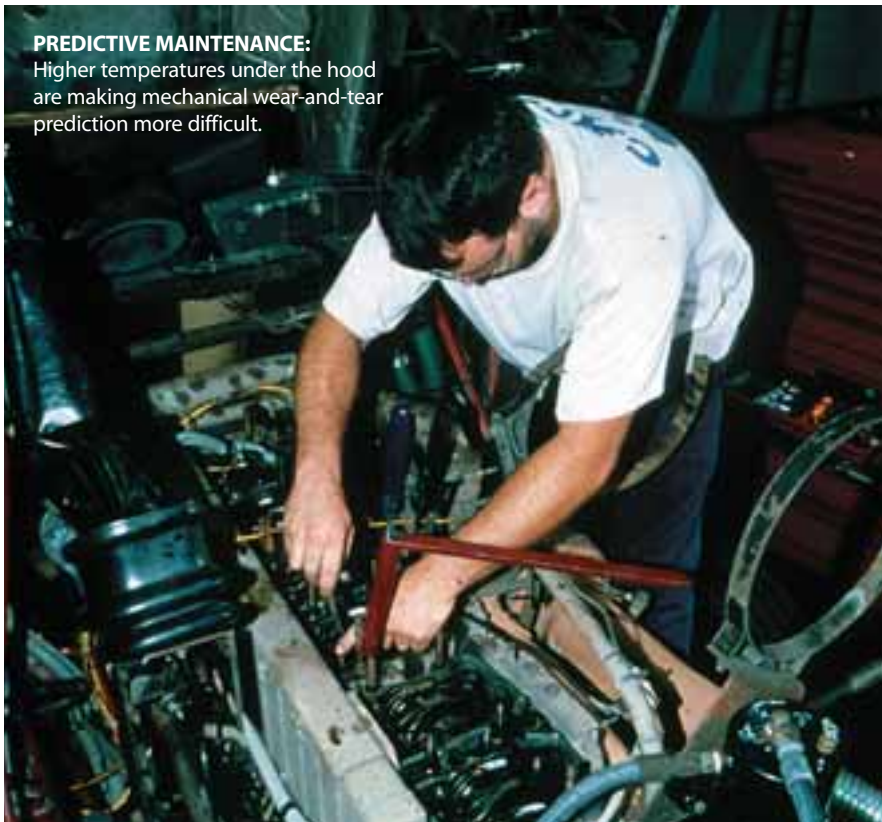
Fleet members of the Technology & Maintenance Council (TMC) of ATA fought for the so-called million-mile truck, and got it—insofar as the powertrain is

SPEC'ING THE TRUCKS

Why vertical integration, underhood heat and economical parts have replaced experience and data bases. | **TOM BERG**

PREDICTIVE MAINTENANCE:

Higher temperatures under the hood are making mechanical wear-and-tear prediction more difficult.





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concerned, Gambrell notes.

Suppliers responded with long-lasting engines, transmissions and axles, but now the problem is the rest of the truck. This is what Darry Stuart, TMC's recently installed chairman, calls "cheaper trucks," and some of it is fleet managers' own fault.

"We wanted low-priced trucks and lighter-weight trucks and we got them, but the quality isn't there like it used to be."

Some managers have reduced a tractor's battery complement from four to three and even two to save weight. That, he says, leads to what appear to be starter failures that are actually the result of weakened batteries sending too little voltage to the starter motors. The batteries themselves don't last as long because OEMs have beat on suppliers to lower their prices so price hikes on entire trucks could be moderated.

And OEMs have used thinner metal and more composites to cut tare weight. Less left in panels and elsewhere on the vehicle means it has "less capacity for long life," as Stuart politely puts it.

Predictive maintenance is further hindered by a recent development—high underhood heat—and by greater complexity that has come with more use of electronics, say Stuart and others. High temperatures brought on by hotter-running diesels are causing components to fail much sooner than before, and at no particular mileage levels.

Belts, hoses, turbochargers, alternators, starters, fan clutches and idler pulleys are breaking sooner than expected, but there are seldom any patterns from which to plan.

During semi-formal discussion sessions at last month's TMC meeting in Tampa, Fla., managers complained about component failures. Examples varied. Certain fan clutches quit working anywhere between 40,000 and 240,000 miles, managers said, and underhood heat was the culprit, everyone thought.

The supplier's representatives said they were aware of the problem and that engineers had made changes to try to correct it, but fleet people said those fixes hadn't worked. Chronic failures of turbos and exhaust-gas recirculation valves on certain diesels were due to their own complexity and the dirty environments in which they worked, and suppliers of those said they're

PRE-TRIP MADE EASY

If you look at most fleets' SafeStat reports, you'll see that a lot of OOS violations are caused by things that should have been caught during the pretrip; turn and stop lamps, for instance, or tires that are so worn fabric is exposed.

Zonar Systems has a tool that could help. The Electronic Vehicle Inspection Report (EVIR) System helps drivers easily and accurately document their inspection observations.

Here's how the EVIR works: Durable, self-adhesive RFID (radio-frequency i.d) tags—fat buttons about the size of a Loonie—are positioned around the vehicle in critical inspection zones. When a driver holds a Zonar handheld reader within four inches of the tag, it transmits data to the reader, such as location on the vehicle, vehicle ID and components to be inspected.

The reader then displays the list of components the driver needs to check in that "zone." If no defects are found, the driver pushes the green button and the component items are checked off. If the driver finds a problem, he or she can document the

condition by pushing the red button.

When the driver records a defective condition, the Zonar reader asks for more detail, including whether the vehicle would be safe to operate. It also records how much time a driver spends in each "zone."

The zones and the items included in those zones are customizable by the fleet. For instance, vocational fleets may have zones on bodies or other equipment that need to be inspected.

The reader is designed for easy, one-hand push-button operation, and includes a built-in LED spotlight.

Once the inspection is complete, the system makes a permanent record of the inspection report, complete with an automated stamp of the date, time and VIN.

There are several ways to access the data. One is to put the reader into a mount in the vehicle. The company also offers options such as GPS systems that offer real-time data reporting, or a modem that allows for report uploads from remote locations.

— by Deborah Lockridge

working to fix them.

Sensors throughout the powertrain and chassis—prime examples of trucks' new reliance on electronics—seem to fail irregularly, as do connectors and wiring associated with them.

Over the years OEMs have made improvements in electrical components, but problems haven't gone away. Stuart recommends that shops stock one of every sensor on a truck so it's ready to install should a failure occur within striking distance.

How are truck operators supposed to deal with unexpected failures, and when their data bases and experiences don't apply to new batches of trucks?

As wise managers are now doing, watch what fails and when, and keep good records of everything, so another data base emerges. Talk with and listen to technicians and drivers who warn of signs of failure, and do something when trucks are in the shop instead of waiting until they break down on the road.

And inspect, say Stuart, president of DWS Fleet Services, and Jim LeClaire, another management consultant and

president of T.O.P. Inc. Given the current state of affairs, inspections are more important than ever for all the items under the hood and elsewhere.

But "you can't just look at them, you have to touch, feel, turn and listen," Stuart said. "And you have to rely on a technician's judgment on changing it before the next PM."

Drivers and other employees must be enlisted in the effort, LeClaire says. "If they're not doing their pre-trips, if they're not doing it at the fuel islands and the shops, then you're missing a good tool. If they come up with a common complaint, you can investigate. Most of the fleets have a sister truck comparison, so you can go see how the others are doing. Look at leaks, belts, everything. Go all the way to the back of the trailer and to the other side of the rig, not just the driver's side. Eyes and fingers can find so much.

"It's 15 minutes to do a really good inspection and you've got to do it every day," LeClaire says. "If they're just checking off the inspection-form boxes without looking, the 10 minutes they saved is now costing you lots more" in failures and breakdowns. ▲



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Vehicles shown with equipment from an independent supplier.

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PROFESSIONAL GRADE

As Canadian Freightways' fearless leader settles in to his new 62-door, 48,000-sq-ft palace, he's proving that even though the TransForce swoosh adorns his iron, Darshan Kailly's still at the helm.



DARSHAN'S Quest

BY MARCO BEGHETTO

NO REGRETS. Darshan Kailly means it when he says the words. He leans forward in his leather chair, takes a sip from his coffee cup, and leans back again. He reflects for a couple seconds, then continues:

“Looking back, I’d be kidding you if at the moment there wasn’t disappointment. But in the final analysis,” says the president and CEO of Canadian Freightways (CF), “it all worked out how it [was meant] to.”

He’s talking, of course, about his near buyout of Calgary-based CF in 2003. How near? Well, the company’s former American parent, LTL giant Consolidated Freightways, had okayed a \$90-million offer made by Kailly and a group of senior managers for the independently operated Canadian wing after Consolidated filed for bankruptcy and began liquidating assets.

A month later, Consolidated halted the sale due to administrative issues and began entertaining other bids. In swooped TransForce—Canada’s fastest-growing for-hire trucking company—which saw CF as its first major footprint in western Canada.

Kailly admits today to initial skepticism. After all, what did an income trust from Montreal know about the regional intricacies of intra-west trucking in the Stampede City?

And besides, Canadian Freightways liked to fly solo. It specifically didn’t drown along with the U.S. head office because it had always operated with a great deal of autonomy.

“When [Consolidated] went bankrupt, we were completely self-sustaining,” says Kailly. “We kept things separate, such as IT, so we could change with the flow rather than being part of a monolith that took six months to make changes that were meaningful to customers. We had to fight for that, but we got it.”

So, then, what would the new bosses from back east think of CF’s independent company culture?

It took about five minutes after a sit-down with TransForce President and CEO Alain Bédard for Kailly to find out. “I realized right away that we were attractive to TransForce because they were doing many of the same things that we were doing in the West,” says Kailly.

“For example, we started to recognize as a marketing group that customers needed more than just LTL and we started to diversify into truckload, specialized, and logistics.”

Diversification was the dominant theme of the day, and any company looking to stand out to large customers was expanding capacity in as many sectors as possible. TransForce, which was gobbling up small and medium carriers from across Ontario and Quebec, instantly realized the possible synergies with CF.

“We fit in really well with TransForce as they too were balancing

Profile

their operations across many sectors," Kailly recalls.

Furthermore, it was (and still is) TransForce's corporate policy to stay out of most of its subsidiaries' operational affairs. In fact, the trucking powerhouse specifically targets profitable companies that can function separately under the corporate umbrella, and routinely keeps existing captains in place.

"TransForce doesn't want robots," Kailly stresses. "Every one of its [fleet subsidiary] presidents is an entrepreneurial leader. Many are former owners entrusted to make the key decisions for their respective companies.

"In the end, joining TransForce paid off not just for all of us involved in trying to acquire the company, but for all our employees as well."



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Darshan Meets ALAIN

Darshan, "TransForce President Alain Bédard said to the man trying to out-do TransForce's efforts to purchase CF back in 2003, "You're not going to buy this company. "Because I am going to buy this company."

Bédard did but he also offered Kailly the chance to keep running it, with the management team he had in place.

"He didn't wait for a minute," Bédard recalls. "He said 'Alain, if you're successful, I'll be with you.'

"If there's one thing that I have to remember about this guy," the Montreal-based Bédard says "is that he's a hell of a good leader, he's an honest person and he's a good person, he's very very well respected by his own people and he kept his word."

