BENCHMARKER: Monam's master money-saver, page 32

The Business Resource For Canada's Trucking Industry

PLUS:

May 2005 | www.todaystrucking.com

Steering clear of inverter woes, page 41

Clutch saving tips, page 34

Meet Freightliner's new boss, page 38

FIT TO BE TIED DOWN NEW SECUREMENT RT IT F.S.

Are you sure you're load compliant? page 29



St. Thomas, Ontario – In 2005, Sterling remains the only manufacturer in North America to produce 100% of their medium- and heavy-duty conventional trucks in Canada.



"From a North American perspective, it makes sense to consolidate our manufacturing operations in St. Thomas," stated John Merrifield, Senior Vice President of Sales & Marketing. "Since the majority of our parts suppliers and customers are in the eastern half of Canada and the United States, this location allows us to more effectively streamline shipping and distribution."





Sterling Truck Plant

Location: St. Thomas, Ontario

Size: 440,000 square feet

Capacity: 120 trucks/day

Workforce: 1,150 employees

Special Feature: Sterling Truck Plant

On nearly 80 acres in northeast St. Thomas, a 440,000-square-foot building handles the bulk of Sterling's assembly operation. Off-site, a 100,000square-foot warehouse is tapped for additional storage, sequencing and some light fabrication.

"At full capacity, the Sterling Truck Plant is capable of producing nearly 30,000 units per year," said Plant Manager Terry Bruni. "That figure includes everything from A-Line tractors to L-Line trucks to medium-duty Acterras."

Since the brand was created in 1997, Sterling has continued to attract new customers and grow.

Currently, a two-shift operation employs 1,150 skilled workers who hail evenly from St. Thomas, nearby London and the surrounding counties. This regional draw has revitalized an area that has historically been associated with railways and engineering.

Freightliner LLC built a heavy-duty truck plant that became fully operational in January of 1992. Six years later, the plant was completely converted to produce Sterling trucks.

"Everyone says we have a really great working environment here, not to mention a competitive wage and benefits package," proclaimed Pat Sage, Training, Development and IT Manager for the plant. "It continues to be one of the most sought-after places to work in southwestern Ontario."





Sterling employs skilled, enthusiastic workers at the St. Thomas manufacturing facility. These employees are assigned to work groups consisting of 10-30 individuals. Each work group actively participates in a culture that encourages input from all levels.

Bruni added, "One of our best sales tools is extending open invitations to customers and prospects to visit our plant. Meeting the people who build the trucks is an important connection, because each Canadian-built Sterling carries a special pride that's unique to our brand."

For more information about Sterling Trucks, visit www.sterlingtrucks.com or call 1-800-STL-HELP.



You'll like the way we work.™



MANEUVERABLE. FREIGHTLINER. SAME THING.

The Business Class[®] M2 performs. That's because we've done the research and made it right. With a wheel cut of up to 55 degrees, it can maneuver through city streets with ease, moving in and out of tight spots just like you need your truck to do. And with a 2,500 square-inch windshield and sloping hood for increased visibility, you'll be well equipped to handle the demands of your business and get more done. To learn more about how Freightliner Trucks can help you run smart, visit us at www.freightlinertrucks.com.





10 Dispatches News & Notes



Will fuel makers be ready for '07?

Plus: Cat's independence; B.C.'s toll troubles

- 14: New Rules
- 18: Truck Sales

FEATURES

29 Load Securement: Fit to be tied down

Are your loads secure? Here's what you need to know. BY JIM PARK

32 Benchmarker: Fuel's gold

And Monam Industries' Francis Pelletier knows it. That's why he's taken diesel efficiency to a higher level. BY PETER CARTER

34 Clutch Life: Six secrets to longer clutch life

Even though you don't have to stew over clutches the way you once did, there are some things you can do to get more life out of the things. BY DEBORAH LOCKRIDGE

38 Profile: His turn to drive

Canadian Chris Patterson is Freightliner LLC's new boss. It'll be a tough ride through '07 and beyond, but he has plans for greatness! BY ROLF LOCKWOOD

Street Smarts

22 Recalibrating the Canada Labour Code



Why independent drivers might not be so independent.

In Gear

41 AC/DC, in concert

How to select the right inverter.

- **45** Product & Supplier News
- **6** Letters
- 9 Rolf Lockwood
- 21 Jim Park
- **27** Chris Bennett
- **62** Peter Carter

Letters

Let's uncook the books

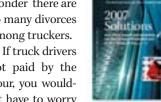
Hours of service rules and log books should be thrown out.

I am concerned about my health but why should I have to work in a system that regulates my every move? People who work eight hours at other jobs have time for exercise and relaxation. They work by the hour and get paid by the hour. I work by the hour and get paid by the mile. There's no logic here.

If I am on the road, I sometimes get up at 6:00 a.m., start work at 7:00 a.m. and deliver my load at 8:00 a.m. However, my planners sometimes do not have anything for me until 4:00 p.m., and that might be 30 miles away. That means I've spent nine hours of my day for about \$36. That's far less than the minimum wage. I would then have to drive for another nine hours to generate some kind of income to pay the bills. And you're wondering if there are any legal logbooks out there?

People who work 40 hours a week and get home every day have some quality time with family and friends. Families are usually comprised of two contributing

partners, not just one who sends money home. No wonder there are so many divorces among truckers.



got paid by the hour, you wouldn't have to worry about safety issues as much as you do now.

Drivers would not be under pressure to put in more miles so they would do proper inspections. It would mean of course that planners and carriers would have to become more efficient.

I think that if you surveyed all drivers they would like to work eight hours a day with overtime after eight hours, just like other members of the workforce.

Is it any mystery that drivers are sometimes tempted to fudge the figures? Some companies, and in fact the DOT, have stated that drivers can log miles at 60 mph. At \$0.40 per mile, one could log about 480 miles and earn \$192.00. (That amounts to about \$24 per hour).

Sounds good, right? However, if you tried to translate that wage to the pay-bythe-mile system, you'd soon realize that if a driver had to go through Toronto, Chicago or New York, that 60 mph would easily become 48, so the driver would have to drive 10 hours to make the same money as an eight-hour driver who actually averaged 60 mph. And traffic's only the tip of that iceberg that delays truckers.

Pay by the hour with Labour-Code enforcement is the only way to go.

Electronic boxes can be directly connected to the pay systems just as the satellite or Internet systems are tied to the dispatchers and planners, and nobody would ever have to cook their books again.

Hector Trimmer, Almonte, ON

Taking licence

Re: "Licence mill crackdown," April, 2005.

I'm sure there are good truck driving schools in Calgary just as there are in Ontario. The good ones need to be more recognized by the federal government. This is where the provincial government(s) could get on board. They could seek organizations such as Truck Training Schools Association of Ontario and trucking companies to give the "stamp of approval" to training schools that are doing it right. This could then be submitted to the federal government for approval. Anyone else who doesn't want to follow the standards when it comes to truck driving schools should not be allowed at all to operate anywhere in Canada.

So to the good truck driving schools in Alberta, "keep pushing your government to close the licence mills once and for all"!

Dwayne Barnett, Brantford, ON

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



PURI ISHER & EDITORIAL DIRECTOR

Rolf Lockwood, MCILT

(rolf@todaystrucking.com) 416/614-5825

FDITORIAL DEPT.

Senior Editor

Editor Peter Carter (peter@) 416/614-5828

Marco Beghetto (marco@)

Contributors Jim Park, Duff McCutcheon, Stephen Petit,

Allan Janssen, Steve Bouchard, Raymond Mercuri, Steve Mulligan, David Kosub, Steve Sturgess

DESIGN & PRODUCTION

Tim Norton (production@) 416/614-5810

Associate Art Director Frank Scatozza

NATIONAL SALES MANAGER

Craig Macpherson (craig@) • 416/614-5804

ADVERTISING SALES MANAGERS

John Pallante (john@) • 416/614-5805 loe Glionna (ioe@) • 416/614-5824 Linda Nadon (linda@) • 450/224-1114 (Montreal)

Marketplace Advertising

(joe@) • 416/614-5824 Joe Glionna

NEWCOM BUSINESS MEDIA GROUP

President Jim Glionna V.P., Corporate Services Wilson Smith Manager, Administration & Finance Anthony Evangelista **Production Manager** Lilianna Kantor

(lkantor@newcom.ca) • 416/614-5815 Director of Circulation Pat Glionna

EDITORIAL & ADVERTISING OFFICES

451 Attwell Dr., Etobicoke, ON M9W 5C4 416/614-2200 • 416/614-8861 (fax)

CIRCULATION INFORMATION

P.O. Box 370, Station B. Etobicoke, ON M9W 5L3 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 \$0.35 GST one-year subscription: \$34 plus \$2.38 GST; one-year subscription in U.S.: \$40 US; one-year subscription foreign: \$65 US. Copyright 2005. 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 $\,{
m Canad} \dot{
m a} \,$ mailing costs. PAP Registration No. 10788.





Kenneth R. Wilson **Award Winner**





Member, Canadian Circulations **Audit Board Inc.**



For industry news, weekly features, daily management tips, truck sales stats, product reviews, and more, go to todaystrucking.com.



The One for the money.



The revolutionary design of the Michelin® X One® wide single tire is money in the bank for truck owners. By switching out your duals for X Ones you'll see weight savings of 190 lbs/axle*, and fuel savings of at least 4%. That translates into bigger payloads and reduced operating costs. For more information visit www.michelintruck.com or call us at 1-888-680-2148.







What's new? Everything.

Let us introduce you to the Granite® Axle Back.™ Featuring the best built cab ever, giving you more space and improved comfort. Along with the new *Cornerstone*™ chassis that offers more rail options and greater strength with less weight. Providing improved maneuverability, ride and handling. The Granite Axle Back. Continuing to carry our legendary jobsite reputation. Jobsite Proven.™ To find out more, visit us at www.mackcanada.com. See your local dealer or call 800-922-MACK to locate a dealer near you.





By Rolf Lockwood

Chickens & Eggs

Our driver-training standards just don't cut it. And we get what we ask for.



hocking as it was, I have to tell you that recent allegations against a Calgary truck-driving school—that it sold forged Class 1 licences—didn't really surprise me. It's evidence of serious gaps in the way our training is done.

There are many schools that do a fine job in preparing folks for the trucking task, but you don't have to look hard to find problems elsewhere: there is no provincial accreditation process with teeth sufficient to force rigorous standards on these schools. A national standard? Fat chance.

Out of honest ignorance, probably, some of these schools don't cut it. The rest? Well, I know that some are great, some may be awful, and the choice to be one or the other is in the proprietor's hands. They can pretty much do what they like.

Here's what a study prepared for the Canadian Trucking Human Resources Council (CTHRC) in 2002 said about this: "Based on the number of schools identified by this survey, it is estimated that across Canada, more than half of the truck driv-

ing training schools fall outside of any licensing or registration process and would be considered not regulated."

That's ridiculous.

Called a "Review of Truck Driver Training Schools," the report looked at 206 schools and how each province regulates these institutions. It's not a pretty picture, because even where there is Only 14.8 percent of for-hire outfits care about the training school that their wouldbe employee attended.

control, there's not much of it. Schools can be licensed, registered, or totally unregulated, the review said. And these three categories can co-exist within the same province!

I find this hard to believe, but I'd bet that the provinces have almost nobody to inspect these schools and enforce whatever thin standards are actually in place anyway.

Ironically, it appears that Alberta has one of the tougher regulatory regimes. It actually licenses them, demands that records be kept, and requires both a security bond and a curriculum that meets a minimum standard. Not very tough on the face of it, but this is a relative thing.

So if there really aren't standards worth having, what do the schools do? Fact is, they're all over the map. Most schools, said the survey, used their own material for course content. They had widely divergent enrolment criteria, if any at all. Average training time varied from 41 to 288 hours. And the course cost "...ranged from a low of \$2,436 in British Columbia to a high of \$6,740 in Atlantic Canada."

The majority of schools do the very best they can, I'm sure, but with no help from provincial authorities. And I'm not sure they get much help from the carriers who hire their graduates either. I think fleets have to demand real standards or create them on their own. Many do exactly that, of course, by working closely with local schools and in some cases by running their own.

One of the better examples of such co-operation is an Ontario effort that has three carriers and a school working with the government to establish a driver apprenticeship program. MacKinnon Transport, TST Truckload Express, and Schneider National Carriers, led by Kim Richardson of KRTS Transportation Specialists, are showing the way here.

But, unlikely as it sounds, it looks as if some carriers take an almost cavalier attitude to who they hire and how they do it. In another study done for the CTHRC, this one just last year, it's reported that only 51.6 percent of private fleets and 60.3 percent of for-hire carriers use road-test results as criteria for hiring new drivers. Shouldn't that be much closer to 100 percent, or am I missing something?

And checking references? Apparently only 69.4 percent of them do it.

The report is called "Profile of Driver Shortage, Driver Turnover and Future Demand Estimates," and in the context of the Calgary fiasco, it holds another key observation: only 15.5 percent of private carriers and 14.8 percent of for-hire outfits care about the training school that their would-be employee attended. No wonder there are bad schools out there. No wonder we don't have any standards worth having.

It's clearly a chicken-and-egg thing: carriers know there are few standards so they don't expect much from schools. And since they expect so little, the provinces aren't motivated to demand much either. So a situation exists where schools can be as good—or as bad—as they feel like being.

We need to fix this, obviously, if we're to have schools that truly answer the need. The shortage of skilled drivers won't get better if we continue to demonstrate that we don't much care how the newbies are trained.

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



EDITED BY MARCO BEGHETTO

Fuel Duel Heats Up

Engine makers say they'll be ready for '07; but will the fuel suppliers throw the entire emission standards schedule off-track?

he issue has been described as trucking's own Y2K. While engine makers say they'll be able to uphold their end of the EPA emissions standards deal (introduce new truck engines that cut NOx and particulate matter [pm] by 90 percent of 2004 levels to 0.01g/hp-hr by 2007 for pm, and 0.02-g/hp-hr by 2010 for NOx), they're worried the oil companies may not be able to meet the '07 requirement they signed on for—reducing the sulfur content of diesel fuel from 500 parts per million (ppm) to 15 ppm by summer 2006. That's what oil companies need to achieve for compatibility with the new '07-ready engine models and their exhaust aftertreatment devices.

"You have the ultra-low sulfur fuel (ULSF), with clean burning engines, with appropriate lubricants, and emissions aftertreatment, so we feel as an industry that you need all the pieces of the puzzle in order to have the complete picture," says Cummins' Cyndi Nigh, manager of On-Highway Communications. "And if we don't have 15 ppm, the puzzle isn't complete."

While there's been no confirmation that higher sulfur levels will shut '07 engines down, sulfur content significantly higher than 15 ppm would most definitely affect diesel particulate filters.

"Fuel with higher levels of sulfur could reduce the effectiveness of the diesel particulate filter's [DPF] catalyst, which would require more active regeneration cycles of the DPF. This could lead to shorter operational life for

A BURNING QUESTION: Will there be enough low-sulfur diesel around for engines to meet EPA's '07 rules?

the DPF and a small increase in fuel used for active regeneration," says Anthony Greszler, Volvo Powertrain's vice-president of engineering.

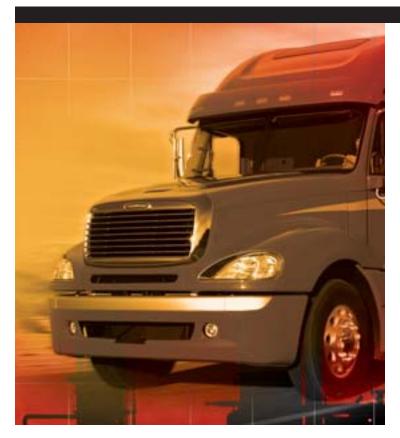
Furthermore, adds Nigh, new '07 engines running on diesel higher than 15 ppm would simply not be compliant with the newest round of stringent EPA emission regulations.

"If you don't have 15, what comes out into the atmosphere won't meet the EPA standard for '07," she says.

While the oil companies say they're working hard to meet both the ultra-low sulfur standard in both fuel and lubes, recent attempts by the oil industry to lobby Washington for relaxed standards has most truck and engine makers at attention.

"There's a lot more to this story to develop yet," Greg Gauger, Caterpillar's director of On-Highway Power Systems told Today's Trucking.

Nigh says that while engine OEs are partnering



with oil companies in helping them achieve the standard, they will not under any circumstance support easing the 15 ppm limit. "We're adamantly opposed to relaxing the pipeline sulfur requirement," she says. "We just have to have it at 15."

The hurdle for the oil companies isn't the issue of producing ULSF in the labwhich can be done despite its own set of challenges and expenses-but in fact maintaining the 15-ppm level

throughout the supply chain, savs Brian Kenney, senior adviser of Fuels and Additives for Petro Canada.

"The uncertainties have to do with distribution and handling, which relates to future supply. There's not much wiggle room," he told Today's Trucking. "This could be a rough transition since all these products flow in common carrier pipelines that come into contact with other products on the interface."



e wasn't a vocal industry lobbyist or outspoken fleet owner, but many people in trucking knew Donald Newsom.

Known as "The Wrench" to friends—Don was vicepresident of maintenance, safety and compliance at **Quik X Transportation** since 2001 and also a member of the Ontario **Trucking Association** Maintenance Council. He recently passed away at 65 due to heart complications.

"He was tremendous at mentoring people, and extremely well respected—whether it was his own employees or suppliers, you never heard anyone say anything but the best about Don," said Quik X President and CEO Garv Babcock, whose relationship with Don stretches back to their days together at the TNT Group.

Added Alan Boughton, president of Trailcon Leasing and personal friend to Don: "There's two words we use at Trailcon to describe our business honesty and integrity. Those words describe Don

IN MEMORANDUM: Don Newsom

Newsom perfectly," Boughton told Today's Trucking. "He was the type of guy where the job at hand and the company he worked for were always his focus. You never got anything for nothing from Don, but I'll tell you, he was as fair and knowledgeable a guy as you're ever going to meet."

Boughton confirmed that he's recently made plans with the OTA's **Education Foundation to** donate a \$1,000 scholarship in Don Newsom's memory for a student who is completing a heavyduty mechanic course at a recognized college.

Although he wasn't someone who craved the limelight, his funeral

He was tremendous at mentoring people, and well respected.

attracted dozens of people from all aspects of the Canadian trucking industry. "I think his family was really able to see how much of an impact he had on the industry and how much he was respected," said a Quik X staff member.

Boughton says Don was a natural-born leader. "He wasn't the guy pounding on the table. He just did it," he says.

Don is survived by his wife Dorothy, his children Danny, Debbie, and Dave; and grandchildren Jason, Michelle, Lindsey, Ryan, Dayna, and Dalton.



Want more news? Go to todaystrucking.com Or list your event for free. E-mail editors@todaystrucking.com

Dispatches

logbook

MAY

Canadian Fleet Maintenance

Seminar, Double Tree International Plaza Hotel, Toronto. CFMS has a new location for 2005. Organized by the Automotive Transportation Service (ATS), this annual event features workshops and seminars for maintenance supervisors. Contact: 519/886-6265 or go to www.cfmsonline.com

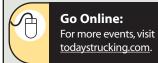
5-19 Canadian Council of **Motor Transport Adminis**trators Annual Meeting,

Marriott Hotel, Ottawa. This is where all the rules governing your operations are born. Canadian transport regulators and government stakeholders meet to discuss ever-changing safety legislation in transportation. Contact: 613/736-1003 or go to ccmta.ca

PAC-EX 2005, National Trade Centre, Exhibition Place, Toronto. Presented by the Packaging Association of Canada, the show is the only packaging, food processing, materials handling, and logistics exhibition in Canada. Contact: 416/490-7860 or click on www.pacexinternational.com

JUNE

Roadcheck 2005, Annual North American truck enforcement blitz sponsored by Commercial Vehicle Safety Alliance. Contact: 612/349-4000 or go to cvsa.org



What could happen, explains Kenney, is that ULSF produced at even lower than 15 ppm will travel through "dead spaces" where valves isolate branch lines from the rest of the pipeline. There, it can mix with remnants of other products, for example furnace oil, and alter the sulfur content.

"So you start off with

fuel supply," he says. "You have to manufacture lower, around 8 (ppm). Yes, it's a very large challenge, but my understanding is it will be met."

Both Kenney and Smith say that whatever comes out at the end of the pipeline higher than 15 ppm will not be sold to the on-highway sector. Smith says that if

> some refinery production misses the 15 ppm mark, that fuel can be shipped off to the offhighway market. (Sulfur levels for offhighway engine fuel fall to 500 ppm from 3,000 in 2007 and to 15 ppm by 2010).

"That actu-

ally makes it kind of convenient where we'll have an outlet for anything that seems to get off-spec," says Smith.

Convenient for the oil companies and off-road users that is. But what about on-highway availability?

Kenney admits there's a chance the on-highway sector may be scrambling for ULSF if too much of the supply comes out higher than 15 ppm and in effect gets diverted to other markets.

Such a scenario is less likely in Canada where longer, intricate delivery systems are less common. Diesel arriving at retail pumps with a sulfur content of 15 ppm shouldn't be a big problem. However, the complicated logistics of U.S. pipelines could very well

pinch availability and drive up costs.

"It's not like you can truck [off-spec fuel] back to the refinery ... so what it'll do is withdraw and degrade supply," Kenney says. "The more people that don't do it perfectly, the more of a supply issue there'll be [for on-highway]."

In fact, history is not on the industry's side. In the early '90s the EPA mandated that the sulfur limit be dropped to 500 ppm from 3,500 ppm. The transition sparked refinery shortages and skyrocketing price hikes at the pump across North America.

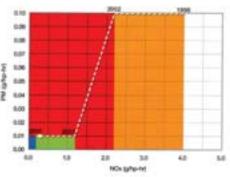
Will history repeat itself, or are the oil folks confident that they'll meet both the 15 ppm standard and ensure mass ULSF availability by the EPA's mandated deadline?

"I'm confident that we'll be able to meet the customers' needs. But there are so many issues with distribution, so many levels of complexity, that we might not be able to get there without some heartburn," Kenney says. "That said, our objective is clear, and that's to meet the requirement."

Like the initial drop to 500 ppm—and when the auto sector was forced to eliminate leaded gasolinepulling out of the gates may prove to be extremely challenging for everyone, but eventually the industry will right itself, Kenney predicts.

"Will it be a disaster? Maybe. Or it could be a non-event like Y2K. That's what we're hoping for," says Kenney.

FUTURE STANDARDS



BEWARE OF FALLING NOx: Engine makers say they'll meet the '07 NOx/PM requirements.

eight, and it turns to 15 or 20," Kenney continues, "then it gets to a terminal and you get some contaminant that adds ppm; then you put it in a truck and there's some residue; and then it goes to a bulk plant, and there's even more. So, every time you handle it you add a couple ppm or greater."

Oil companies therefore must anticipate how much ppm will be added during distribution and manufacture the diesel accordingly. says Markham, Ont.-based Clinton Smith, who's with Imperial Oil's Marketing and Technical Service. "The soft underbelly is you have to make a judgment on how much sulfur the fuel is going to pick up, because right now the system is saturated with sulfur from the current

continued on page 14 **12** TODAY'S TRUCKING



U.S. HAZMAT SECURITY RULES CLOSE IN ON CANADIAN TRUCKERS

BY OLIVER B. PATTON, WASHINGTON CORRESPONDENT

he U.S. moved a step closer to requiring Canadian and Mexican truck drivers to clear a security check before they can haul hazardous materials in the States. A rule to that effect still is a long way off, however.

The House of Representatives adopted an amendment that would require Canadian and Mexican hazmat drivers to clear a background check "similar" to the one U.S. drivers must clear. But the amendment says nothing about requiring biometric identification, as is the case for U.S. drivers.

The amendment is attached to a \$284 billion, six-year highway funding bill that still must be reconciled with similar legislation that the

Senate will consider. It appears likely that the hazmat amendment will be on the Senate's agenda since it was under consideration in an earlier version of the bill that failed to clear last year.

The legislation has been delayed six times already due to differences over how much money the federal government should spend on highways. Congress now has until the end of May to finish work, or it will have to obtain another extension.