"He could have said, 'You know, Alain, I'm going to be with you; and then say the next day, bye bye I'm gone.' It was a big risk.

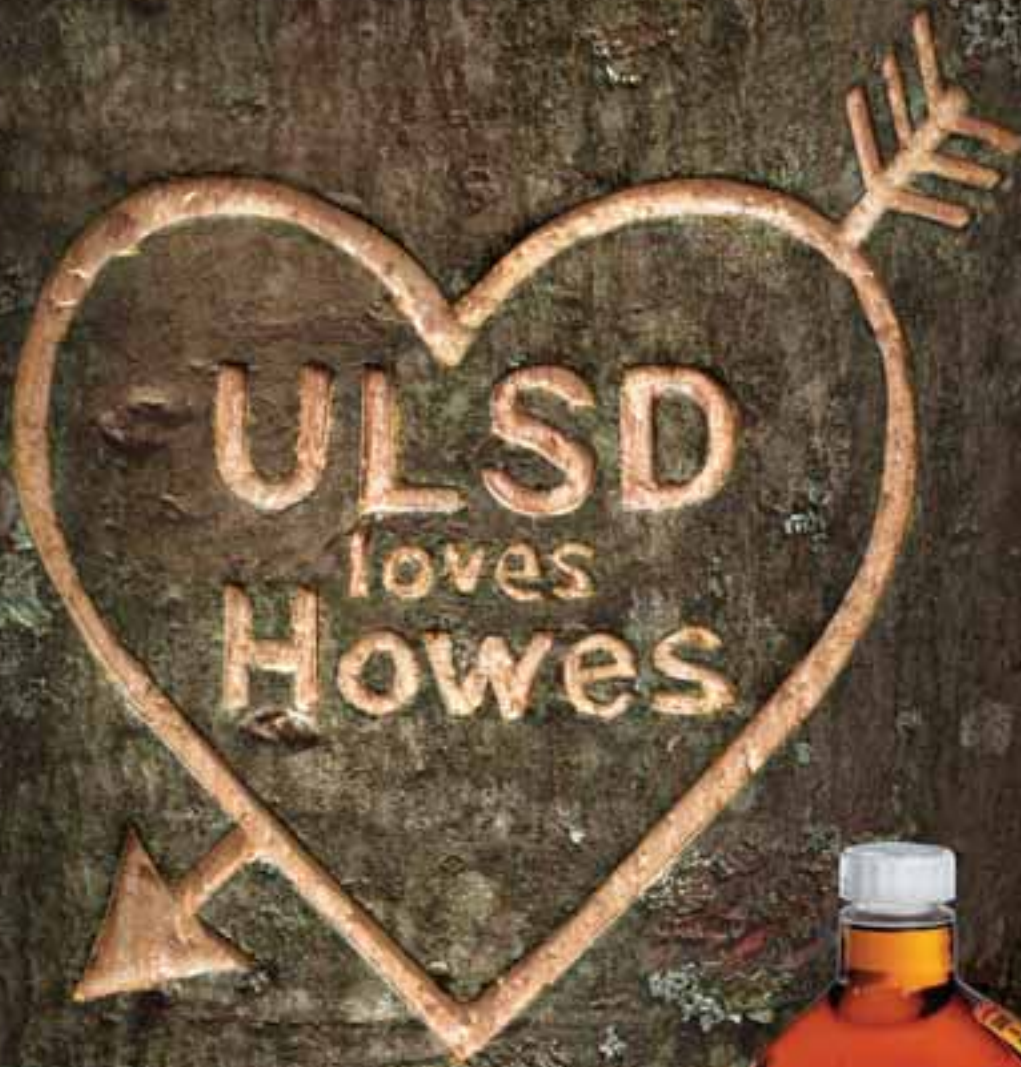
"But we run the west from the west. If the guy had said 'I'm walking away,' we would have been in a tough position.

"But he kept his word."

Hence, Kailly, as head of CF Managing Movement, is TransForce's eyes and ears on western Canada and recently led the TransForce purchase of Transfreight as well as the smaller Fort McMurray-based Legal Transport.



Alain Bédard



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Profile

DEEP ROOTS

It would be tough to come up with another medium-sized company in this industry that has weathered as many storms as Canadian Freightways. Its history stretches back to the Depression, when a Danish immigrant named Chris Mikkelsen began hauling daily papers from Calgary to Lethbridge. He then bought a \$400 Pontiac, built a van for it, and started Chris Transport, servicing settlements between Lethbridge and Coutts. His first day's revenue? A buck and a quarter.

Chris Transport eventually became Canadian Freightways after Mikkelsen got involved in interlining freight from Consolidated Freight Lines in the U.S. to points in Alberta.

But in the 1950's the Canadian arm was falling behind on paying the U.S. carrier's freight charges, and was swallowed up as a wholly owned subsidiary of Consolidated. The next eight years were rough, as the company went through a different GM or president every 18 months.

In 1965, Consolidated sent one of their division managers, Len Huyser, north and gave him three options: Sell the Canadian operation; shut it down if he couldn't pawn it off; or fix it. He chose door number three, and long story short, 20 years later

TRANSFORCE WESTERN UPDATE

Canadian Freightways, TST Overland Express and CanPar, the largest Canadian-owned parcel delivery company, comprise the lion's share of the LTL carriers in the TransForce stable. The LTL division accounted for about 37 percent of the income fund's revenue for the first three months of 2007. Other TransForce LTL outfits include Byers, Epic Express, Kingsway, TST Porter, Select Daily and Click Express.

Recently, TransForce's foray into the west involved the purchase of Calgary-based Westfreight Systems Inc. and its Houston, Texas, division, an 18-year-old oilfield hauler running between Alberta, Oklahoma and Texas generating annual revenues of about \$47 million.

In May, TransForce announced yet another western purchase: Legal Transport of Fort McMurray. Formed in 1989, Legal has a fleet of 83 tractors and trailers and has for the past several years acted as CF's agent in the Fort McMurray area. Legal operates from facilities in Edmonton, McMurray and Calgary and has about 50 employees. Former owner Henry VanSteenbergen will stay on as president.

Canadian Freightways had grown into a leading Western LTL carrier with several terminals and an impressive balance sheet.

Meanwhile, watching the company's turnaround from a terminal in Vancouver during those years was a young part-time billing clerk who was putting himself through school.

He must have liked what he was learning at CF, because Darshan Kailly stuck around, working his way up to rate clerk and to traveling auditor. He was promoted to controller before being named treasurer, and then vice-president. He took over as presi-

dent when Huyser retired in the early '80s.

Talk about baptism by fire. Shortly after taking the reins, the Trudeauian National Energy Program devastated Alberta's economy and with it, regional trucking rates. But as it had done many times before, CF persevered. Under Kailly's direction, the company capitalized on deregulation; and later under NAFTA, it evolved into a robust cross-border hauler with solid north-south lanes.

Undoubtedly, Kailly is today regarded as one of the higher profile figures in Canadian trucking. He has a commanding



WEALTH IN DIVERSITY: Early on CF realized customers needed more than just LTL.



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presence at provincial and national trucking association meetings, adding his two cents on just about any issue—from controversial hours-of-service rules, speed limiters (which he supports), to environmental issues, to his steadfast support for regional truck driver rodeos.

Some of those who don't know him might consider him intimidating. Maybe even some of those that do.

"So what'd ya want? We're busy here," are his first words to this scribe after an introductory handshake. True to (perceived) form? Not really. Turns out he's a joker, too.

If you work for CF, then Darshan likely knows you. Preferring to be seen *and* heard, he isn't one of those bosses who directs from behind the curtains of the corner office. He's a fixture at driver meetings and personally hands out employee awards and accolades.

As former CF safety advisor Dennis Pettit once told this magazine, "It's one thing to have safety policies written somewhere, and quite another to have the president of the company stand up in meetings and tell the drivers how important they are. It's important for the president to reinforce his support. And ours does."

BREAKING NEW GROUND

These days Calgary's skyline is dotted with as many building cranes as actual standing structures. Inspired by a well-documented energy industry boom, Alberta is in true economic renaissance.

It wasn't long after acquiring CF that TransForce joined the black gold rush, using its new western holding to scout oil and gas service fleets in the burgeoning Ft. McMurray area.

Over the last couple of years, the Quebec trucking giant has bought about half a dozen such haulers—all reporting to Kailly in Calgary. However, with demand and costs rapidly outpacing supply and infrastructure, the trick in Cowtown these days, it seems, is not getting left behind.

The company ensures it'll be staying ahead of the curve this summer with the opening of a brand new, 30,000-sq-ft corporate office and 48,000-sq-ft cross-dock facility in southwest Calgary. With delivery appointments being the scourge of the trucking industry—especially in LTL—location has never been as impor-

tant in these parts as it is today.

The new 62-door site is located near Calgary's upcoming ring road and a major CN intermodal terminal. Real estate is going fast in the district as many businesses are relocating. "The growth there



ELDER STATESMAN: Kailly, seen here with his wife Diana, recently received the American Truck Historical Society Award.

for commercial business and warehousing is just incredible," says Kailly. "We're in a good position for LTL growth in the next five years."

The facility, which would double CF's current freight-handling capacity, features the latest security and loading technology, such as hydraulic dock lifts.

"We needed the new facility just to maintain our ability to keep up with all the business," Kailly says. "The Alberta economy is moving very well and we thought this is what we needed to maintain our leadership position."

There's few who would argue, competitors included, that CF—and Kailly in particular—exemplify leadership.

Recently, at the Alberta Motor Transport Association annual meeting in Banff, Kailly joined fellow pioneers Guy Blasetti of BigHorn Transport and Don Bietz of Economy Carriers in accepting the prestigious American Truck Historical Society Award, which was formed to preserve the history of trucks, the trucking industry, and its pioneers.

Kailly believes his standing in the industry is tied to the visibility he exhibits among customers and employees. "Being out there, talking to people, keeps them informed. It makes you trusted.