Neither is it clear how the hazmat security requirement would be implemented after the bill is signed. The House amendment is silent

> on that point. One possibility is to extend the current checks on Canadian explosives drivers to hazmat drivers, an idea that is being discussed by U.S. and Canadian diplomats.

The Canadian Trucking Alliance will likely push for adoption of background checks already conducted for the Free and Secure Trade (FAST) border-crossing program in order to avoid overlap.

Under the U.S. rule, a driver will be permanently barred from hauling hazmats if he has been convicted of a serious felony, and will be barred on

an interim basis for other offenses. There is an appeal and waiver program for drivers who wish to challenge a decision, or claim that they have been rehabilitated. Hazmat endorsements must be renewed at least every five years, although some states require more frequent renewal.







SilverCap™ is THE most significant improvement to the winch since its invention over 30 years ago. SilverCap's patented ratcheting action allows you to keep the winch bar in the cap until the load-strap is tightened. SilverCap features:

- · Faster, easier and safer load securement
- 6,000 lb working load limit rating
- Rigorously tested with over 120,000 ratcheting cycles
- Safer to use, ratcheting action helps prevent winch bar kick-back
- Internal ratcheting mechanism is protected from dirt and grime
- Durable powder coating on all surfaces
- Permanently lubricated winch cap

Available in weld-on, sliding or portable models.

Want revolutionary flat-bed trailer loadsecurement? Look for the SilverCap... on the World's First Ratcheting Winch.

*800-*929-2627 www.ancra.com/silvercap



2685 Circleport Drive, Erlanger, Kentucky 41018



Dispatches continued from page 12

on the **Docket**

PASS THE PASSPORT

New rules requiring Canadians, U.S. citizens, and foreign nationals entering the U.S. to show U.S. Customs a passport will not apply to truck drivers crossing the border until December 31, 2007.

Currently, U.S. citizens and citizens of Canada and Mexico are not required to present a passport to enter or re-enter the U.S.

The U.S. announced a plan to phase in more stringent travel document requirements over the next three years. U.S. officials said the passport should be the document of choice because of security features. For land border crossings, other documents the U.S. officials anticipate will be acceptable include: SENTRI, NEXUS and FAST program cards, according to the Canadian Trucking Alliance.

"We recognize the implications this might have for industry, business and the general public, as well as our neighbouring countries, and they are important partners in this initiative," said Assistant Secretary of State for Consular Affairs, Maura Harty. "The overarching need is to

implement this legal requirement in a way that strengthens security while facilitating the movement of persons and goods."

HEAVIER LCVs IN LA BELLE PROVINCE

Quebec is increasing the allowable weight of Longer Combination Vehicles (LCVs) by about 11,000 pounds.

Today's Trucking's French language sister publication Transport Routier has learned that the Quebec Ministry of Transportation will increase the gross vehicle weight from 62,500 kg (137,500 lb) to 67,500 kg (148,500 lb) on provincial highways and Route 185.

The new rule—which affects LCVs or what is commonly referred to in Quebec as road trains (two linked full-sized trailers)—will increase load flexibility and make border crossing easier, says the Quebec Trucking Association.

"With the old rule, it was impossible to have, for example, two loads of 44,000 pounds and comply with the 137,500 pound gross weight," Marc Brouillette, QTA president, said.

Previously, the loads had to be, for example, 44,000 pounds in one trailer and 34,000 or 36,000 in the other—meaning that, to optimize the loads in U.S., the carrier needed a terminal to consolidate different loads, with the proper shipping documents.

Now, once the carrier arrives at the border with two loads of 44,000 lb, all he has to do is separate the trailers and the shipping documents and keep going, Brouillette says.

PRE-NOTE FINES FORGIVEN

The Canadian Trucking Alliance (CTA) says it has convinced U.S. Customs to lighten policy on pre-arrival electronic cargo information rules that Canadian carriers believe were unfairly targeting them.

CTA says Customs will absolve carriers who receive fines for non-compliance if they can prove that they have successfully submitted the required shipment information to their U.S. Customhouse brokers.

As TodaysTrucking reported earlier this year, carriers were being slapped with fines ranging from \$5,000 to \$10,000 for not properly filing paperwork or advancing it to U.S. Customs within the acceptable timeframe required by Customs and Border Protection. (Non-FAST



carriers have to submit data at least an hour before arrival at the border; while FASTapproved shipments are allowed 30 minutes).

However, many carriers indicated they were receiving fines because of errors by custom brokers or shippers, or even if they arrived before CBP had a chance to process the data. Most of the failures were due to jammed or overloaded fax machines, incomplete documentation, credit issues between the broker and the client, and massive increases in the volume of work for the brokers.

"My guess is that at first in the post-15 ppm world, we'll have to treat [ULSF] diesel like we do jet fuel like gold and protect it at all costs. But eventually it'll smooth over."

'07

Cat Out of **Bag on EGR?**

Caterpillar officially announced it's going its own way in meeting a tougher round of EPA-mandated emissions regulations in 2007, although some competitors privately say new additions to the company's proprietary ACERT technology makes the engines look a lot like the industry norm.

Caterpillar says it will use its ACERT technology along with a closed crankcase ventilation system, a diesel particulate filter DPF, and a new Clean Gas Induction (CGI) enhanced combustion process.

The company says engines with 500 hp or less will need one DPF filter, while engines with more horsepower will need two. The CGI focuses on NOx reduction by drawing clean, inert gas from downflow of the DPF filter, cooling it and putting it in the air intake system, the company says.

While making the announcement at the Mid-America Trucking Show in Louisville, Ky. last month, Cat couldn't help taking some shots at cooled exhaust gas recirculation (EGR)—the '07 emissions solution being used by all other engine makersclaiming that its own internal tests show acid and soot build-up in EGR



pioneering spirit.

A few years ago, a complete braking system wasn't on anyone's launching pad. We're proud to have played a part in pioneering braking innovations. And our vision drives us to continue these efforts. Our developments helped to make ABS a reality. And what we learned then we're now using to combine ABS with high-performance air drum or air disc brakes for even shorter stopping distances.

For over eight decades, we have continuously pioneered innovations in foundation brakes. And today, our innovations have resulted in the most complete availability of stability control systems for both tractors and trailers.

In fact, vision infuses every product we make in our Complete Braking System. It enables us to provide multiple system configurations – so you can get exactly what you need to optimize your vehicle's performance and keep your costs under control.

For the information, assistance and vision to help you get exactly what you need, call our Customer Service Center at 800-535-5560.

Braking systems so complete, you get exactly what you need.





Dispatches

heard on the **Street**

■ After almost 50 years serving the Canadian trucking industry, JOHN CYOPECK will get his chance to lead it. Cyopeck, 60, president and CEO of TransForce's parcel courier division **CANPAR TRANSPORT**, was appointed chairman of the Canadian Trucking Alliance (CTA). He takes over from Evan MacKinnon, CEO of MacKinnon Transport Inc. in Guelph, Ont.

Described by the CTA as a "brave" and "well-respected and well-liked member of the carrier community," Cyopeck has been widely credited with engineering



the turnaround at Canpar in the 1990s and making it a attractive and profitable company that was purchased by the **TRANSFORCE** Income Fund in 2002.

However, it's Cyopeck's latest challenge that has the trucking industry in awe of him. Earlier

this year, Cyopeck was diagnosed with a brain tumour, which was excised on February 16th. Tests showed that the tumour was malignant and Cyopeck is now embarking upon a series of treatments.

"It is with great pride that I accept the chairmanship of CTA. I understand that I am the first chairman in the history of the CTA to represent the courier/small parcel segment, but nevertheless I am a trucker and proud of it," Cyopeck said in his acceptance speech. "The next two years will no doubt be as challenging as ever for the Canadian trucking industry and for CTA."

www.cantruck.com

■ MULLEN TRANSPORTATION has acquired B.C.based **TENOLD TRANSPORTATION**—a long haul flatbed, truckload, and LTL fleet operating with 125 owner-operators.

Mullen says Tenold is a value-added transportation services company primarily providing services throughout Canada and the U.S. It also provides logistics, warehousing and distribution, and other non-transportation services such as cable cutting and reel services to its customers in the wire and cable, telephone, hydro and construction industries. Tenold is also one of the largest transporters of machinery, equipment, pipe, and bulk materials in Western Canada.

www.mullen-trans.com

■ Trucking and warehousing giant **CLARKE INC.** is movin' on up—to the East Coast. President and CEO **GEORGE ARMOYAN** has relocated the company's national head office from Concord, Ont. near Toronto to Halifax, N.S.

Nova Scotia Business Inc. will be providing Clarke with a total \$1.9-million payroll rebate, payable over five years, based on performance targets for positions at Clarke's new national headquarters. Clarke has already begun the process of transferring its offices from Toronto to Halifax.

Armoyan says that by locating the head office in Nova Scotia the company is getting an "ideal location as not only does it offer the lifestyle and talent pool we seek but has an excellent infrastructure base and cost-effective business climate."

www.clarkelink.com

■ Whaddya get for 25 years of safe, accident-free service? If you work for **CHALLENGER MOTOR** FREIGHT, and you're an ace owner-operator like Don Gole, you get your own personal, monogrammed trailer.

Challenger felt that kind of loyalty and professionalism deserved some special recognition, so company President DAN EINWECHTER ordered a custom-built Wabash Dura-Plate van trailer to commemorate Gole's 25th anniversary with the company. And a nice wagon it is: it's got 22-gauge stainless steel nose and radius panels, Neway Air-ride, and Peterbiltstyle aluminum rims to match his tractor. The neon



silver logo thanking Don for his 25 years of service is the crowning touch. Gole is a former mechanic who joined Challenger as an owner-op in 1980.

www.challenger.com

■ The MANITOBA TRUCKING ASSOCIATION has selected its new board of directors, officers, and executive committee members for the 2005/2006 term. Elected were: VIC SWITZER, Portage Cartage & Storage Ltd. as president; CLAYTON GORDING, Reimer Express Lines Ltd. as 1st vice-president; EARL **COLEMAN**, Big Freight Systems Inc., 2nd vice-president. **BOB SENKOW**, TST Porter, is past president.

www.trucking.mb.ca

engines can ruin components and reduce engine life. The company also pledged its ACERT engines will provide up to four percent improved fuel economy, provided operators spec and drive the truck correctly, while EGR is expected to take a fuel economy penalty.

Of course, engine makers utilizing EGR deny much of the allegations, adding that the new '07 EGR engines are already proven and have only been slightly modified from the '02 platform while Cat's new ACERT engines have gotten more complicated by adding additional components.

Also, despite Cat's longtime insistence that the new ACERT engines would not use cooled EGR, Cat's CGI technology can be described as a version of exhaust gas recirculation, where exhaust gas is drawn from downstream of the DPF, cooled, and returned to the engine upstream of the twin turbos and aftercooler.

"Our forecast is that everyone will be using EGR for 2007," Cummins' John Wall told trucking media at a press conference at the company's Columbus, Ind. headquarters.

Cat has also strayed from the pack on the subject of 2010 regulations. Some engine makers are experimenting with Selective Catalytic Reduction (SCR) — the technology most often utilized in Europe. However, Cat recently issued a warning to the industry about SCR, claiming the system is not the best solution for on-highway applications in North America.

Bridgestone

NEW R280 long-lasting, versatile STEER

Introducing the Bridgestone **R280**: Slash your steer tire cost with the smooth-wearing radial engineered to promote even tread wear and longer tire life in everything from long-distance line haul to regional hauling.

The ultra-wide tread distributes weight for smoother wear. And when it's time to retread, the same wide design lets the R280 take a full-size drive cap for even more low-cost miles.

Plus, a straight-groove tread and thirsty cross-rib sipes for improved traction.

Defense Groove[™] feature

Exclusive design promotes even shoulder wear by helping create uniform footprint pressure.

Equalizer Rib™ structure

This small rib absorbs irregular wear forces and fights initiation and spread of edge wear for longer tread life.

Stabilizing tie bars

Computer-designed tie bars link each tread element to its neighbours to reduce effects of side forces and promote even wear.



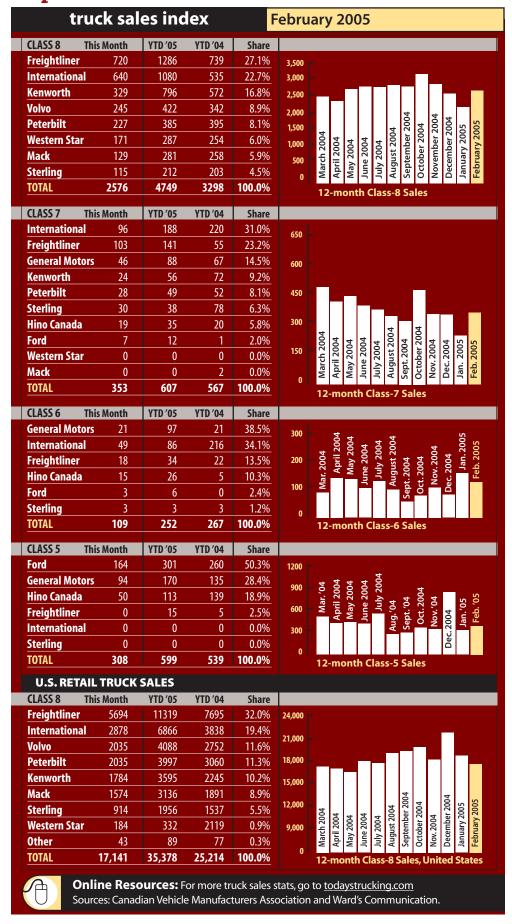




Truck Tires.com



Dispatches



Tolls

Calling on the Coquihalla

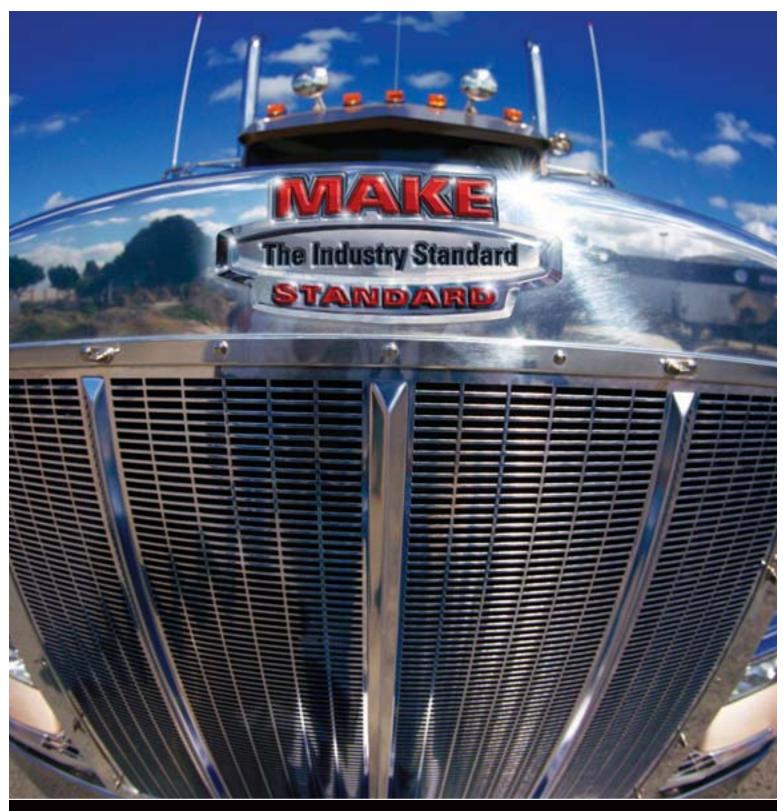
The group representing B.C.'s biggest carriers has offered the government a simple idea to take trucks off the Hwy. 1-Fraser Canyon route: lower rates on the alternative road.

The B.C. Trucking Association is asking Transportation Minister Kevin Falcon to drop truck tolls on the fourlane Coquihalla Highway in order to discourage truck traffic from using the free, two-lane Hwy. 1.

BCTA has been lobbying for reduced tolls on the Coquihalla since the late 1990s when a comparative analysis on crash rates between the two highways was released.

Recently, a multi-disciplinary Fraser Canyon traffic safety committee—of which BCTA President and CEO Paul Landry and BCTA's Greg Mulvihill are members—found that large commercial trucks represent about 28 percent of traffic (40 percent in the winter) through the Fraser Canvon, while such traffic on the Coquihalla is half that amount, BCTA says.

While many trucks use the Fraser Canyon because it represents the most direct route between their origin and destination, the BCTA says it's equally true that some truckers use this highway as a non-tolled alternative to the Coquihalla.



Buyers can be pretty particular about what gets a new truck moving. Engines. Axles. Transmissions. But what about when it comes to bringing them to a stop? Ask your dealer's maintenance manager which wheel end he'd specify. Which one folks trust more than any other for quality, service and support. Chances are, he'll hold up a higher standard. Webb.



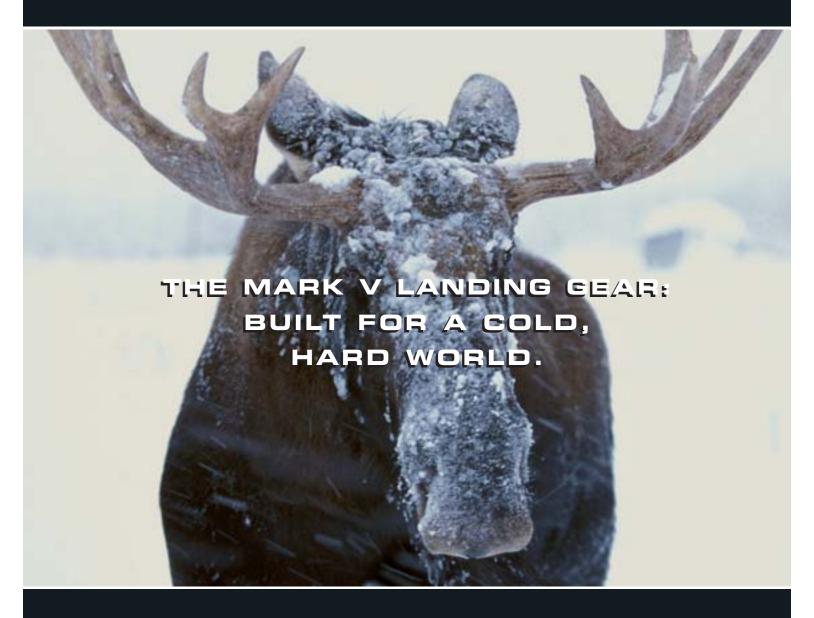






Webb Wheel Products, Inc.
OEM Truck Business Unit
1.812.548.0477
www.webbwheel.com





Proven to withstand harsh, heavy duty applications, the Mark V^{M} is the strongest, toughest landing gear in the industry. It easily lifts 62,500 lbs. with 100 ft. lbs. of torque, has a per-set capacity of 32,000 lbs. for side loads and 200,000 lbs. for static loads. The Mark V is built in Canada, and offers all the advantages you expect from Holland Products, including superior customer support and a comprehensive 5-year warranty. To learn more, visit our web site or call your Holland representative.



Fifth Wheels
Trailer Suspensions
Landing Gear
Pintle Hooks,
Couplers & Kingpins
Truck & Bus Suspensions





Searching For Solutions

driver's side There's still one question technology can't answer. By Jim Park

ast time I really thought about it, I figured I had things pretty much under control. That was before I ventured down to Louisville for that bit of March madness called the Mid-America Trucking Show. I trotted dutifully from one press event to another, taking notes, gathering information, and trying to make sense of an industry that's evolving and changing at an unprecedented pace.

Back when I was driving, I never attended Mid-America. Instead, I waited for the magazine reports and sucked up all they had to offer on new products and innovations from the show. Mostly, I confess, I was interested in what my new dashboard was going to look like and how many more ponies the engine people had managed to stuff under the hood.

Drivers are still looking for that kind of information because it hits them where they live. The cabs, the engines, the tires: they all have a bearing on day-to-day life and how much fun the job can be, and are therefore relevant.

Much of what was unveiled at Mid-America this year was cab and engine stuff, and drivers have much reason to be excited, but at the other end of the spectrum were advancements in technology that a lot of fleet owners—never mind drivers—will have a hard time getting their heads around. They'll

embrace the technology because it makes for safer and more productive trucking. And if the marketing people and the fleet accountants can demonstrate



The fundamental reasons for complying—never mind the safety aspects—were foreign to them.

a good return on investment, they'll buy some of it.

What really struck me at Mid-America is how wide the gap is becoming between the folks who develop the technology for this industry, and the folks who use it.

Nothing is the same as it was, even five years ago. The HOS rules have changed, cargo securement rules have changed, customs procedures have changed and continue to change on an almost weekly basis. Engine technology and braking systems are changing almost as fast as fuel prices. Lately, it occurs to me that

maybe we should worry less about the hows, and more about the whys.

Take HOS for example. I sat in on a drivers' HOS training course recently, and there

were drivers in thereexperienced drivers-who didn't know that facility auditors seek out violations by comparing fuel and toll receipts to log sheets. These fellows understood the mechanics of drawing lines

on a sheet of paper, and they understood, very well, the principles of banking time when the opportunity arises, making unproductive time disappear, and calculating the time required to travel a given distance. But the fundamental reasons for complying—never mind the safety aspects—were foreign to them. The hows were clear, but the whys remained a mystery.

There's a lot of ground between understanding why it's important to match time markers to a log sheet and understanding the fundamentals of EGR, or ABS, or the relationship between torque, horsepower, and fuel economy. Not all of us are capable of making that leap, but we should be. The demands of the job—regula-

tory, economic, and moral—along with the market in which we work, require that we bring at least as much intellectual horsepower to the task as mechanical horsepower.

I'm wondering here if we shouldn't be investing a bit more time and money developing better drivers than throwing it at technology that compensates for mistakes?

There are some serious implications here that extend back to our basic truck driver training principles. Can we afford to train truck drivers to be all that these times demand they be? Can we afford not to?

In the wake of Alberta's Delta Driving School fiasco, it strikes me that there's still a market for the "warm body" behind the wheel. Maybe if there were more of a premium placed on drivers' skills—keeping up with the task of using technology, and with the regulatory changes—we'd see an influx of people who see technology as an asset rather than a threat.

An odd dichotomy exists in trucking: as an industry, we're big users of technology, and we're out there on the leading edge of applying it, yet many of the problems we experience are decidedly low-tech. Namely, people who don't always understand why.

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

Street Smarts

25 Mercuri on hiring 27 A tax warning

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



Cracking the Code

human resources When it comes to trucking, the Canada Labour Code is hopelessly out of date. The good news is, the government's trying to do something about that. Here's how you can bring some sense to the discussion. By Duff McCutcheon

o less than 78 percent of all complaints to the Client Education & Training Branch of Human Resources and Skills Development Canada—Labour Program come from the trucking sector.

That statistic should come as no surprise. Much of the Canada Labour Code especially the labour-standards section (Part III)— is hopelessly confusing and out of step with reality.

For example: A city driver is entitled to overtime after 45 hours a week, but a highway driver has to clock 60. The Code deals with hourly pay when most drivers are paid by the mile. If paid by the mile, how do you calculate the rate for a paid holiday? The incongruities go on and on. In some cases provincial regulations differ from the federal regulations, and drivers as well as human resources staff are often confused about which jurisdiction workers fall under, which adds immensely to the potential for calamity.

But you already know the system's complicated. What might come as news is that you now have a chance to make things better.

For the first time since the Code's inception in 1965, the Labour Program office of Human Resources Development Canada has launched a commission with a general mandate to review labour standards and to submit a list of recommendations

for options to Frank Fontana, the federal Labour and Housing Minister.

This is where you come in. The Commission wants to hear from interested experts, business, labour, and community organizations, as well as individual workers and employers.

"Basically, the areas we're interested in hearing about from the trucking industry involve labour standards—hours of work, overtime, vacation, holidays, benefits and entitlements you would get in a work relationship," says David Leroux, a technical advisor on labour standards with the Client Education & Training Branch of Human Resources and Skills Development Canada—Labour Program.