"You don't necessarily need to be loved in this business. But you need to be fair. And when you're fair, you're respected." ▲

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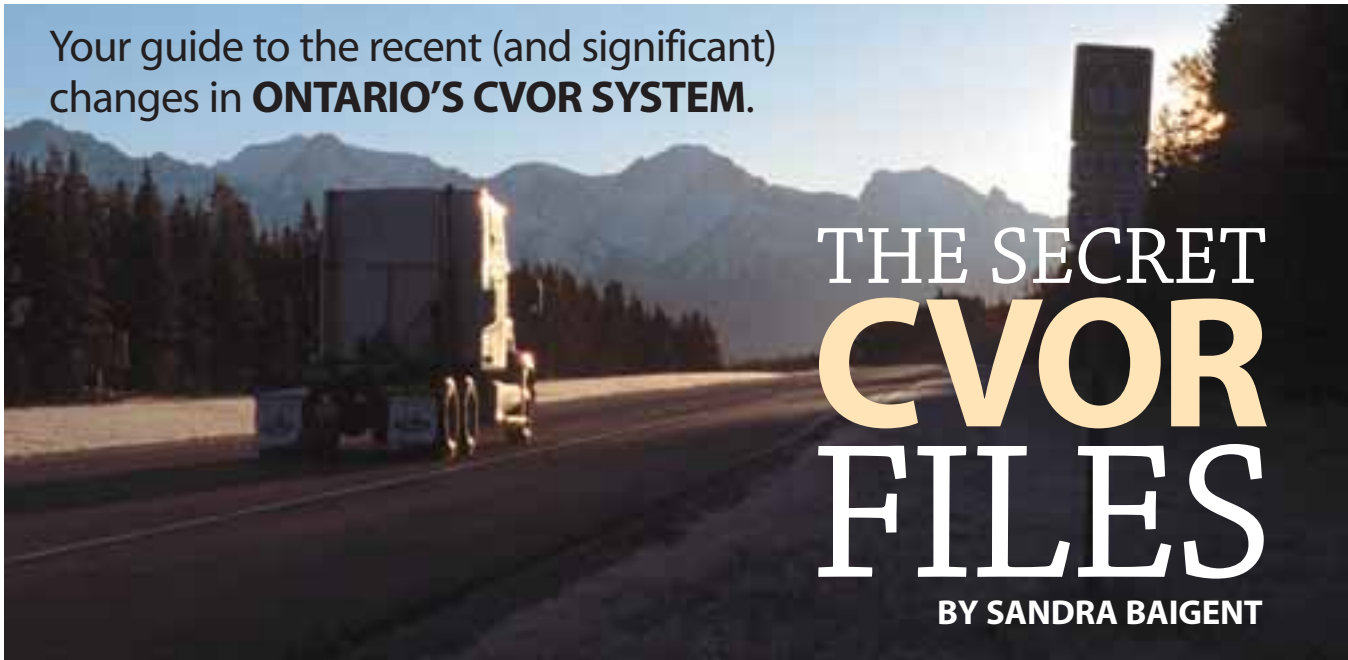


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Your guide to the recent (and significant) changes in **ONTARIO'S CVOR SYSTEM.**



Ontario's CVOR system changed dramatically on April 2, 2007, but the majority of carriers in the country won't have heard much about this. To this day—May 14—there's no current information on Ontario's Ministry of Transportation (MTO) website. What's there is just a summary of the changes. What follows is a synopsis of the changes to the system, as offered by MTO in private discussions and from a seminar conducted by the Ontario Trucking Association (OTA) in early April.

Why the change? On Jan. 1, 2006, amendments to the federal Motor Vehicle Transport Act (MVTA) came into force, requiring each province to register, safety-rate, and monitor the on-road safety performance of only its resident carriers. All provinces and territories agreed to "harmonize" their carrier safety rating and facility audit programs.

The changes propose a fairer mechanism of performance comparison between carriers of different sizes and types of operation, but they'll demand greater internal oversight on the carrier's part. The new CVOR model takes a "proactive and predictive" approach rather than the "rehabilitative" approach of the old system. The MTO seems to be taking the stance that the majority of collisions occur not because of vehicle

defects or maintenance related issues, but driver behavior. Greater emphasis is now placed on driver-related actions than mechanical deficiencies or not-at-fault collisions as a means identifying and preventing actions that seem to lead to collisions.


The new CVOR system uses the number of kilometers traveled in Canada as the basis for assessing a carrier's exposure to on-highway risk; no longer is it based on adjusted fleet size.

Records will now include events from all across Canada, but carriers will see increased thresholds for collisions, convictions,

and inspections. While this is good news in terms of being able to track driver performance, carriers will see points appear on their CVOR abstracts for out-of-province incidents.

be accurate predictors of future likelihood of collision involvement. More points are assessed under the new system for driver actions than for mechanical deficiencies. Collision (formerly referred to as accident) points have been revamped. Additional points are no longer added if charges are laid. The maximum number of collision points now would be six.

Unlike the previous system, collisions reported to the Collision Reporting Centres can be assigned points if the officer at the reporting center decides there is sufficient information available to determine prevent-

 COLLISION POINTS REVAMPED			
	Property Damage	Personal Injury	Fatality
NON-PREVENTABLE	0	0	0
PREVENTABLE	4	4	6

ability. Drivers should be informed of this immediately and carriers should be aware that the application of collision points on their CVOR abstract *can* be appealed through the Transportation Health and Safety Association CVOR Review Panel. For further information, visit www.thsao.on.ca, and click on CVOR Review.

MORE TO THE POINT

The point assessment protocol reflects MTO's new emphasis on driver behavior. This thinking comes as a result of an MTO study whose findings reflect those of a study conducted by the American Transport Research Institute (ATRI) analyzing driver actions that were deemed to

Collision points from other jurisdictions will appear on abstracts only if the other jurisdiction forwards police accident reports to Ontario.

It is important to remember that even if a carrier has fewer collision points appear-

CVOR System

ing, it does not mean that their measure of performance will automatically improve. At this time, it is unclear how the new system will affect carriers' thresholds. It is entirely possible that the standard could be raised.

Carriers will immediately notice that the number of points assigned (upon conviction) to offences have been changed to bring Ontario in line with other Canadian jurisdictions. CVOR points for some offences have decreased, including log-book charges, insecure load, push-rod stroke exceeding limit, failing to remain, and impaired driving. On the other hand, points for convictions on driver-related charges have increased (see sidebar). In many instances, pleading guilty to a charge with fewer CVOR points will no longer be allowed.

As is the case with collisions, it is uncertain how the new system will affect conviction ratings, but it's anticipated that carriers will be held to a much higher standard than before. Conviction points for events that took place prior to April 2, but have not yet registered a conviction, will be assigned according to old system.

INSPECTIONS

All levels of roadside inspections (no longer limited to only Level 1) are now included on the CVOR, and points are assigned for OOS defects found for both vehicle/combination of vehicles *and* driver. If driver defects are found (improper licence, logbook infractions, etc.), points will be applied.

The old two-point-per-unit-per-inspection limit has been replaced by a surcharge scheme where points are assigned for each OOS defect in each category. A surcharge of 1 point is applied for every additional category of defect found after the initial defect. For example, if three OOS defects were to be found on a vehicle, the vehicle would receive five points (three for each defect found, and two surcharge points).

How a carrier's overall violation rate is determined has changed as well. The accident threshold used to account for 50 percent of the overall violation rate, with convictions and inspection each accounting for 25 percent. Under the new system, the accident threshold and conviction

Point Assignment Changes

Here's a sample of some of the point assignment changes for various infractions.

SHORT FORM WORDING	OLD POINT SYSTEM	NEW POINT SYSTEM
Defective brakes	6	3
Insecure load	6	3
Dangerous goods	6	3
Fail to maintain log	6	3
Pushrod exceeds limit	6	3
Pass on right	3	5
Fail to share road	4	5
Operate in left lane	1	5
Following too close	4	5
Fail to yield	3	5
Speeding	2	5
Unsafe move	3	5

threshold each account for 40 percent of the overall violation rate.

While at first glance it would appear that carriers will benefit from some of the

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charges having fewer conviction points, carriers need to realize that conviction points have almost double the impact on the overall violation rate. This is in keeping with MTO's new emphasis on driver behaviour—based on the established relationship between convictions and future collisions.

ABSTRACTS & AUDITS

To prevent an overnight change in a carrier's safety rating following the implementation of the new protocol, the standard two-year sliding window has been changed in that the overall violation rate will see the old and new violation rates blended together. This will remain in effect until April 2, 2009.

Under current and proposed changes to the Safety Rating System and Facility Audit program, carriers with an overall violation rate in excess of 70 percent will be considered "conditional." It's been suggested that facility audits will only be

Pending," and have an opportunity to dispute the change in safety rating. There are specific criteria that would have to be met and the carrier must request another audit.

WHAT DOES IT ALL MEAN?

Carriers must understand these changes and move to protect their CVOR. Drivers must be made aware of how the increased focus on their actions and behavior will affect the fleet's CVOR. HOS monitoring must be stepped up, along with monitoring of trip-inspection reports and vehicle maintenance records—especially in light of the point surcharge system. Level II abstracts will have to be closely monitored to ensure points aren't accruing to your CVOR without your knowledge. The \$5 cost

to pull your CVOR every two months or so is finite in comparison to the alternative. Carriers with a violation rate of 70-percent or higher will most surely be audited with in the next 24 months.

The change in emphasis places a higher significance on driver performance, so carriers will have to become even more proactive in terms of hiring practices and driver training in order to prevent the accumulation of points as a result of driver error. Now is a good time to take a long look at your current safety program to see if it will meet the challenges created by the revised CVOR system. ▲

Sandra Baigent is a partner in E & B Paralegal Inc. She can be reached at 519-285-5438, or by e-mail at: sandy@ebparalegal.ca.

FOR MORE INFO 

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ALSO SEE:

www.carriersafetyrating.com

www.mto.gov.on.ca/english/trucks/guideline/cvor.htm to check for updates.

www.ontruck.org

conducted on carriers with an overall violation rate in excess of 50 percent, with exceptions for serious safety concerns such as fatalities, wheel-offs, vehicle impoundments, etc.

Conditional carriers that fail a facility audit could be required to undergo another facility audit within 12 months. In practice this would mean that a carrier could possibly fail two audits within the 24-month period, and as such, all resulting conviction points would be considered in determining the carriers' conviction threshold and overall violation rate.

Carriers with an overall violation rate less than 50 percent who fail an audit now will be classified as "Conditional



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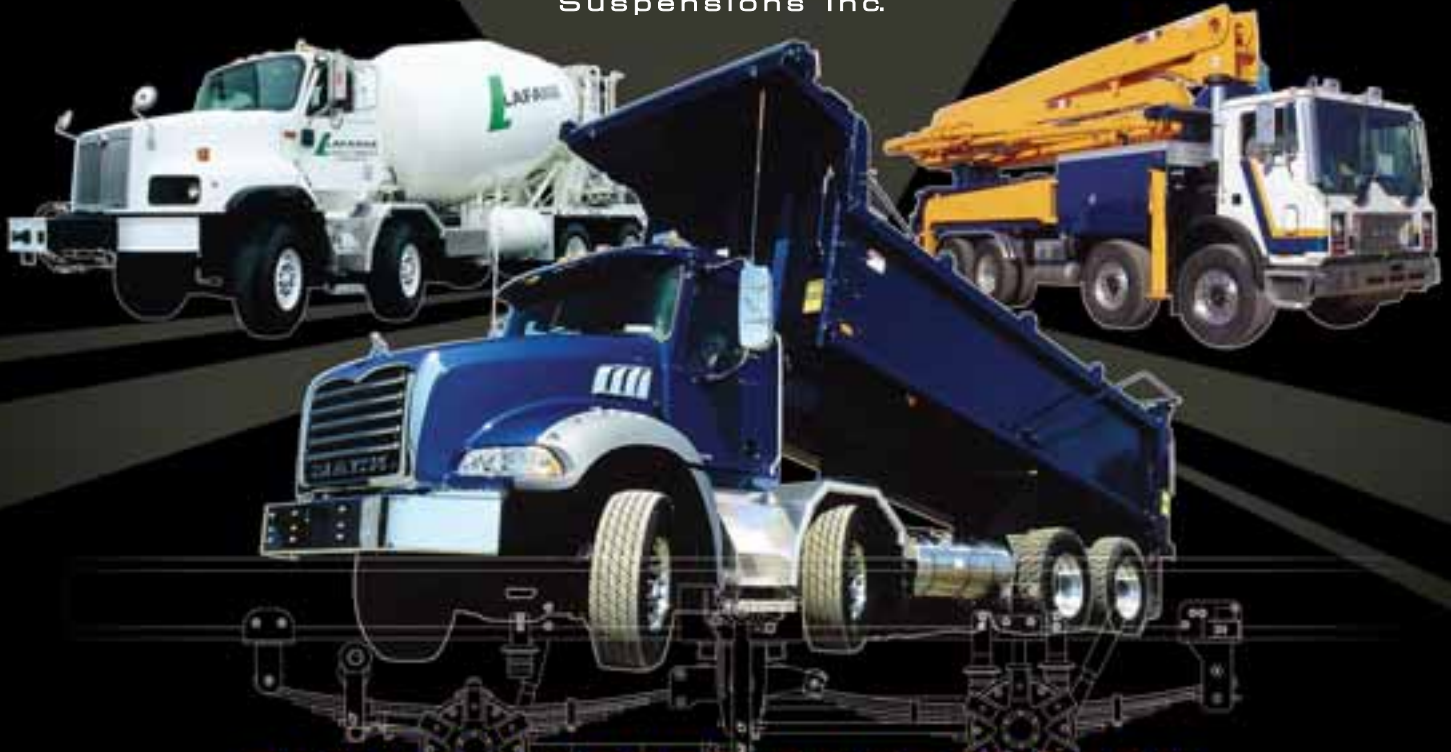
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BY ROLF LOCKWOOD

After a million-plus hours of design work Freightliner has launched the new Cascadia on-highway truck. It's said to deliver a fuel-economy improvement of three percent based on a 20-percent gain in aerodynamic efficiency alone, according to Freightliner LLC President and CEO Chris Patterson. That's compared to previous Century Class models, which delivered fuel economy on par with the industry's best, he adds. It's the first truck built and engineered

using Freightliner LLC's wind tunnel in Portland, Ore.—the only such testing facility in North America built specifically for class 8 vehicles.

The Cascadia, which replaces the Century Class and Columbia, will come in two BBC lengths, 113 and 125 inches, first in day cab and 72-in. sleeper versions. It's ready for order now, with trucks rolling off production lines in August. By June 2008 there will also be 48- and 60-inch sleeper models.

The 638 Freightliner and DaimlerChrysler people involved in the creation of the new machine seem to have worked very hard. Fully 150,000 hours of test engineering time, 2,500 hours in the wind tunnel, thousands of hours of customer discussions... you see the point. It's a well-developed truck, and the 10 or so trucks on hand in Charlotte, N.C.,—a mix of day cabs and sleepers—did seem very well



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- 2** 20 percent bigger, quieter cab without significantly higher tare weight.
- 3** Reduced maintenance and longer life from service items like alternator, starter, a/c compressor, etc.
- 4** Flexible multiplexed electronic architecture, anticipating future demands.
- 5** First DaimlerChrysler truck to get the new global DDC engine.
- 6** Options include rack-&-pinion steering, electric HVAC system.
- 7** Day cab and three sleeper models on BBCs of 113 and 125 in.



finished. On the road there were no squeaks or rattles, and the details—how edges match up, for instance—looked right.

The core of the Cascadia is the all-new stamped-aluminum cab that's 20-percent bigger as well as aerodynamically efficient. One example of that efficiency is the unique door and fender mirrors, looking very "slippery" while sitting on the most substantial mounts I've ever seen. On the road, there's no mirror shake to be found. Not incidentally, all mirrors easily fold back to sit flush against the body.

Other fuel-saving features on the new truck include a fully integrated, battery-powered auxiliary HVAC system (available

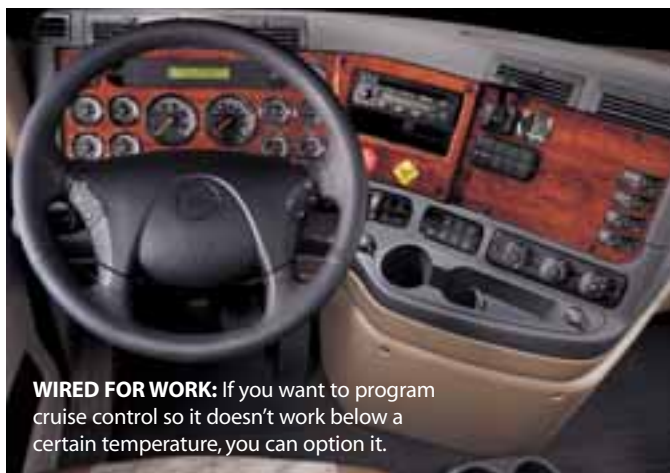
early in 2008) and an engine cooling system that minimizes engine fan and air-conditioning compressor on-time. Characterized by its huge, 20-percent larger grille to accommodate the high heat rejection of this year's engines, and those of 2010, the truck's standard radiator is 1,625 sq in., up from 1,200 sq in. on the 2004 Century Class. A 1,750-sq-in. rad is available for engines over 500 hp.

One of the keys to the Cascadia is that it's mostly ready for 2010 engines. With that big grille—in front of a new hood that's no higher than on the Century Class, so forward vision remains fine—the truck will easily accommodate big cooling systems. Given

that the all new Detroit Diesel engine coming later this year is an in-house product that will be the truck's only offering in three years' time, the engineering advantage is significant—the packaging is already done.

Present engine choices include the standard Detroit Diesel Series 60, with 425 to 515 hp; the MBE 4000 with ratings of 370 to 450 hp and the Caterpillar C15 with ratings from 435 to 550 hp are available options. The Eaton Fuller FRO-15210C 10-speed manual transmission is standard fare, with both UltraShift and Autoshift available as options.

Another key is the multiplexed electrical system that "leverages the best of



WIRED FOR WORK: If you want to program cruise control so it doesn't work below a certain temperature, you can option it.



A BERTH FOR GIRTH: The cab is designed to accommodate today's bigger drivers.

DaimlerChrysler,” and will allow buyers to program a gazillion parameters. Dr. Jerome Guillen, Cascadia project leader and Freightliner’s general manager of new product development, told me that if it’s controlled electronically, it can be programmed. For example, if you want cruise control disabled when the outside temperature falls below freezing, you can do it.

The Cascadia sits on the ‘P3’ chassis that’s also beneath the Century Class, Columbia, and bigger Sterlings. It got new cab and engine mounts, so the ride is smoother, but the chassis didn’t need fixing, Patterson says.

Freightliner’s rack-and-pinion steering system—the first of its kind installed on heavy trucks—is an available option. It improves durability through lower system pressure and temperature, provides quicker steering response, and reduces steering effort. It eliminates bump steer, and roll steer is significantly reduced, which reduces driver fatigue. Rack and pinion also offers a 45-lb weight saving.

Service savings are said to be part of the Cascadia’s feature set, by way of improved diagnostics, an HVAC system designed to reduce repair frequency, and breakaway side extenders. There’s also an optional two-piece roped-in windshield that can be changed in 16 minutes instead of most of a day, extended-life headlamp bulbs changeable by the driver, and easy access to the engine bay. Both hood and bumper are three separate pieces, making repairs potentially cheaper and faster.

From a driver’s perspective, the much larger cab is good news. The door openings are 29-percent bigger, there’s 24 in. between the seats even though the seats are bigger, and there’s more space in general. Plus double door and window seals, additional insulation, easier-to-use switches and climate controls, and a hydraulic clutch. Outward vision is excellent, and things are pretty quiet inside—no wind noise, hardly any road noise, and it’s probably as good as the best in those terms.

By the way, according to Mike Delaney, senior vice president of marketing for Freightliner LLC, that bigger cab is no coincidence. He says the average driver weighed 190 lb in 1983, but that had risen to 215 lb by 2001. Today, drivers weigh on average 230 lb.

“With studies showing that about 73 per-

cent of drivers are on the larger side these days, it’s clear that older interior sizes just don’t address the realities now,” he said.

Other specs include a GCWR up to 92,000 lb; standard front taper-leaf suspension rated at 12,000 lb; optional spring suspension at 14,600 lb; standard rear AirLiner suspension good for 40,000 lb; and an optional AirLiner suspension rated at 21,000 lb.

To sum it up, the new Cascadia is probably the best Freightliner yet. Handsome, it sports many subtle points of excellence that don’t make themselves apparent right away, as well as the more obvious ones like cab space. The Cascadia will be somewhat more expensive than the Century Class, specifics unknown at this point. Patterson says, however, that the higher price will be justified by extra value. ▲

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EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



IRON AS IN IRON BRIDGE: That's the name of the Ontario town where Pierre Cinq-Mars, an owner-operator with Muskoka Transport, spends his time polishing this trophy-magnet of a Western Star.

ATHS Saskatchewan Antique Truck Show • June 20-22

North America's second-largest farm-equipment show also features old farm trucks—from a 1920 Samson up to a 1965 Jimmy. This year will also feature a rodeo and dances. *Regina Exhibition Grounds, Regina. Call Lorne Hart. Call 306-691-6678.*

Minden Kinsmen Truck Pull and Show & Shine • June 23

Located in central Ontario's Haliburton Highlands, the Minden Kinsmen truck show is worth the trip. It features a Show & Shine for Class 8s and dumps, as well as tricked-out pick-ups, and antiques. The truck pulls feature highway and logging trucks as well as pick-ups and even a few lawnmower-pullers. *Minden Fairgrounds, Minden, Ont. Call 705-286-4729.*

Burl's Creek Big Rig Show & Shine • June 22-24**

From the screaming engines at the truck and tractor pull, to the ever-present

Where The Drivers Are

truck shows *Driver-hiring tip number one: Go to the truck shows where the folks who love trucks spend their off-hours.*

By Today's Trucking Staff

You have your drivers and you have your keeners, and it's the latter who show up for truck events, even on their days off. So if you're searching for drivers or other staff, you could do a lot worse than showing up at some, or even all, of the truck shows scheduled for various locations across the country this summer.

Here's a list of this summer's truckshows. See you there!

Palmerston Truck and Classic Car Show • June 2-3**

The Palmerston Truck and Classic Car show features big rigs, classic cars and custom motorcycles. And it's all in good fun—there's no judging at this particular event. There's a barbecue scheduled on Saturday, and there's a ball hockey tournament being held alongside, so be sure to bring your stick. *Palmerston community centre, Palmerston, Ont. Call 519-343-3488.*

Eastern Ontario Big Rig Truck Show & Shine • June 15-17

Besides the standard Show & Shine competition, visitors and participants can compete in a big-rig build-off, a circle-check competition, and a pit-crew challenge—an for trucking maintenance crews to prove their stuff. Plans for the 2007 show include an expected minimum of 60 indoor vendors and displays including an antique truck display. *Stirling, Ont. Call Dave Potts at 613-395-3119.*

Festival du Routier Donnacona June 15-17

Three days of fun on Quebec's North Shore near Quebec City, with a car and truck Show & Shine, parades, local artisans, and music. Drivers from all over Quebec, Ontario, and the U.S. attend this event regularly. *Call 418-285-0110, or see www.amisdepamela.com.*



DASHING DISPLAY: Shows are great for finding out drivers' likes and dislikes.