"How to calculate a general holiday, for example; or remuneration—how a truck driver gets paid is quite unlike other occupations. They don't get regular hourly rates that tally up at the end of the week," he says. "In trucking, their whole compensation package is based on a variety of things and so many possibilities, so the potential for a calculation problem is

there all the time. All of which contributes to the number of complaints we get."

Leroux suspects the commission will hear from people who've had problems with vacations, general holidays, and overtime, not to mention hours-of-service woes and "what is on duty, what is off duty-because we run in tandem with federal transportation laws and U.S. laws, so there's complication simply between government agencies that needs harmonization and what the commission should address."

Just to get you started, here are few of the questions the Commission wants to answer:

Do any current provisions of Part III of the Canada Labour Code need improvement? Are there problems with the application of Part III of the Code that need examining? What works and what doesn't work from your perspective? Please describe any solutions you feel might allow the Code to work more effectively.

Are there any important workplace issues not currently covered by Part III of the Code that should be regulated by labour standards legislation?

Should any issue currently covered under Part III of the Code be dealt with elsewhere instead, such as another federal statute (for example, the Canadian Human Rights Act)?

Self-employed persons are not covered under Part III of the Canada Labour Code. In addition, certain provisions, such as hours of work, do not apply to managers and specified professionals. Should these exclusions be revised, eliminated or extended? If so, what criteria should be applied?

Should alternative mechanisms or nonlegislative options be explored to give employers and employees more flexibility to set conditions of employment that, overall, meet or exceed existing federal labour standards?

Aside from a few amendments made here and there, the Canada Labour Code's labour standards have not been scrutinized in 40 years, so this is a real opportunity to help bring these regulations into the modern age. The Commission is going to look at the code in total, listen to stakeholdersincluding all of you-and come up with amendments to the Code that will be workable for a very modernized workforce.

TOYING WITH **TROUBLE**

WHO OUALIFIES AS A REAL EMPLOYEE ANYWAY?

mong the more contentious issues truckers have an opportunity to address in this exercise is the status of the owner-operator.

Most of us recognize the owner-op as self-employed, but historically owner-ops have been regarded as employees, dependent contractors, and independent business operators. In fact—at least as far as Part I is concerned (dealing with labour relations)—owner-ops are often deemed to be employees under that section of the Code, and thus eligible for inclusion in collective-bargaining units. Mostly it comes down to the amount of control the "employer" exercises over the work routine of the driver (owner-op).

Beyond that, there have been instances where owner-ops, particularly

those with a very close working relationship to the carrier (like people working under a leaseto-own contract), have been deemed employees for the purposes of collecting and remitting payroll taxes. The closure of a Manitoba-based carrier several years ago for non-payment of taxes on behalf of the driver participating in the program is just one example of the complicated morass truckers find themselves in.

And to make matters more confusing, there are instances where some ownerops feel they should be entitled to some of the benefits afforded to company drivers, such as statutory holiday pay, vacation pay, and other employee benefits. Part III of the Code makes no provisions for entitlement of self-employed individuals for those and other benefits.

Among the questions this review panel could be asked to examine is the role of the owner-operator with respect to the Code, and exactly where does he or she stand in terms of entitlement to benefits, who is obliged to remit income taxesthe carrier or the individual—and more.

And while there is no direct connection, the owner-op's position with respect to Canada Revenue Agency and various Worker's Compensation Boards could hang in the balance.

Even the issue of meal deductibility could be affected. Technically, selfemployed owner-ops are not eligible to collect a deduction using the TL2 simplified method. Many do, and CRA is looking at that issue now. If the Canada Labour Code review committee takes a



ego Peterbilt 379 built and photographed by Bram Lambrecht

conclusive position on the status of the owner-op, it could have a bearing on how other agencies view owner-ops.

This review is long overdue, and your comments and input to the process could prove valuable to the outcome. So, give the issue some thought and get involved in the discussion. It's not often you're asked personally for your opinions on such weighty matters.



Here's Your Chance



For more information on the Commission, check out the website at www.fls-ntf.gc.ca. If you've got a submission, please email the Commission at info@fls-ntf.gc.ca or phone them at 866-660-0344. You can also send mail to:

Federal Labour Standards Review

165 Hotel de Ville, Place du Portage, Phase II, Gatineau, QC K1A 0J2

"Fewer Repairs. Lower Fuel Costs. What's Not to Love About UltraShift®?"

Over the past year and a half, Paschall Truck Lines — a 1,400-vehicle fleet based in Murray, Kentucky — has road tested five Eaton® Fuller® **UltraShift®** 10-speed transmissions. Now David Graham, Paschall's vice president of maintenance, plans to buy 200 more based on their excellent performance. Not only have the fully automated transmissions resulted in fuel savings, they've also decreased the number of driveline and clutch repairs for Paschall, not to mention reduced driver fatigue. "We've had virtually no problems," Graham states. "And that says a lot for a product that was still in testing!"

- **Helps reduce driver-related costs** Very little "street-to-seat" training is required for the easy-to-operate UltraShift 10-speed transmission. This translates to lower driver recruitment and training costs for your fleet and reduced preparation time for new drivers. Additionally, it opens up a dramatically wider potential driver pool. You'll also find that driver retention is easier because trucks equipped with UltraShift transmissions are much more driver friendly.
- **Helps improve vehicle safety** The automated shifting of the UltraShift 10-speed eliminates repetitive clutch pedal engagement and mechanical lever shifting, greatly reducing fatigue and allowing drivers to keep both hands on the wheel. This greater focus on the road ahead creates a safer driving environment for everyone.



The Eaton® Fuller®
UltraShift® 10-speed
transmission makes every
driver your best driver.
Easier, automatic shifting
gets inexperienced
drivers from "street-toseat" faster and helps
you keep your best drivers
on the job longer.

For more information, visit www.roadranger.com or call 800/826-HELP (4357).





Hirer Beware

safety dept. Why you have to know the difference between a legit driver service and an "independent driver" supplier. By Raymond Mercuri

t was only a quick job and none of your regular guys could make the trip. So you called an "independent driver service."

Things went fine until you got a call from the loading dock. Your driver got hurt and is headed for emerg. The only thing is, he's not technically your driver. Turns out, he's not really anybody's employee.

But he is your problem, because the law might decide so.

The fact is, driver services have become a fact of trucking life, but it pays to learn how to separate the good ones from the bad. Truckers often need professional driver services. And most are fine—just like temp agencies that provide office help.

"A quality driver agency will provide trained and qualified professional drivers—a qualified driver being one who has been fully screened, road tested and trained," says Claire Ward, owner of AC Personnel in Hamilton, Ont.

These drivers are also employees of the agency. They're on the regular payroll, with Worker's Comp coverage and other deductions and benefits.

Unfortunately, that industry has been tarnished by what I call "Self-Employed Independent Driver Services," or underground drivers. These are independents that pick up work for the same reasons that driver services do. Except these guys are anything but legit.

These guys, mostly for tax

reasons, choose to work outside the established legal framework.

The problem is, while taxevading drivers risk a Revenue Canada audit, you—if you take one on even for day share that risk. And more: you

might get stuck with back payments for E.I., WSIB/WCB, and CPP contributions.

Even though you think the driver delivering your load is legally self-employed, you might be responsible for him.

To determine the true nature of an independent driver, use the criteria provided by Revenue Canada. Answer the following questions:

- Who plans the work?
- Who decides the amount paid to the driver?
- Who determines the time frame in which the work is done?
- Who decides how the work will be done?
- Who decides the work location?
- Who supervises the tasks?
- Who sets standards of quality and volume?
- Who covers the costs related to the job?
- Who hires any helpers? If you answered "the carrier" for most of these questions, then there is a legitimate

employer/employee relationship at work. It's that simple.

According to the Canada Revenue Agency (CRA) formerly known as Revenue Canada—"the payer [carrier] exercises control if he has the right to hire and fire, deter-



mines the wage or salary to be paid, and decides on the time, place, and manner in which the work is to be done."

Do you currently know of any self-employed drivers who exercise any of the above controls? Probably not.

In a typical employer/ employee relationship, an employer generally supplies the equipment. In addition, the employer pays all costs incurred in the completion of that work, including repairs, insurance, transport, rental, and operation. If you are unsure whether a driver is employed or self-employed, contact CRA for assistance. (www.cra-arc.gc.ca.)

Should one of your drivers operating as a self-employed agent attract the attention of the auditors, you can bet you will be included in the exercise, especially if one party launches a complaint or applies to WCB when an on-the-job injury occurs.

There are two solutions: one is, avoid these independents and conduct due diligence whenever you're hiring. But the other part of the answer is good management and healthy remuneration for drivers. Drivers who continue to work off the books typically work for marginal carriers.

Trucking's wage increases will command the attention of good self-employed independent drivers who could be lured to the legit world with an attractive pay package that includes benefits and job stability.

There are really only two kinds of professional drivers you can utilize: employee drivers and owner-operators. There is no such thing as a "self-employed individual driver service." Carriers employing these so-called independents need to understand their exposure—and the potential for an audit. ^

Raymond Mercuri writes about safety and training for *Today's Trucking*. He can be reached at *raymondm@markel.ca*.

IT PUTS IN AN HONEST 40-HOUR WORKWEEK. USUALLY BY ABOUT TUESDAY.



A little hard work never hurt anyone. Especially not the International* 4000 Series. Year after year, this truck offers the nonstop performance and uptime your business demands. Plus the peace of mind that only comes from a reliable, worry-free truck. All this, plus a dealer network so expansive, there's always one just around the corner. Find out more about The Industry's First High Performance Trucks* at your dealer or visit www.InternationalDelivers.com.

THE BRILLIANCE OF COMMON SENSE.™





Wake-up and Smell The Taxes

big money Have you changed your operating jurisdictions in the past few years? You might want to know how you're going to pay for it. By Chris Bennett

ast month the Ontario Ministry of Finance planned to dispatch auditors to enforce the "exit tax" provision of the International Registration Plan (IRP). It's a wake-up call for Ontario carriers, one not to be dismissed with a swat at the snooze button.

Exit tax is applied to a vehicle that switches from multijurisdictional travel to travel in Ontario only; i.e., it exits the IRP system. The amount due is eight percent retail sales tax on the depreciated value of the vehicle. While exit tax rules have been on the books since Ontario joined IRP in October 2001, the Ministry of Finance hasn't enforced them because it said it lacked the capacity to do so.

No more. The first audit targets are those that represent the greatest possible potential to recoup lost sales tax. Sorry, I mean Multi-Jurisdictional Vehicle Tax (MJVT). IRP does not allow members to apply recurring sales taxes; the MJVT is Ontario's way of skirting the issue.

If you find yourself on an auditor's list, your best defence may be a stronger offence, because the potential for confusion is great:

NO NOTICE. I don't know what you've heard, but the Ministry of Transportation's prorate office has never told our clients that exit tax was due. In these cases, the MTO should not, by their own

guidelines, have issued commercial plates. The 809 RST Guide (available online at www.trd.fin.gov.on.ca) says: "The owner must pay the exit tax at the time the multi-jurisdictional vehicle is registered under the Highway Traffic Act for use in Ontario only. A vehicle that exits IRP after June 2, 2002, will pay this tax at an MTO Prorate Office at the time the vehicle is registered for commercial use in Ontario."

In these instances, our clients, if they had been properly informed of the exit tax liability, would not have gone forward with a commercial plate purchase.

OWNER-OPERATOR
LIABILITY. Owner-operators
have become victims in this
scenario as in many cases
their financing arrangements
are formed by a lease agreement. The leasing company is
liable for the exit tax. However,
many owner-operators have
been assessed the exit tax as
they are perceived by the MTO
as the "owner" of the vehicle.

OWNER-OPERATOR
CREDITS. When owner-operator vehicles re-enter the IRP system, proof of PST paid must be presented so a credit calculation may be made.
This credit, in turn, goes to the carrier fleet account and not to the owner-operator.
Thankfully, many carriers properly credit these refunds to their owner-operators. But unfortunately many more either knowingly or mistakenly retain the credits.



If you find yourself on an auditor's list, your best defence may be a stronger offence.