In Gear

WHERE THE TALENT IS

Throughout the summer, Canada's finest drivers will compete regionally and provincially for a shot at the national Canadian Truck Driving Championships, to be held this year in Regina. Check with your local trucking association for details on times and locations, or see www.highwaystar.ca.

JUNE 2

Atlantic Truck Driving Championships, Masstown, N.S.

JUNE 9

Sask. Provincial Truck Driving Championships. Regina, Sask.

JUNE 22-23

Alberta Truck Rodeo. Red Deer, Alta.

JUNE 23

B.C. Provincial Truck Driving Championships. Abbotsford, B.C.

JULY 13-14

Ontario Truck Driving Championships. Windsor, Ont.

AUGUST 11

Quebec Provincial Driving Championships. Saint-Jerome, Que.

SEPTEMBER 15-17

National Professional Truck Driving Championships. Regina.

country bands in the beer garden, Burl's Creek Show & Shine and All Canadian Truck Nationals is a weekend of noise—and a ton of fun. Acres of glittering chrome and stainless vying for show & shine honors, a midnight truck light show competition, and open artist jam session on stage, hosted by the Bellaires. *Burl's Creek Family Event Park, Barrie, Ont. Call 705-487-3663 or see www.burlscreek.com.*

ATHS Duncan Truck Show July 14-15

Duncan, B.C. Call Ed Pettillion, 250-743-7818, or e-mail bigg-edd@shaw.ca.

1000 Islands Big Rig Show & Shine • July 19-22**

Light on pretence, big on fun, the 1000 Islands Big Rig Show & Shine in Lansdowne, Ont., is a great regional show drawing trucks and spectators from around eastern Ontario. The participants judge the show, so you can't call it anything but fair. The show is part of the agricultural fair, so there's plenty of stuff for the kids, including a midway, horse show, lawnmower races, pet show, harness racing, pig wrestling, and a cow-chip bingo. *Lansdowne, Ont. Call 613-659-2898.*

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— Gary Coleman, President, Big Freight Systems, Inc.
Steinbach, Manitoba, Canada





MEGA-MILES LOGGED: A1972 Kenworth LW924, belonging to Malloch & Moseley Logging Co. Ltd. of Victoria, B.C., was seen at the B.C. Big-Rig Weekend in Mission, B.C., last summer.

forget, the winner of the Castrol Big Rig Overhaul will be unveiled at the show. *Fergus, Ont. Call 519-843-3412 or see www.fergustruckshow.com.*

**Rodeo du Camion
August 2-5****

The Show & Shine event attracts iron from all over North America: Quebec, Ontario, Saskatchewan, Alberta, and Michigan. Expect to see some fancy trucks: the guys that make it all the way up to Notre Dame du Nord go there to win, and they take their trucks pretty seriously. As do the hill racers. While there's always new blood ready to take on the hill, Rodeo du Camion seems to attract old rivals who head up each year to try to best each other with their cranked-up rides. The prizes are pretty serious, too. Last year show organizers gave away a Pete 379, a Hummer H3, and a Harley Fatboy—among other things—during the event's super draw. *Notre Dame du Nord, Que. Call 819-723-2712, or see www.elrodeo.com.*

**Fergus Truck Show
July 26-29****

This is North America's largest truck show and it's huge—50-plus acres with over \$150 million worth of trucks, trailers, equipment, accessories and more on display. Last year, over 600 trucks parked around the grounds. The truck pulls go

all weekend, and there's a BBQ on Saturday night, just before the "Boogie with the Bands". The light show rounds out the day. On Sunday, start your day with some inspiration from Transport For Christ, check out more truck and tractor pulls and stick around for the Show & Shine awards. And don't

for Tough Highway Hauling.

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In Gear

HEAVY METAL TUNING UP FOR THE SUMMER RACE SEASON

While some guys spend their weekends getting ready for the show & shine circuit with a bottle of wax and a chamois, others are under the hood with a wrench, tuning up their engines for the summer race season. Roundy-rounds or drags, here's the list.

June 16-17 B.C. Big-Rig Weekend. Mission Raceway Park, Mission, B.C. Call 800-331-8127, or see www.pro-truckermagazine.com.

July 27-29 Cam Drag. Matane Airport, Matane, Que. Call 418-566-6664, or see www.camdrag.com.

August 25-26 Alberta Big Rig Weekend. Race City Motorsport Park, Calgary. Call 800-331-8127, or see www.pro-truckermagazine.com.

September 8 Earl Hardy Big Rig Nationals. Grand Bend Motorplex, Grand Bend, Ont. Call (519) 238-7223.

2007 BIG-RIG RACING SERIES

June 13 Race City Motorsports Park, Calgary.

July 14 South Sound Speedway, Tenino, Wash.

July 21 Munroe Speedway, Munroe, Wash.

July 12 Saratoga Speedway, Campbell River, B.C.

Aug. 8 Western Speedway, Victoria, B.C.



Vancouver Island Truck Show August 3-6

Saratoga Speedway, Saratoga, B.C. Call Dennis Ruttan, 250-748-4967, or email jakethetrucker@shaw.ca.

Southern Manitoba Truck Show and Show & Shine August 18 & 19

Events include a Friday night "meet n' greet" BBQ for exhibitors and Show & Shine participants, pancake breakfasts on Saturday and Sunday, children's activities, a Sunday morning worship, the Show & Shine competition, and a trade show. *Morris, MB. Call Cheryl Popowich at 866-746-2832.*

St. Thomas Truck Nationals August 19-20**

Bring your truck, shine it up, and then run it down the quarter-mile against your chums. The track is open to all comers. There are contemporary and antique trucks in the show, a corn roast, and a dance on Saturday night. *St. Thomas Dragway, St. Thomas, Ont. Call Dave at 519-637-5537 or 519-317-3757.*



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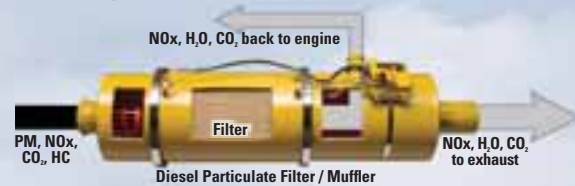
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The CGI process through the DPF



The CGI process filters and cools exhaust before re-routing it to the engine.

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PURE POWER

In Gear

Teeswater Trucker's Funfest August 24-26

Part of Teeswater-Kilross Rural Fair, the Trucker's Funfest is a weekend of horsepower in all its various forms: Class 8s, tractors (the John Deere variety), pick-ups, and actual living, breathing horseflesh (the kind with hooves). There are truck and tractor pull events, barrel racing, a midway for the kids, a dance on Saturday night, and barbecue on the Sunday night. *Teeswater, Ont. Call Wayne McKague at 392-6393 or see www.teeswaterfair.org.*

Warkworth Show & Shine Sept 8th & 9th

The Warkworth Show & Shine is all part of the fun at the Percy Warkworth Fall Fair. Come for the truck show and tractor pull, stay for the 4H and beef shows, elimination car draw, classic car show, amateur platform show, home craft exhibits, and demolition derby. *Warkworth, Ont. Call Bill Newman at 705-924-3399. ▲*

** The event is sponsored by *Today's Trucking's* sister magazine *highwaySTAR*.



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Clean Power by Kenworth and ComfortClass by Peterbilt

ELECTRIC HVAC SYSTEM FROM KENWORTH AND PETERBILT

Called Clean Power by **KENWORTH** and ComfortClass by **PETERBILT**, these new battery-based HVAC systems provide heating, cooling and 110-volt “hotel-load” electrical power for up to 10 hours, even in 95-degree weather—without the need to run the truck’s engine. It will be available as a

factory-installed option this summer on the Kenworth T660 72-in. AeroCab and on class 8 Petes equipped with 70-in. Unibilt sleepers.

Peterbilt Chief Engineer Landon Sproull claims a significant bottom-line improvement by reducing operating expenses by as much as \$5,000 a year, per

vehicle. The systems also make compliance with anti-idle regulations easy.

While the truck is in operation, a 185-amp alternator charges the power pack (four dedicated, advanced glass-mat, deep-cycle batteries) and starting batteries. At the same time, the electric air conditioning compressor charges the thermal storage unit—about the size of a microwave—mounted under the bunk in the T660 and behind the sleeper on Peterbilts. When the system is activated, the power pack batteries supply power to an electric fan blower in the cooling unit to circulate chilled air through the thermal storage unit and into the sleeper.



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Beyond today's standards.*



Air temperature is regulated by adjusting a thermostat and fan-speed dial conveniently located in the sleeper area, near the bunk.

As the truck is driven down the road, or if it's connected to a 120-volt AC electrical supply, the liquid inside the storage unit is cooled to freezing—which translates to roughly 21,000 BTUs of cooling capacity. Once the truck is shut off, the battery-powered cooling system—turned on from the sleeper control panel—takes over and keeps the sleeper at the dialled-in temperature. For dual bunk set-ups, a second duct keeps the upper bunk area cool.

On the T660, according to Kenworth Chief Engineer Mike Dozier, the combination of Clean Power with high-output, low-current LED lighting and an enhanced sleeper insulation package provides a significant advancement in energy efficiency. If you suffer from high idling time, he says you could get as much as an eight-percent boost in fuel economy by not idling.

In especially cold weather, both Kenworth and Peterbilt systems use a small diesel-fired heating unit mounted under the bunk.

See your dealer or visit www.peterbilt.com and www.kenworth.com.

MULTI-TEMP REEFER

TK'S NEW SPECTRUM SB MULTI-TEMP Promising advanced cargo protection, reduced maintenance, ease of use and environmental responsibility, **Thermo King** has launched the Spectrum SB multi-temperature system with SmartReefer2 (SR-2) controller for trailers. It's said to incorporate the latest technology and innovation. Featuring the SR-2 controller with enlarged display screen, users can easily view cargo temperature and system set-point value. All temperature zones are viewed simultaneously, which allows for quick unit checks in the yard. Clear text messages, along with codes, are viewable, and customers have the option to choose between 22 language settings.



The new refrigeration unit achieves temperature balance in up to three different zones with various configuration possibilities. Remote evaporators make each temperature zone act like an individual trailer, Thermo King says.

Designed with high airflow and large capacity, the Spectrum S-3 remote

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Ancra introduces SilverCap OverDrive™, a fast, convenient and economical way to turn ANY winch into a SilverCap ratcheting winch.

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SilverCap OverDrive installs easily to weld-on, bolt-on, or slide-on winches. It fits over the winch's existing cap and secures with a heavy-duty pin and bolt. OverDrive works just like a SilverCap winch, with patented ratcheting action allowing you to keep the winch bar in the cap until the winch strap is tightened. OverDrive has a patent pending and uses Ancra's GrimeGuard™ weather-tight seal that keeps the elements from the key moving parts. And like the original SilverCap, OverDrive is built tough, to withstand anything the road can throw at it.

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Ancra's original SilverCap ratcheting winch revolutionized load securement.

This time, we didn't reinvent the winch, we just reinvented what turns it... SilverCap OverDrive!

In Gear

evaporator is a good complement to the new host unit. Thermo King's Smart Set, which offers precise temperature control, is one of the Spectrum SB's key features. Reduced fuel consumption is realized at all operating ranges, the company claims.