TRAILERS. Dual-purpose

trailers and their associated

maintenance and repair costs will be a big audit nightmare. Here's what the Ministry's own guidelines state: "Where the carrier is unable to designate specific trailers that are used solely for multijurisdictional commercial purposes and those that are used solely within Ontario, a reasonable allocation may be made to determine the trailer that is subject to RST. The method of allocation is subject to audit."

Carriers have adopted varying methods of allocating trailers, all having certain validity. But without concrete guidelines from the Ministry in 2001, it's unfair that 41 months later the auditors will develop audit guidelines retroactively at the expense of the taxpayer.

TAX FORMULAS. There are inherent flaws in the Ministry's formulas for applying the exit tax. It's likely that vehicles subject to MJVT over a longer period will, using the current calculations, pay a greater amount of exit tax when compared to the same vehicle that has been under MJVT for a lesser period. It's unfair.

Leases, particularly their treatment when a buy-out occurs, are grossly mishandled. Instead of relying on professional appraisals provided by the ultimate owner of the vehicle to establish fair market value for the purpose of paying a fair amount of sales tax, the assessment may be based on the vehicle's original value.

So after waiting three years to see the first audit emerge from what was a horribly flawed IRP implementation, we're getting more opportunities to challenge assessments instead of the fair, clearly communicated tax system we need. It's enough to keep you up at night.

Chris Bennett is general manager of TFS Group, a Waterloo, Ont., company that provides accounting, permits, logbook compliance and other business services for trucking companies and owner-operators. For information, visit www.tfsgroup.com or call 1-800-461-5970

SHIFT UP TO A 2005 MODEL YEAR VOLVO VN OR VHD FROM DEALER INVENTORY AND GET A



ACT NOW! LIMITED TIME OFFER. SEE YOUR NEAREST VOLVO DEALER FOR DETAILS.

Stafford Truck Centre Kamloops, BC (250) 374-3883

Berk's Intertruck Ltd.Nanaimo, BC (250) 758-5217
Duncan, BC (250) 748-5152
Port Alberni, BC (250) 723-7394

Babine Truck & Equipment Ltd. Prince George, BC (250) 562-7422 Smithers, BC (250) 847-3981

GEMM Diesel Ltd. Salmon Arm, BC (250) 832-6207

Pacific Coast Heavy Truck Group Surrey, BC (604) 888-5577

Alberta Heavy Truck Centre Ltd. Calgary, AB (403) 279-3000 Lethbridge, AB (403) 320-6089 Red Deer, AB (403) 342-4187

Volvo Truck Centre Edmonton Edmonton, AB (780) 451-2680

Nortrux Inc. Grande Prairie, AB (780) 532-1290 Regina Volvo Trucks Regina, SK (306) 525-0466

Saskatoon Volvo Trucks Saskatoon, SK (306) 242-7932

Beaver Truck Centre Winnipeg, MB (204) 632-9100

Durham Truck & Equipment Sales & Service Ajax, ON (905) 426-6225

Expressway Truck Centre Milton, ON (905) 876 -1662

Expressway Trucks Waterloo Ayr, ON (519) 632-9777

Mid-Ontario Truck Centre Barrie, ON (705) 722-1122

Sheehan's Truck Centre Inc. Burlington, ON (905) 632-0300

ALL North Truck Centre Lively (Sudbury), ON (705) 692-4746 North Bay, ON (705) 495-0790 Sault Ste. Marie, ON (705) 759-1167 Gerry's Truck Centre Ltd. London, ON (519) 652-2100

401 Trucksource Inc. Maidstone (Windsor), ON (519) 737-6956

Performance Equipment Ltd. Mississauga, ON (905) 564-8333 Toronto, ON (416) 626-3555

Surgenor Truck Centre Ottawa, ON (613) 745-0024 Kingston, ON (613) 548-1100

Camions Montréal Dorval/Montréal, QC (514) 735-5111

Paré Centre du Camion Volvo Lévis, QC (418) 833-5333 Vanier, QC (418) 688-3066

Paré Camion Volvo Rimouski Rimouski, QC (418) 723-6553

Paré Centre du Camion Rivière du Loup, Saint-Antonin, QC (418) 863-5331 Centre du Camion Thibault Rouyn-Noranda,QC (819) 762-1751

Volvo Lac St-Jean St-Prime, QC (418) 251-1234

Centre du Camion Ste-Marie St-Rémi, QC (450) 454-4614 St-Hyacinthe, QC (450) 796-4004

Lounsbury Truck Centre Moncton, NB (506) 857-4345 Hanwell, NB (506) 459-1204

Lounsbury Company Limited Miramichi, NB (506) 622-2313

MacKay's Volvo Truck Centre Truro, NS (902) 895-0511

Hickman Motors Limited St. John's, NL (709) 726-2750



Driving Success



Cargo Securement COMPLIANCE

Overall, drivers are doing well, but here's a TOP 5 LIST of what roadside inspectors say drivers are still missing. BY JIM PARK

he new North American Cargo Securement Standards are with us now officially in most jurisdictions. They are in full force in the U.S., having passed into law in January 2004. In typical Canadian fashion, the provinces are phasing in implementation and enforcement of the rules one jurisdiction at a time–each with its own dates.

Inspectors are watching the cargo running through the scales, and they're stopping non-compliant trucks-not to ticket,

at this point, but to inform. Loads that don't meet even the old standards are ticketed and placed out-of-service. Overall, the reports are good with the jurisdictions we spoke to indicating that drivers are mostly compliant, with only minor variances. In these cases, inspectors are likely to write a report to the carrier indicating the error, and they'll work with the driver to improve understanding and compliance with the rules. Here's what the inspectors are seeing.

Load Securement

Minimum Number of Tiedowns

Jeff Hudebine an Enforcement Coordinator with MTO's Kingston district office says the issue that arises most often at scales is the number of tiedowns in use. The Standard requires that the securement system have an aggregate working load limit (AWLL) equal to or greater than 50 percent of the weight of the cargo. That means if the cargo weights 30,000 lb, there must be at least 15,000 lb worth of working load limit (WLL) to the securement devices. Generally, that's being complied with, Hudebine says.

"But the new legislation often goes further," he points out. "For example, cargo that's not blocked from forward movement will need at least two straps within the first five feet, and then whatever else may be necessary to meet the 50 percent WLL requirement."

Hudebine says most drivers are complying with the weight and length demands, but often miss the additional requirements for forward blocking. Or, where cargo is loaded in tiers totaling more than six ft above the deck, drivers are required to secure the lower tiers independently (up to six ft) in addition to the securing the upper tiers. This is referred to as belly strapping.

The weight, height, and length of the article of cargo all come into play in determining the number of tiedowns required. One carrier we spoke to said its drivers had been warned about using only one strap on skids of brick.

The minimum requirements (without forward blocking) are:

- One strap for anything five in length of less, weighing less than 500 kg
- Two straps for anything five in length of less, weighing more than 500 kg
- ▶ Two strap for anything up to 10 ft in length of less of any weight
- As above, but one additional strap for any length in excess of 10 ft (an article 11 ft long would require three straps.

Since skids of brick are often loaded stand-alone, each lift (often close to 1,000 kg) would require a minimum of two properly rated straps. According to our carrier, drivers often use only a single strap over a skid of brick.

(reference NSC 10 Part 1, division 4 – Tiedowns, subsections 21, 22; and Part 2, division 2 – Dressed Lumber, subsections 45, 46, and 47.)

Load Securement

Equipment and Machinery

Drivers hauling road building or construction equipment must use an appropriate number of properly rated tiedowns as required by the weight of the cargo, and Hudebine says generally drivers are managing that.

"They're using enough tiedowns to cover the weight requirements, but what's changed is a requirement that at least four of the tiedowns have a WLL of at least 2268 kg (5000 lb)," he says. "In the past, they may have used six tiedowns with an 1800 kg rating, and that would have met the weight requirement, but the new legislation is quite specific about the ratings of at least four devices."

More tiedowns can be used as per the weight of the cargo, but at least for must be properly rated for 5000 lb WLL.

(reference NSC 10 Part 2, division 7 -Vehicles as Cargo, subsection 89 [4a].)

Crushed Vehicles

The weakness in compliance with this section lies in covering the cargo to

prevent loose parts from falling off the truck. Hudebine says drivers are not using a suitable material-that term is not precisely defined-that won't rip or tear, or is full of holes. Based on his observations, Hudebine says drivers using sideboards are fine, but the ones who use a covering such as a mesh tarp aren't meeting the new requirements if the material is incapable of restraining falling parts.

(reference NSC 10 Part 2, division -Vehicles as Cargo, subsection 93 [1&2].

Filling the Voids

Articles of cargo placed side by side must be in full contact and secured by side-toside tiedowns to prevent them from shifting towards each other, thus loosening the tiedown. Inspectors are looking for voids between articles of cargo, such as lifts of lumber.

This applies to dry vans as well, especially with certain loads, such as rolls of paper or small pallets. DOT inspectors do have to authority to open vans, even



Driving simulator

runs on your Multimedia PC!



sealed ones, to inspect cargo. They will replace the seals and make a notation on the bill of lading.

(reference NSC 10 Part 1, division 3 -Requirements for Cargo Securement Systems, subsection 17 [a,b].)

Intermodal Containers

Inspectors in Kamloops, B.C. told Today's Trucking they see a lot of empty containers fastened correctly to a trailer, but extending beyond 1.5M (5 ft) from the rear of the vehicle, particularly in the case of dropdeck or lowboy trailers. (reference NSC 10 Part 1, division 6 - Intermodal Containers, subsection 86 [3b].) \triangle

Loss-control tool from J. J. Keller excell

Reducing crash-related costs can go a long way toward containing your operating expenses ... and bolstering your company's bottom line.

Now, a revolutionary new training tool can help reduce the potential for costly incidents and crashes by preparing your drivers for high-risk driving

Keller's SAFE • Sim™ Truck Driving Simulator takes your drivers into a virtual world where they can safely experience a wide range of driving scenarios from routine to extreme. It helps you observe and correct bad driving habits before they lead to a real-world incident or crash ... and real-world financial loss.

See for yourself in a FREE video!

Here's your chance to see how SAFE • Sim can help your company control loss and reduce costs. Call or go online today for a FREE video that shows you how your company can benefit from this amazing and affordable new approach to driver training.

> To get your free video, call toll-free 1-800-327-6868 or visit us online at www.jjkeller.com/ss

Action Code 91992





Your fuel tank is only so big. So we joined a bigger network.

That's right, a bigger network. Not only can you fill up your tank at any location in UFA's cardlock network but you can take advantage of our trusted 'single card solution' at over 3,000 locations across Western Canada and the continental USA. With just one card, you can access the flexibility and reliability of CFN's 3,000 locations across Western Canada and the continental United States. It gets even better because the CFN network also includes Chevron Canada's commercial locations in British Columbia. That's great news for UFA's members.

Our vision is to provide a "one continent, one card" fueling solution to meet your business or pleasure needs. That fueling solution is CFN.

The UFA-CFN co-branded fuel card is a simple, easy and effective way to access over 3,000 locations wherever the road takes you. It's the single card solution and it works. Because your tank is only so big.

The Single Card Solution.





FUEL'SGOLD

...and Monam Industries' Francis Pelletier knows it. That's why he knows that to get superb mpg, you have to spec it right, drive it right, and give your people a good reason to make it work. BY PETER CARTER

hat did it take to convince Monam Industries' money-monitoring vice-president Francis Pelletier to invest \$15,000 in a fancy Canon fax/copier/scanner? "It was simple," the straight-talking trucking exec says. "Two \$5,000 fines."

Early this year, Monam drivers got back-to-back citations from U.S. Customs and Immigration people for not submitting their documentation two hours before arriving at the border. And that was enough to persuade Pelletier, who has an industry-wide reputation for running lean, to buy the scanner/fax machine.

These days, Monam's office staff at company headquarters in Chambly, Quebec, does all the paperwork for Statebound trucks a few days in advance, so drivers are freed up, and although Pelletier says he's still figuring out how to make the extra workload palatable for the people doing it, he knows that he has already avoided more fines.

Pelletier likes it when assets pay their own freight. In August 2002, Pelletier paid \$12,287.55 for the recovery of one of his trucks that had gone into the ditch stateside, 30 km from the terminal.

No wonder Pelletier found, purchased, and learned how to use a device that converts a tractor into a tow truck. Manufactured by a Quebec company, the device cost \$1,500 (second-hand). It attaches to the truck's fifth wheel and to the fifth wheel of the truck being towed, so they face away from each other. "Now I'm the one who does all the towing around here," he says.

Of all the investments that pay for themselves, people who know Pelletier say, none rival his fuelsaving specs. He says his newer trucks—most of which see duty in the southeast, central and south central U.S. hauling, among other things, aircraft parts and toilet paper—regularly report 8.7 mpg or better and he's working on improving that.

The key to the fuel efficiency? Pelletier swears by his 15 aerodynamic 2005 Kenworth T600s, powered by 430-hp Cat C13s. And then, Pelletier says, it's all about getting the drivers to treat their rigs right and reward them when they do.

When drivers come back from their trips, Monam technicians hook up their ECMs to measure efficiency and shifting patterns. Drivers are paid a bonus, depending on how well they piloted their tractor-trailers. Recently, nine Monam drivers earned \$2,249 in annual bonuses in recognition of their careful driving practices.

Pelletier's most recent measurements were taken after the first three winter months of this year—and his C13s drank anywhere from 7.9 mpg to 8.7 mpg, with most of the engines in the 8.5-mpg range.

He expects his drivers to use less fuel as the weather warms up. While smart driving and progressive shifting are critical to Pelletier's ongoing fuel-conservation program, he also watches drivers' idle times and insists they keep it to five percent. That's why he specs ProHeat-Ice Auxiliary Power units in his tractors, too.

"But really, it's all about shifting," Pelletier says. "These trucks are built to run at 105 km/h at 1,350 rpm."

Cat engine experts attribute the fuel economy to a number of engine features, but they also suggest—and Pelletier agrees—that drivers grab the next upward gear as early as pos-

sible. Do it correctly, and this "progressive shifting" can reduce acceleration time. High gear (Pelletier specs his KWs with 13-speed transmissions) is reached faster and the engine keeps operating at its highest torque range. "That means you're coming out of your first gear at 1,200 rpm and with all the other gears you don't go over 1,450," he says.

Pelletier, who has been driving since he was 18, knows it's counterintuitive to drive that way, but he does his best to encourage drivers.

"Getting people to change their habits is never easy," he says. "That is why we print out their performances, sit down with them and review their driving." \triangle

LET'S GO BENCHMARKING

This is the first in **THE BENCHMARK SERIES**, a joint editorial award program that we're running in concert with our French-language sister magazine, *Transport Routier*. It aims to honor trucking operations—of any size or type - that excel in such a way that they "raise the bar" and thus present a model for others to follow. In every issue of each magazine another exceptional fleet will be profiled. For-hire fleets and private concerns, big fleets and small, they're all eligible. We plan to build a cumulative picture of what it takes to be great in 2005 and beyond.

The series is sponsored by PeopleNet Canada, and at year's end we'll join with that company in honoring the fleet chosen as "Benchmarker" of the year. ■



Editorial Director Rolf Lockwood invites nominees. Call him at 416-614-5825 or e-mail rlockwood@newcom.ca.

Clutch Life

1 SPEC IT RIGHT

The first step in getting maximum clutch life is spec'ing the right one in the first place.

The main factor in spec'ing clutches is the rated torque capacity, which must be equal to or greater than the peak torque of the engine. If different-sized clutches are available for a given engine and torque rating, the larger clutch with more heat capacity will provide longer life.

The transmission you spec also affects clutch life. You need a comfortable start-up gear with acceptable startability for your application. If the start-up gear is too high, it will increase clutch engagement slip time and can significantly shorten your clutch life.

Consider spec'ing self-adjusting clutches, but keep in mind that like any "maintenance-free" component, these still require regular inspections. Self-adjusting clutches not only require less maintenance, they also are expected to last longer than ordinary types, because so many clutches in real life operate out of adjustment.

2 LUBRICATE PROPERLY

The clutch-release system, which includes the release bearing and sleeve bushing, cross shaft bushings, and all of the release linkage, needs to be lubricated monthly or according to the manufacturer's recommendation.

"A common misconception is [fear of] overgreasing the bearing, and you really can't," says Matt Blomeke, customer satisfaction representative at Eaton Clutch Division. "When you're greasing a release bearing on a clutch, you want to be sure to grease it until you see grease purging out of the housing."

Secrets to Clutch Life

Even though you don't have to stew over clutches the way you once did, there are some things you can do to get more life out of the things.

— BY DEBORAH LOCKRIDGE —

Even self-adjusting clutches need to have the bearing lubricated at an interval recommended by the manufacturer.

Use a high-temperature, lithium-based, multipurpose wheel bearing grease.

3 KNOW WHEN TO ADJUST

Proper clutch adjustment helps reduce wear. Unlike many other preventive maintenance issues, however, generic time or mileage intervals are not a good guide.

The most common way to determine when a clutch needs adjusting is freepedal travel, also called free play, free pedal or free travel.

Proper free pedal results from the 1/8th-in clearance between the release fork (yoke) tips and the clutch release bearing wear pads. When the amount of free pedal travel drops below a certain point, it's time to adjust the clutch.

Keep in mind, however, that the right amount of free pedal in the cab will vary by truck make and model. It can range from 11/8-in to as much as three inches. "Some people have a preconceived notion that it should be an inch and a half no matter what," Blomeke says.

The Technology and Maintenance Council of the American Trucking Assns. (ATA) recommends adjusting the clutch when you've reached a 50-percent loss of yoke gap, from 1/8th-in to 1/16th-in. This will be signaled by a 50-percent loss in free pedal travel. To properly do this, you'll need to record what the free pedal travel is when the clutch is properly installed and adjusted so you have a point of reference.

4 KNOW HOW TO ADJUST

"The biggest problem with clutches is, people don't understand how to adjust them," says Darry Stuart, a maintenance consultant to fleets. "A lot of people go to the linkage before they go to the internal adjustment rings. Unless the truck has a lot of miles, you shouldn't have to adjust the linkage."

There are a number of steps to take before getting into the linkage, including in-cab inspection, and inspecting the clutch inside the transmission bell housing and adjusting the bearing. Linkage adjustments should never be made until the internal parts of the clutch have been inspected and serviced.

Trying to adjust the linkage before, or without, inspecting and adjusting the internal clutch components, can cause problems. For instance, it can mask telltale differences in pedal travel and pedal

CONTACT THE EDITORS

Letters to the editors of Today's Trucking should include your name, address, and phone number. You can reach us at our new mailing address: Today's Trucking, 451 Attwell Dr., Etobicoke, ON M9W 5C4. By fax: 416/614-8861. By e-mail: editors@todaystrucking.com.

SUBSCRIPTION INFO

Update your subscription information online. Go to www.todaystrucking.com/ subscribe and follow the links to renew your subscription or change your address. Or please mail changes to: Today's Trucking Circulation Dept., P.O. Box 370, Station B, Toronto, ON M9W 5L3, and enclose a copy of your mailing label.

To reach our circulation department by phone, call 416/614-2200. Have your mailing label handy so we'll be able to help you more quickly.

PROMOTE YOUR PRODUCTS

For information about how to advertise in *Today's Trucking*, either online or in the magazine, contact Rolf Lockwood at 416/614-5825 or rolf@todaystrucking.com.Check our web site for a full media kit.

SEE US ON THE WEB

For the latest industry news, weekly features, daily management tips, truck sales stats, product news, and more, go to www.todaystrucking.com.

Clutch Life

feet. The changes in linkage may actually pull the in-cab clutch pedal travel dimensions back into place, even though there's internal wear.

"If that happens, everything may look proper when the inspection plate is removed and clearances are checked—but it won't be," writes Jerry Montgomery, vice president of engineering at ArvinMeritor in an "Issues & Trends" bulletin on troubleshooting clutches. "For instance, without internal adjustment, the release bearing housing may keep moving forward until the retainer contacts the rear friction disc, causing damage to both discs."

Before adjusting the linkage, you need to inspect the clutch inside the transmission bell housing for several things:

■ On non-synchronized transmissions, measure the clutch release travel clearance between the release bearing housing and the clutch brake. (On synchronized transmissions, check the clearance between the release bearing housing and the clutch cover.)

Heavy-duty truck clutches require the release bearing to travel a minimum of 1/2-in in order to completely disengage when the clutch pedal is pushed.

- The clutch free travel clearance between the release fork (yoke) and the release bearing pads. This 1/8-in gap is necessary to ensure the release bearing can move back far enough to completely disengage the friction discs. If the yoke gap is not correct after the release bearing gap has been set, the clutch will require a release linkage adjustment, according to TMC.
- Inspect the clutch brake. Another common complaint area is clutch brake squeeze. The total clutch pedal downstroke is about six to eight inches, depending on truck make and model. Near the bottom of the full pedal travel, there is a critical segment of about an inch, where the stroke becomes significantly stiffer. This is the clutch brake squeeze area. You push the pedal to this position only when you want to apply the clutch brake—when shifting into first or reverse gears, with the vehicle stopped.

If the brake squeeze area rises higher than an inch, it could lead to accidental application during upshifts and downshifts when the truck is in motion. This

could cause premature clutch brake wear and failure, among other problems.

It's tempting, but don't put a piece of carpet on the floor under the pedal. It could limit the pedal travel at the bottom, causing clutch squeeze problems.

1 USE THE RIGHT REPLACEMENT CLUTCH

When choosing a replacement clutch, keep in mind the old adage of "you get what you pay for."

"The worst is a cheap rebuilt clutch," Stuart says. "If somebody uses a cheap rebuilt clutch, they'll get caught."

Just as when spec'ing a new clutch, it's important to get the proper replacement as far as torque capacity. "People tend to look at price more so than they do the proper application," Stuart says, "because they don't understand the torque ratings of clutches."

Putting in the wrong replacement clutch can not only lead to shorter clutch life, but also could affect the rest of the drivetrain. And keep in mind that a lot of the cost of replacing a clutch is labour to remove and replace the transmission. If your cheap clutch is failing early, those labour costs have suddenly negated a lot of those savings.

6 WATCH DRIVING TECHNIQUES

How a truck is driven can have a big influence on the life of the clutch.

You should not hold the truck on a hill using the clutch. This causes heat, increases wear, and is also a safety issue because the brake lights won't be on.

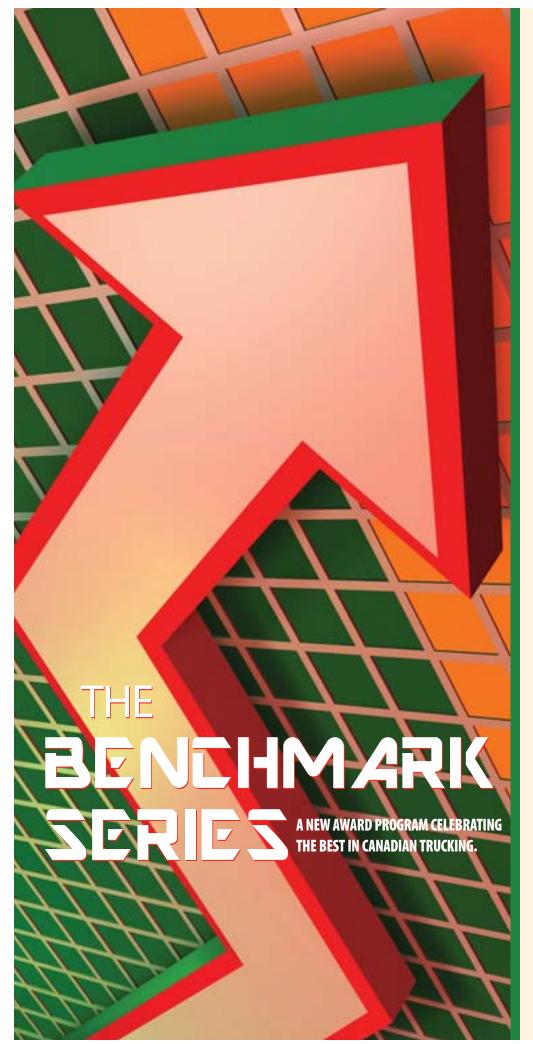
Coasting down hills with the clutch depressed can result in clutch disc speeds that can damage the clutch.