The unit's EMI-3000 (Extended Maintenance Interval) includes a special 12,000-hour coolant and high-grade mineral oil to significantly extend service life. Thermo King also claims that maintenance costs are reduced by up to 45-percent over competitive models, engine life is extended, environmental impact is reduced due to less spillage and waste, and clean-up and disposal costs are reduced.

Optional rear remote control and electronic door switches are available. All models feature biodiesel-compatible engines.

See your dealer or visit www.thermoking.com.

FUEL TANK CAP

COUNTERS FUEL THEFT AND VANDALISM

Robond, a Quebec company more often known for its truck wheel spacers, has developed a unique and secure fuel tank cap. It's called, simply enough, the Fuel Tank Lock. The idea arose after a truck driver, frustrated by constantly having



his fuel tanks emptied at truckstops, began to search for a more secure fuel cap—one that could withstand Canadian road and weather conditions while also

preventing things like banana peels or sugar being poured into the fuel tank.

Locking caps aren't new, but Robond says its version takes security to a new level. First off, the lock itself is made by Abloy, a company known for its high-security locks used in such places as

RCMP offices, automatic bank machines, airports, etc. A plastic cap screws onto the lock to protect the mechanism from the elements.

The distinctive feature of the Fuel Tank Lock is that it locks on the inside of the fuel-tank pipe. Once the cap is locked, the mechanism deploys a



system of plaques—they look something like spread-out tripod feet—that secure the cap to the pipe such that it just won't come off. One advantage of the locking cap is that a fleet can have many caps that use the same key. A patent is pending.

Tests have been conducted inside freezers at -20 degrees C, and many destructibility tests have seen the locking cap unsuccessfully attacked by pipe wrenches, crowbars, sledge hammers, and pressure washers. As well, a truck driver has crisscrossed North American roadways for several months using the caps without incident.

The Fuel Tank Lock is an unventilated cap that can be adapted to fuel-tank pipes of 3.5 in. outside diameter (3 in. inside) with a vertical clearance of 5 to 6 in. between the body and the nozzle of the tank. Other sizing will soon be available. Manufactured in Quebec, it's available in chrome and aluminum.

Robond is also working on a cap for reefer tanks that would use the same key as the truck's main fuel tank caps.

The Fuel Tank Lock is available directly from the manufacturer at 819-847-3133. See also www.fueltanklock.com.

THE ULTIMATE WINCH

ANCRA DELIVERS THE CINCH

Ancra International and B.C.-based **Traction Technologies** have teamed up to manufacture, market and distribute the Cinch, an air-powered winch that we first wrote about last July. At that time, Traction told us the device would be in very limited production until this year.

Things have changed since then in that an agreement has been reached with load-securement specialist Ancra, which will handle manufacturing, sales and distribution. Traction Technologies will remain active in gauging market response, the companies say.

The revolutionary device uses air pressure to tighten and maintain tension on load straps, and Ancra calls it "a crucial improvement in our industry." The deal between the two companies means the Cinch will now be widely available to the flatbed hauling industry.

Because it allows operators to tighten their loads with just a two-button operation, it's claimed that more drivers, regardless of size or strength, will be able to fill flatbed hauling jobs than before.

The Cinch was actually developed to prevent load-shift related roll-overs. Traction Technologies' parent firm, Forensic Dynamics, one of Canada's leading forensic engineering firms, had studied such mishaps as part of its accident reconstruction activities. And Cinch was an interesting result.

See www.ancra.com and www.tractiontech.ca.

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NO-FUEL CAB COOLER

ENVIRONMENTALLY FRIENDLY NITECOOL SYSTEM FROM WEBASTO COOLS BY EVAPORATION

Webasto is addressing rising fuel costs and anti-idling legislation by way of the NiteCool TCC-100 truck cab cooler. Using fundamental scientific principles of heat extraction through water evaporation, it first draws warm air in from outside the cab. The air then circulates through a



Webasto
NiteCool TCC-100

pre-cooling chamber and is further cooled when the warm air molecules naturally try to evaporate water from the unit's 7-gal water tank. The evaporation process causes the remaining air molecules to be cooler, which are then circulated into the cab to reduce the interior temperature. The system uses no fuel and thus produces zero emissions.

Webasto says early testing shows that when the outside air has 40-percent relative humidity and is 86 degrees F, the NiteCool TCC-100 will put 72.5-degree air into the cab. When the outside temperature is 95 degrees, the air going through the evaporative system will come out at 79.8. Varying temperatures and humidity levels will produce different temperature outputs.

While many drivers might use the system during rest hours, it's also effective during drive time. Keeping the cabin cooler without running the factory-installed air conditioner (or running it at a greatly reduced rate) can mean substantial cost savings.

The evaporation method is said to create a unit that's extremely light, easy to install, easy to maintain, very quiet, and less expensive than the alternatives. The NiteCool TCC-100 stands less than 5 in. tall mounted on the cab roof and can be retrofitted in virtually all vehicles. The manufacturer's recommended price is US\$1295.

See www.webasto.us.

AIR-COOLED APU

LIGHT, COMPACT KOHLER APU

Kohler Power Systems, which has been making auxiliary power systems for other markets for 85 years, is now expanding its generator product line to the heavy-duty truck market. The company's 5-kilowatt APU is 27 in. wide x 26 high x 23 deep, and at less than 340 lb, it's said to be one of the smallest and lightest generators on the market.

The air-cooled, single-cylinder, 9.9-hp aluminum Hatz diesel engine is direct-mounted to a dual-output (120-volt AC and 50-Amp DC) alternator/generator.

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In addition to the fan clutch, the Klondike Series includes lining kits, seal kits, major kits and several bearing kits for repairing the Kysor K22RA and K22FA.



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ONTARIO

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Cambridge - Harman Heavy Vehicle Specialists Ltd.
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Windsor - Bogar Truck Parts & Service, Inc.
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QUEBEC

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Gatineau - Malmberg Pieces De Camion
Levis - Macpek, Inc.
Montreal - Freno
Rimouski - Macpek, Inc.
Sherbrooke - Macpek, Inc.
St-Jean - Power Battery & Truck Parts
Ste-Foy - Macpek, Inc.
St-Felicien - Macpek, Inc.
St-Laurent - Freno
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Kohler auxiliary power systems

The unit has no drive belts, which helps lower maintenance costs and increases service time between maintenance intervals. The engine has an oil-service interval of 500 hours, and it's said to burn .20 gal/hr in typical service. The APU is mounted in a sound-attenuated enclosure for quiet operation (less than 70dB in the cab, Kohler claims), and it's EPA Tier-2 certified.

Kohler's stand-alone under-bunk HVAC system provides 14,000 BTU/hour of cooling and 2.5 kW of electric heating, completely independent of the truck's climate control system. A digital controller allows the driver to start and stop the generator, and adjust the heating and cooling from inside the cab. The HVAC unit weighs an additional 104 lb. The unit is backed by a service network of over 500 distributors and dealers throughout North America.

See www.kohlerpowersystems.com/mobile.html.

ROGERS FLEET MANAGEMENT

WIRELESS ASSET-TRACKING, LOGISTICS TOOL

Rogers Communications launched its own wireless asset-tracking and logistics tool at Montreal's ExpoCam truck show on April 12. The mFleet product, powered by the Quadrant system developed by WebTech Wireless Inc. of Burnaby, B.C., services a mix of fleet types—from transportation and logistics fleets to service and municipal vehicles. It will be available in three formats: mFleet for service fleets, mFleet for transportation logistics fleets, and mFleet for trailer and asset tracking.

It's a complete turnkey fleet-management system, providing vehicles with

GPS locators to communicate over the Rogers Wireless network in real-time to mFleet Quadrant, a secure, hosted software application that can be accessed on any Internet connected computer.

A return on investment of 10 to 15-percent is possible within six to eight months of implementing the system, Rogers says. The company adds that it spent two years reviewing North American fleet-management-system providers before settling on WebTech.

mFleet offers fleet managers and operators real-time automated vehicle mapping, intelligent management reporting, and vehicle diagnostic reports. Using mFleet's locator hardware with GPS and engine diagnostic technology, messages from vehicles connect in real-time to mFleet Quadrant, a secure, Web-based hosted mapping and reporting software application, over the Rogers Wireless network.

Each mFleet customer receives automated driver timesheets, custom geofencing, odometer readings, maintenance scheduling, and much more. The claimed benefits vary from less engine idling time and fuel consumption to lower insurance costs through improved vehicle and asset security.

mFleet for service fleets improves technician and driver accountability on gas-powered vehicles while allowing dispatchers to optimize routes, schedules and time-sheets. Managers will be able to reduce fuel costs, determine maintenance issues before they become costly, and grow revenue by increasing daily service calls. Drivers are also provided with added protection through lone-worker panic buttons.

Rogers says mFleet for diesel-powered transportation and logistics fleets enables managers to improve truck and trailer productivity while reducing downtime and increasing truck utilization. Cost-effective U.S. roaming packages for cross-border trucks are provided as well as in-cab mobile data terminals with driver-log and fuel-tax software, including up-to-date industry compliance parameters.

Untethered trailers and other mobile assets can be kept safe by monitoring unauthorized activity and can be better

utilized. Refrigeration units can be monitored remotely and recorded to ensure the proper temperature of perishable goods or medicines are met.

See www.rogers.com/mFleet and www.webtechwireless.com.

BRUSHLESS ALTERNATOR

185 AMPS FROM LEECE-NEVILLE

A new 185-amp brushless alternator has been introduced by the **Leece-Neville Heavy Duty Systems Division** of Prestolite Electric.

The company says the addition addresses the needs of today's heavy-duty environments because new diesel engines are running hotter than ever before. As well, there are continued increases in the demand for electrical power in almost all applications.

The 185-amp brushless alternator is aimed at the high-amperage, high-temperature application where long life and dependable service are paramount. The new model will initially be approved for applications up to 110 degrees C, but additional improvements during 2007 will allow the company to offer units with a rating of 125 C later in the year.

The new model uses the "proven" solid-lead frame technology and high-temperature features incorporated in other brushless models since 2002. High-temperature 'avalanche' diodes are welded to a solid-lead frame in the rectifier instead of being soldered, greatly improving resistance to high temperatures and vibration. High-temperature stator wire, high-temp bearings, and progressive design improvements to the regulator further enhance the alternator's resistance to heat.

All Leece-Neville brushless alternators carry a three-year/350,000-mile warranty. The new model will feature a remote sense regulator and a lamp-driver connector. In addition it will be easily converted from isolated ground to case ground in the field, creating a single unit that will work over a wide range of applications.

See www.prestolite.com.



In Gear

TELUS FLEET TRACKING

BUNDLE IS A ONE-STOP GPS-BASED SYSTEM FOR FLEETS OF ANY SIZE

Yet another launch at ExpoCam 2007 was the **Telus** Fleet Tracking Bundle, an all-inclusive GPS management system for trucking businesses of even the smallest size. The company says it sets a new industry standard as an affordable, easy, and very efficient way to apply fleet tracking.

Small and medium-sized companies can now adopt the latest in GPS technology to improve their business operations, says Jim Senko, Telus vice-president, Mobility Solutions. Suitable for short- or long-haul trucking, service/delivery vehicles, and couriers, this GPS tool optimizes route scheduling, reduces fuel consumption and enhances customer service—benefits that were

once cost-prohibitive for all but the largest enterprises.

The Fleet Tracking Bundle components include: a Telus wireless data plan; 'Fleet Complete' GPS software from Complete Innovations; and a GPS modem, professionally installed by Best Buy Canada or certified Telus dealers.

It's a real-time tracking solution using GPS modems installed in vehicles, providing companies with the ability to track their mobile assets, improve operations, productivity, service levels and safety using the Telus 1X wireless data network across North America.

Telus GPS tools are currently available in four 'graduated tiers': handset based navigation (currently available in Alberta, B.C. and southern Ontario); handset tracking; handset tracking with dispatch capabilities; and fleet tracking.

See www.telus.com.

TRAILER POWER MANAGEMENT

NEW PHILLIPS PERMALOGIC CONTROLS

Phillips Industries has introduced two new PermaLogic power-control products, PermaLogic TC and PermaLogic TC Plus. Along with the original PermaLogic dome-lamp controller introduced in 2006, this family of products allows efficient use of the blue trailer accessory wire to operate ancillary devices like interior dome lamps and liftgates.

The PermaLogic TC Liftgate Battery Charging System allows for more frequent liftgate usage because it provides a 14.4-volt charge to the liftgate batteries, charging them to full capacity. In most cases it can eliminate a dual- or single-pole setup. And because it automatically interrupts the charge when the brakes are applied, it allows full power to the ABS system when needed.

PermaLogic TC PLUS combines the Liftgate Battery Charging System and the Dome Lamp Controller into a single nosebox. Trailer dome lamps can be controlled normally and the liftgate charger is used when needed to provide maximum charge.

See www.phillipsind.com.

Faster PMs = 300% ROI (maybe more)



Now there's evidence that adding a Rotary lift means more operating profit. A lot more. Documented case in point:

A Pennsylvania fleet service location performed six PMIs per night. Each took 3.5 hours to perform and, at a \$58 labor rate, cost the fleet \$203 per vehicle.

By adding a Rotary lift, PMIs were completed in 2.5 hours. Eight could be completed each night instead of just six, reducing the PMI cost by 28% to \$145. Nightly labor savings on six PMIs was \$348, or \$104,000 annually based on 300 working days per year.

Bottom line: a \$30,000 Rotary lift generated savings of over 300% ROI. That's over \$100,000.

More maintenance. Done faster. That's what a lift can mean to your fleet's bottom line. For more details on this and other documented case studies, go to www.rotarylif.com/roi.

ROTARY LIFT
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Sterling's new Bullet cab-and-chassis model



STERLING'S BULLET REVEALED

MID-RANGE CONVENTIONAL TRUCK Rounding out its now very full truck line-up, **Sterling's** new Bullet cab-and-chassis model will be available at select Sterling dealerships in late fall of this year, including some 20 Canadian outlets.

Based on the Dodge Ram 4500 and 5500 models introduced three months ago, the Bullet is a class 4 or 5 truck targeted at vocational markets like construction, landscaping, and municipal services. It differs from the Dodge only in cosmetics and options packages. The new truck joins the low-cabover class 3 Sterling 360 introduced last year to round out the company's medium-duty range.

Standard features on the Bullet include the Cummins 6.7L ISB engine with exhaust brake, a power take-off prep package, and just one rating—a healthy 305 hp and 610 lb ft of torque at 1,600 rpm. A Mercedes six-speed manual transmission is standard, with an Aisin six-speed double-overdrive automatic optional. The Bullet can be spec'd with two- or four-wheel drive.

The truck is offered as a regular cab (123-in. BBC) in four wheelbases or as a quad cab (143-in. BBC) in two wheelbases with optional snow plow and towing packages. The industry-standard 34-in. wide frame is said to make for easy body builder upfitting. It's rated at 50,000 psi.

The Bullet comes with GVWR ratings of 16,500 to 19,500 lb for both the regular and quad cab, with a GCWR of 26,000 lb.

See your dealer or visit www.nothingstopsthebullet.com.

PORTABLE BRAKE TRAINING

BENDIX ASSEMBLIES ON PORTABLE STAND **Bendix Spicer Foundation Brake** has introduced what it calls the industry's first portable training unit to demonstrate foundation brake assembly, disassembly, and proper maintenance practices. The new Foundation Brake Training Unit is part of the company's system of hands-on training modules, and it eliminates the need for fleet operators to tear down their own vehicles or use partial brake hardware to conduct vital foundation brake training.

It simplifies training by utilizing four full-size brake assemblies on a portable stand. The wheeled unit, which is eight ft wide, 10 ft long, and four ft high when fully assembled, arrives at a training



location in one standard shipping crate and features capabilities such as air application and release for demonstration of brake, slack adjuster, and air chamber functions, as well as a crane for installation and removal of hub/drums and hub/rotors for complete wheel-end training. It can be configured to meet any training expectation, from standard four-

drum brakes to wide drum brake packages, and air disc brakes to air disc brake/high performance drum brake combinations. The collapsible unit is available for the complete range of tractor and trailer vocations and applications.

Technical instruction is provided by the Bendix Spicer foundation brake team, the ASE-certified Bendix field service group, and the complete lineup of Roadranger representatives. They provide hands-on training.

Training can be scheduled by contacting any Bendix or Roadranger representative. It will be available to fleets, distributors, dealers, and vocational schools across North America.

See www.foundationbrakes.com.

AFTERMARKET CAT TURBO

BORGWARNER TURBO FOR CAT 3406E 600

BorgWarner Turbo and Emissions Systems now offers an S410G turbo for

Cat 3406E 600-hp applications. The turbocharger features extended-tip compressor wheel technology and is said to provide improved air flow and higher pressure ratios. It also incorporates what the company calls "one of the most durable turbo bearing systems in the industry." It's a direct replacement, requires no fitment modifications, and is covered by a 12-month, 100,000-mile service or replacement warranty. Its part number 175963.



See your dealer or visit www.turbo driven.com or www.borgwarner.com.

BOSCH ALTERNATORS

UNIVERSAL TRUCK ALTERNATORS

Now available from **Bosch** is a comprehensive catalog (Number-2212161) on its universal alternators AL9971N and AL9972N for medium- and heavy-duty trucks, off-road applications, and agricultural and industrial equipment.

Designed especially for service and repair facilities, this 52-page catalog includes a cross-reference replacement guide, a universal alternators guide for

Retail Diesel Price Watch

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WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of May 8, 2007 • Updated prices at www.mjervin.com

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	110.6	0.8	93.1
VANCOUVER *	103.8	0.4	72.9
VICTORIA	103.1	-0.5	75.7
PRINCE GEORGE	95.0	-0.8	70.6
KAMLOOPS	99.7	-2.0	75.1
KELOWNA	102.2	-0.7	77.4
FORT ST. JOHN	105.6	-0.7	80.6
YELLOWKNIFE	114.4		94.8
CALGARY *	93.4	-2.3	75.1
RED DEER	96.1	-1.0	77.6
EDMONTON	92.5	-0.9	74.3
LETHBRIDGE	96.3	0.1	77.9
LLOYDMINSTER	98.8	-1.1	80.2
REGINA *	96.7	-0.4	72.2
SASKATOON	99.6	1.4	74.9
PRINCE ALBERT	95.9	-1.0	71.5
WINNIPEG *	95.2		74.3
BRANDON	89.9	0.1	69.3
TORONTO *	94.2	-0.1	70.5
OTTAWA	95.3	0.1	71.6
KINGSTON	95.3	0.1	71.6
PETERBOROUGH	96.9	0.3	73.1
WINDSOR	93.3	-1.0	69.7
LONDON	90.9	-4.0	67.5
SUDBURY	97.8	0.5	74.0
SAULT STE MARIE	98.6	0.3	74.7
THUNDER BAY	98.7	-0.8	74.8
NORTH BAY	96.6		72.9
TIMMINS	104.2		80.0
HAMILTON	96.0	0.3	72.3
ST. CATHARINES	95.1	-0.3	71.4
MONTRÉAL *	104.8	-0.8	71.8
QUÉBEC	102.9	-1.7	70.1
SHERBROOKE	102.9	-1.0	70.1
GASPÉ	105.9	1.5	72.7
CHICOUTIMI	102.4	-0.7	69.7
RIMOUSKI	104.9		69.7
TROIS RIVIÈRES	103.4	-1.0	69.7
DRUMMONDVILLE	100.4	-0.8	69.7
VAL D'OR	105.9	-2.8	69.7
SAINT JOHN *	106.5	2.1	72.5
FREDERICTON	106.4	0.7	72.4
MONCTON	106.3	0.1	72.4
BATHURST	107.5	0.5	73.4
EDMUNDSTON	107.7	-0.3	73.6
MIRAMICHI	106.3	-0.2	72.3
CAMPBELLTON	107.3	0.9	73.2
SUSSEX	105.7	0.9	71.8
WOODSTOCK	108.5	-0.3	74.2
HALIFAX *	104.6	-0.7	72.3
SYDNEY	107.7	-0.8	75.1
YARMOUTH	105.8	-1.0	73.4
TRURO	106.4	-0.8	73.9
KENTVILLE	105.4	-0.8	73.0
NEW GLASGOW	107.0	-0.5	74.4
CHARLOTTETOWN *	106.7		76.5
ST. JOHN'S *	113.2		78.8
GANDER	109.7	-3.0	75.7
LABRADOR CITY	118.6		83.5
CORNER BROOK	111.9		77.7
CANADA AVERAGE (V)	98.4	-0.6	72.6

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

industrial and agricultural applications by make and model, and a list of accessories (fan, protection screen, wiring adapters) and plug identification for universal alternators. Specifications for the alternators are also included.

Universal alternators AL9971N and AL9972N replace over 500 original equipment (OE) SKUs with both internally and



externally regulated units. They're available in 95- and 120-amp output with provision for a tachometer output terminal. Other features include high-tolerance bearings, a sealed brush box, and a single mounting foot.

The catalog cover provides diagrams and step-by-step instructions on how to disconnect the vehicle wire-harness connector from an external voltage regulator. Installation procedures are listed step-by-step with additional notes on the pulley, fan and protection screen for further clarification.

See your parts supplier or visit www.boschautoparts.com.

KW T300 MANUAL

AID TO MEDIUM-DUTY BODY BUILDERS

The new **Kenworth Medium Duty Body Builders Manual** offers extensive information on 2008 Kenworth T300 medium-duty trucks and tractors equipped with the new 2007 Paccar PX-6 and PX-8 engines.

The 100-page manual features a comprehensive section on dimensions, which includes data on turning radius, frame layout, and components. Other sections

provide information on body mounting, frame modifications, electrical, routing, and safety and compliance.

The manual is available as a .pdf file for electronic download and printing under the Kenworth T300 in the Products Section of Kenworth's home page at www.kenworth.com.

AUTOMATIC HOS MONITORING

SHAW TRACKING'S LATEST APPLICATION

Shaw Tracking, formerly Cancom, is prepared for the possible mandate of electronic on-board recorders (EOBR's) using new or existing OmniTRACS equipment. Although the company recently introduced the all-new OmniVision system, older units—as old as 17 years—have not been obsolete.

There is no hardware replacement required for the new hours-of-service automation application. It will produce logs automatically for both U.S. and Canadian HOS regimes.

The flexible and scalable new system offers far more capability in general, engineered from the ground up. OmniVision is said to deliver higher processing power on the mobile unit, an increased number of hardware ports, and an industry standard operating system—Windows CE—that enables rapid feature development.

The OmniVision platform, a framework of hardware, software and network infrastructure, enables delivery of two-way data communications 12 times faster than before, Shaw says. As before, it integrates with back-office systems from leading management software providers.

See www.shawtracking.ca or www.jillknowsOmniVision.com.

LED BACKUP LAMP

TRUCK-LITE LAUNCHES NEW LAMPS

Truck-Lite has introduced single-diode technology to its line of LED backup lamps. The new 66 Series oval lamp is available with grommet and built-in flange mounts.

Truck-Lite says its specially customized 'Advanced Optics Design' software provides a more homogeneous appearing light pattern, similar to an incandescent lamp. It's said to look like a



traditional incandescent lamp, making it less prone to theft but still providing all the benefits of LED technology, including reliability, whiter light, and improved resistance to shock and vibration for longer lamp life. In most cases, the lamp will never need replacement. It carries Truck-Lite's lifetime warranty.

See www.truck-lite.com.

NEW HOODXPRESS MODELS

AUTOMATIC HOOD CONTROL

Several new applications for the HoodXpress line of automatic truck-hood-control products are available from the **Litens Automotive Group**. HoodXpress is an automatic truck-hood opening system designed to help the trucker or mechanic get to the engine more easily with a new level of safety and convenience. "Easily installed on new or older vehicles," the company says, it opens and closes truck hoods with the touch of a key fob.

The new applications available are for the pre-2003 International 9900i & 9900ix, Mack CH Series, Western Star 4964 FX, 4900 FA, and EX Series, and pre-2003 Freightliner Classic and Classic XL models. Initially, the product was only available for Peterbilt 379 and Kenworth W900 tractors.



Installation involves drilling four 5/16-in holes in the side of the hood to attach the hood lift bracket on the inside. In most cases these bolts will be covered by replacing the name badge, Litens says. Existing springs and cables are kept, and

it's recommended that existing hood latches stay in place as well. A sealed electric motor does the work, and wiring is a simple matter of connecting the power unit to the alternator (or other 12-volt power source) by attaching a power and ground wire. Installation takes about an hour using simple hand tools.

The hood can still be opened manually. The key fob control can activate the hood within a distance of 10-15 ft.

See www.hoodxpress.com.

REEFER DATA LOGGING

MONITORS FROM CARRIER TRANSICOLD

Carrier Transicold's three data logging devices monitor the condition of perishable products under refrigerated transport. By Sensitech, a wholly owned subsidiary of Carrier Corp., they are the TempTale4 ambient temperature monitors, TempTale4 temperature and humidity Monitors, and single-use Ryan EZT strip chart recorders. These battery-powered devices allow for temperature monitoring beyond the refrigerated travel timeframe, carriers says. They can travel with cargo from the point of origin to the final destination, providing greater peace of mind to a carrier or a customer that shipment and storage temperatures were maintained within acceptable ranges.

The temperature and temperature/humidity monitors are each about the size of a cell phone and weigh less than two ounces. Featuring digital displays

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providing continuous readouts, they can be programmed to provide a visual indicator if time and temperature setpoints are exceeded. With Sensitech's Interface Plus reader, data can be quickly and easily downloaded to a computer for analysis using the TempTale Manager Desktop software.

The Ryan EZT Strip Chart Recorder is an economical one-time-use device that provides temperature validation at the end of a trip. Housed in a plastic case measuring approximately 6.5-x-2.5-x-3.5 in., the unit is adhesive-backed for mounting to a carton or pallet. At the destination, the receiver simply breaks the tamper-proof seal, opens the monitor and removes the paper graphic



Carrier Transicold's

recording of in-transit temperature conditions. In the event of a claims dispute, Sensitech backs the Ryan EZT device with free expert testimony regarding its operation, validation and quality.

See your dealer or visit www.trucktrailer.carrier.com.

EXPANDED SHOCK LINEUP

MONROE ADDS 71 PART NUMBERS
The 2007 **Monroe Commercial Vehicle** catalog has 71 new part numbers and 285 new interchanges to its application-engineered Monroe Gas-Magnum 60, Gas-Magnum 65 and Monro-Magnum 70 shock absorber product lines.

This latest expansion provides



coverage for popular late-model, heavy-duty applications, including the newest International models, the company says. Trucks covered include: 2006-07 International Pro-Star series Class 8 Tractors with leaf spring, front; 2006-07 International Pro-Star series with air suspension, front; 2005-07 Kenworth T600 series/2005-07 Peterbilt 387 series with composite spring interchanges to 665858, front; and 2005-07 Kenworth T600 & T2000 series with AG400 air-spring suspension, rear.

Monroe Gas-Magnum 60 and 65 shocks are covered by Tenneco's exclusive 90-day "Free Ride" trial offer as well as a two-year/200,000-mile warranty. Monro-Magnum 70 shocks are covered by a one-year/100,000-mile warranty.

See your dealer or visit www.monroeheavyduty.com.

ENGINE-OFF AC

ANOTHER ELECTRIC ANSWER

DC Power Solutions says its roof-mounted 12- and 24-volt DC Flex-Cool split unit is the latest addition to their range of DC-powered air conditioners. These split units provide cooling from 5800 up to 11,500 BTU/hr, without idling an engine. The Flex-Cool technology uses the truck's starting or auxiliary batteries to power the air conditioner, employing a battery monitor and control to prevent discharging below the voltage required to start the engine.

The air conditioner is said to provide significant savings in fuel and maintenance costs, along with reductions in engine wear. The DC Flex-Cool can also be used for cooling while driving, reducing the engine load and providing further fuel savings.

The flexibility of this split unit enables installation with a variety of mounting options: the condenser can be mounted anywhere on the outside of the sleeper cab, while the evaporator unit with

temperature controls can be mounted virtually anywhere inside the cab. And it can be easily transferred from one vehicle to another with minor modifications.

The DC Flex-Cool and the DC Top-Cool rooftop units are manufactured in North America.

Call 905-315 8819 or visit www.dcpowersales.com.

SWIVELLING GLADHAND

NEW SWINGER FROM PHILLIPS

Phillips Industries has introduced the low-profile, compact 'swinger' gladhand designed for intermodal fleets and those pulling piggyback trailers. It follows the tractor to prevent accidental disconnects and kinking air lines, which can result in loss of air pressure to the brakes or dangerous damage to the air system. When the gladhand is disconnected, it swings closed to a sealed position to prevent contaminants from entering the air system. Costly downtime and repairs, unnecessary hardware expense and excessive installation time can be avoided, says Phillips.



The upper portion of the gladhand rotates 180° on a durable nylon glide ring, while the lower portion remains still, allowing the airline to remain immobile. This swinging action permits the use of less expensive nylon-type air tubing instead of costly hoses with swinger valves. Other features include an additional inner seal and non-corrosive stainless-steel return spring.

See www.phillipsind.com.



Online Resources: **TODAYSTRUCKING.COM**

These products and many more, some in greater detail, can also be seen online in the Product Watch section at www.todaystrucking.com. While you're there, you can also subscribe to a FREE e-mail newsletter, **Lockwood's Product Watch**, that will keep you up to date on the latest products—with commentary attached—every two weeks. Why not stay at your computer and let the very best product news come to you?

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LA FONDATION

Les amis
de Pamela

JUNE 15-16-17 JUIN 2007

Truck Show
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DONNACONA
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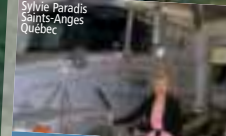
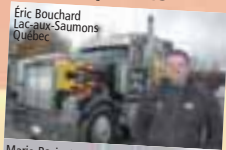
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To advertise in **MARKETPLACE** call **Martyn Johns** • 416-614-5826 • mjohns@newcom.ca



By Peter Carter

Family Guy

He's the perfect truck driver.
And he comes with baggage.

A man walks up to the bus station ticket window. He says, "I'd like to buy a return ticket, please." The clerk asks "Where to?" The man answers: "Here, of course."

Get it? A return ticket? To here?

No joke is old the first time you hear it.

When I tried that one out on driver Al Brodie, we were about to make a return trip to, come to think of it, the very same place we were when we started.

He laughed in that kind of polite way that hinted that even if he'd heard it before, he wasn't going to let on. Too much of a gentleman.

We were taking a load of empties—and I'm not talking a case of two-four but rather B-train full; 62,496 empties—from Labatt's Brampton, Ont., warehouse to the London, Ont., brewery. We'd return to Brampton with full bottles a few hours later.

Though the company was great, the precipitation that day consisted of one part rain, one part road salt, and the remaining third windshield washer fluid.

Al wasn't pleased.

"I like to keep a clean truck," he said, "I set the bar pretty high for myself," adding, "I'm really ashamed when the truck's dirty like this. If you're going to represent your industry—and drivers are ambassadors for trucking and the company they're driving for, you have to do it well."

This, I thought, is a driver from Central Casting.

He's 58 with a head of silvery hair, sort of like country singer Kenny Rogers.

He has been driving for 34 years, most of them with Labatt, and for all the miles he's covered, his vehicle has never come into contact with anybody else's.

On the CB, Al's known as the Country Gentleman, which only makes sense because he's also a country-music nut. I asked him if he'd prefer his next truck have an automated transmission, and he was quick to respond with "No. I like shifting gears." He even has one of those little steering knobs

on the wheel of his blue 2004 Western Star daycab.

"There's no better sound than the raw-power of a hard-working smooth-running diesel," he said.

Then he corrected himself: "Actually, there is something that sounds better than a diesel and that's the sound of a steel guitar and fiddle."

He's the kind of guy you'd like to clone and plant in the cabs of all your iron.

But—and it's a biggie—there's something Al likes more than country music and heavy horsepower. And that's Jeanna, his wife of 17 years, and his kids Brittany, Wade and Reena.

Wade's his 18-year-old son and accomplice in their kidlike passion for stirring up the dust in summer weekend mini-tractor pulls. Reena's 23, recently engaged and working towards her nursing degree.

Then there's Brittany.

She's a sweetly sassy somewhat shy six-foot-tall singer who very recently teamed up with another songstress named Angelica Siracusa to form a duo called "Trucker's Diesel."

How can you not like a young woman who says things like "We're doing it for all the truckers out there and we want our music to get them down the highway like diesel fuel?"

You'll probably be hearing more about Brittany as the months pass and if you'd like to hear her or hire her for your next company function, click on www.brittanybrodie.com.

Al's known as the
Country Gentleman,
which only makes sense
because he's also a
country-music nut.

Or just ask Al. He'd rather talk about his kids than anything.

Which is something to keep in mind when you're on the lookout for guys like Brodie to flesh out your ranks.

The huge conflict between balancing the economic pressures that come with running a trucking company—rate-cutting competitors; long-haul driving, just-in-time deliveries and the vagaries of international commerce, all compete with an owner's desire to fill the drivers' seats with great family-loving honest hard-slogging guys like Brodie. It's one of the biggest challenges this industry is ever going to face.

And that's no joke. ▲



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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