You also need to use the proper gear to start the truck moving.

"If you're loaded at 80,000 pounds and starting in too high a gear, the driver's going to try to feather the clutch to get the truck moving smoothly," Blomeke says.

This causes more wear.

"If you use the lower gear, you can engage the clutch normally and progressively shift from there. That's going to reduce your clutch wear and also, if you've got the manually adjusting product, it's going to help reduce your adjustment interval."



PRESENTED BY...

Today's Trucking Transport Routier

SPONSORED BY



Go ahead.

WE'RE LOOKING FOR EXCELLENCE.

We want to honor the companies and people in Canadian trucking who set the bar high and then higher still. The ones who become role models for others. THE BENCHMARKS.

We plan to 'paint' a portrait of excellence, to build a cumulative picture of what it takes to be great in 2005 and beyond.

We'll do it, with your help, through a new editorial award program, THE BENCHMARK SERIES. Designed to honor asset-based trucking operations — of any size or type, anywhere in Canada — that excel in such a way that they present a model for others to follow, it begins with the May issues of both *Today's Trucking* and *Transport Routier* in which we take a look at Monam Industries of Chambly, Quebec. In every subsequent issue of each magazine this year, another exceptional fleet will be profiled, nominated by readers and chosen by the editors working with a committee of experienced trucking advisors.

THE CRITERIA? Simple. Nominees must be Canadian-owned trucking enterprises operating medium- and/or heavy-duty vehicles that could legitimately be called 'Best in Class' businesses. For-hire fleets and private concerns, big fleets and small, owner-operators included, they're all eligible.

The series is sponsored by PeopleNet Canada, and at year's end *Today's Trucking* and *Transport Routier* will join with that company in honoring the fleet chosen as 'Benchmarker' of the year. That choice will be made by the editors and a jury of industry veterans. PeopleNet and Newcom will also recognize those carriers featured monthly by way of an attractive plaque.

NOMINATION FORMS ARE AVAILABLE ONLINE AT: www.todaystrucking.com *or* www.transportroutier.ca

You may also receive a nomination form by mail or fax by calling *Today's Trucking* editor Peter Carter at 416-614-5828 or *Transport Routier* editor Steve Bouchard at 450-587-2393.

This new series and award replaces the **Innovator of the Year** program previously announced.

By Rolf Lockwood

ecoming president and chief executive officer of Freightliner LLC would never have occurred to Chris Patterson during the teenaged summers he spent driving a five-ton Chevrolet C6o freezer truck delivering popsicles, ice cream, and bricks of butter in rural, small-town Ontario. Nor later when he spent summers hauling groceries around Toronto in a Louisville LT9000 tractor-trailer while attending the University of Western Ontario. He even flirted briefly with the idea of becoming a full-time truck driver.

Patterson talks of those days with much of his trademark irony, and not a DaimlerChrysler's Mercedes Car Group in Stuttgart, Germany.

Some observers expected that another German would follow Schmueckle. So the appointment of a North American—and a Canadian at that—is a huge vote of confidence in Patterson's abilities to manage a very large and still growing enterprise. He was, by all accounts, recommended by Schmueckle to head the NAFTA Trucks Business Unit (Freightliner, Sterling, Thomas Built Buses) within the Commercial Vehicles Division DaimlerChrysler AG. Freightliner represented 26 percent of the division's worldwide revenue last year and 21 percent of its

Schmueckle masterminded the company's dramatic turnaround from what he recently called "the dark days" of 2001resurgence is far from over.

"One should never be satisfied," he told Today's Trucking. "Rainer took Freightliner from its deathbed to being a good solid company, and his next mission was to take it to greatness. And that's what I'm challenged to do now, to go from good to great. So no, the work is far from finished. We have a huge number of challenges in front

And the biggest of them? "Getting the company ready for 2007," Patterson said. "Even if there is some success in getting tax relief that disincents a pre-buy, there's going to be a sizeable drop in production in class 8 and class 6 and 7 once the emissions standards take hold. There will be a significant increase in prices for the new engines and there may be some performance impact. It's not going to be huge but

His Turn to

Fifty-year-old Canadian Chris Patterson is suddenly Freightliner LLC's numero uno. Job one: Hike revenues by \$1.6 billion. Job two: Take the OEM from good to great. Let's see if he's up to it.

little self-deprecating humour, and would likely say that they prepared him for his new job almost as much as the MBA degree he won at Western. Not to mention the lessons learned in 27 years with Freightliner in Canada and the U.S. and with Canadian Kenworth and Volvo Trucks North America.

On April 1, the 50-year-old Toronto native was named to succeed Rainer Schmueckle as head of Oregon-based Freightliner, taking the reins April 15. His predecessor is now chief operating officer of parent company

2002 when it faced severe financial and strategic challenges. Many "tough decisions" later, Freightliner revenues reached US\$12.4 billion last year—the most successful in the company's history—up from US\$9.9 billion in 2003. It leads the fray with a 35 percent share of the North American class-8 market.

Patterson, who was Freightliner's senior vice-president for service and parts over the past three years, notes that 2005 plans call for revenues of US\$14 billion. And he says the company's dramatic there's nothing that you can argue is of significant value to customers. It's just straight cost. So there's going to be a decline in production and revenue, and my priority is to make certain that the company is well postured so that we don't suffer a dip into the red."

Are we in pre-buy mode right now?

"Customers definitely intend to buy everything we can realistically produce between now and 2007," Patterson said, "and that would not normally be the case. So sure, there's a pre-buy taking place. I don't think the industry collectively will be able to satisfy it all."

A major project on his agenda is to fully roll out an innovative new program that he spearheaded as parts and service chief. Called the "Parts Cart," it's only used by Federal Express now but will soon expand to other large customers and dealers.

"What we do is take the parts documentation on an individual vehicle, put it in front of the technician in the shop, and then he identifies the part that requires replacement," Patterson explains. "He points and clicks on that part and it drops

▼ CHRIS PATTERSON, (below)
Toronto native and veteran of the truck-making industry in North America, now heads the continent's market leader. He's been around trucks all his life, starting with summer jobs as a teenager at the wheel of a five-ton Chevrolet C60 freezer truck. Most recently, Patterson was Freightliner's senior vice president for service and parts.



▼ RAINER SCHMUECKLE,

(below) formerly president and CEO of Freightliner LLC, is now chief operating officer of parent company DaimlerChrysler's Mercedes Car Group in Stuttgart, Germany. He master-minded Freightliner's dramatic turnaround from what he calls "the dark days" of 2001-2002.



into a shopping cart, like when you buy a book on Amazon.com. Things accumulate in the shopping cart and then he clicks and we fulfill the order. This is a huge innovation for customers, who today are compelled to make phone calls to do this. It provides them with quicker, more accurate parts fulfillment. It fundamentally alters the way that we're going to do business.

"We're working aggressively to make it easier for customers to do business with us."

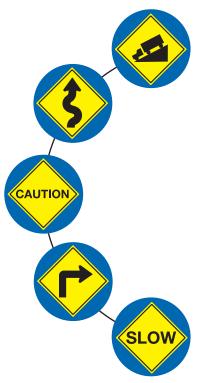
On the warranty front, Patterson says they're in the "scoping" stage of a new system to replace the existing one first installed in the early 1980s, "...when we had one brand sold in two countries, and two models—a cabover and a conventional. We now have to accommodate the complexity of today's offerings to a greater extent."

Patterson takes on the leadership of Freightliner LLC under the shadow of personal tragedy. In February he and his wife Tina suffered the loss of their only child, 14-year-old Scott, to a congenital defect in a blood vessel near his heart.

"I intend to fully embrace this new opportunity," he says, "as a way to remember our son, and to leave some mark behind in this world—secure employment for a fine, hardworking group of people, fine products and services to move the nation's goods in an increasingly competitive global economy, and vehicles that tread lightly on the delicate planet we must preserve for our successors."

Those who know him well will tell you that Patterson has the savvy—and then some—to pull this off exactly as promised.





That's why with Meritor WABCO's Roll Stability Control (RSC)* for tractors and Roll Stability Support (RSS)* for trailers, the conditions on the road are easier to handle. And, you don't have to wait for the next curve. Meritor WABCO is the only supplier to offer these systems in production *today*.

Developed to help maintain vehicle stability and reduce the potential for rollovers, RSC and RSS constantly monitor the driving situation. If an impending rollover is detected, the systems intervene to offer improved maneuverability, stability, and support to the most important element – the driver. Vehicles can be equipped with both systems, or RSC and RSS can be used independently – you determine which configuration is right for your operation.

And best of all, these technologies are part of ArvinMeritor's legendary DriveTrain Plus[™]. That means they're backed by some of the most experienced field sales and service personnel in the industry. For even more support, customers have access to our 24-hour Customer Service Center for round-the-clock attention.

So when you take that next curve, you'll feel better knowing you have an added measure of control and confidence with RSC and RSS.

Stability, control, confidence... it's what you need now.







INSIDE:

45 Pete's new conventional

49 Cat's transmission

EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



AC/DC, In Concert

shoptalk You have a battery, and you have add-ons. Here's how to make them work together, without blowing a circuit. Or worse. By Stephen Petit

ruck sleepers are being described today as the functional equivalent of a bedroom, kitchen, office, and den. There's space for a microwave, TV, a coffeemaker—heck, even a coffee grinder—plus a sink and fridge. Manufacturers are ringing these bells and blowing these whistles as they market driver comfort to truck buyers.

Running these devices comes at a cost. Given the price of diesel, it's expensive to use the engine as a source of power. That's why interest in industrial-grade power inverters is running high.

Inverters convert DC power from the truck's batteries to AC current. They've been around for years, mostly as aftermarket items of varying quality and capacity. Today, they're becoming part of the trucks' infrastructure. Volvo, Freightliner, International, and Mack all offer robust inverters as a factory option, and other OEMs are expected to follow suit.

That's good news for maintenance managers who see the effects of low-end aftermarket inverters bought on the road and temporarily installed by drivers: premature wear on batteries, starters, and alternators. There've also been some road-side fires attributed to drivers buying and ineptly installing cheap inverters.

"Electrical problems result from these jerry-rigged installations," says Bob Jeffries, national fleet manager for Remy Inc., which makes starters and alternators.

The good news is you can find quality inverters or inverter/chargers in the aftermarket, but they're not something you can shop for on a whim. Consumer-grade inverters simply can't handle the loads and surge of a truck environment, nor will they have safeguards to protect the truck's electrical system.

RATINGS

Inverter power ratings had the same problem as early engine horsepower ratings. No two manufacturers "rated" their continuous power the same way and so it was impossible to make comparisons. If a

unit delivered 1,000 watts for five minutes and 500 watts for one hour, one manufacturer may call it 1,000 watts and another may call it 500, says Brian Lawrence, OEM sales manager for Xantrex Technology of Vancouver, which supplies original and aftermarket inverters for trucks and other applications.

"Now, according to Underwriters Laboratories (UL), the independent agency that writes the safety standards, the true rating is what the inverter will deliver continuously at its rated ambient temperature," Lawrence says. "Unfortunately many of the light duty 'plug-in' inverters don't use the standard." The only way to be sure about power rating is to look for units listed with Underwriters Laboratories, he says.

SURGE OUTPUT

Many loads, like motors, require a jolt of power to get them started. Given some of the appliances you want to run—a microwave, for instance—look for surge of at least two to three times the inverter's continuous power rating. Most units have built-in over current or over heat protection; don't buy one without both. "Make sure the unit can deliver more than its rated power for many minutes before it shuts off," Lawrence says. "If not, every time you add a load for a short time—for example, when the refrigerator cycles on when the microwave is running, the inverter may quit."

POWER CURVE

The surge rating and overload capability of the inverter must be able to handle the total wattage of all the devices you plan to operate at any one time. Then confirm that the unit is able to deliver the required amount of overload power for an appropriate length of time.

What's more, determine how you plan to "power" your inverter. DC power ports in trucks are rated for a maximum of 20 amps DC. This limits plug-in inverters to no more than 240 watts or you risk blowing fuses.

There have been cases where drivers, frustrated with blowing fuses in their cigarette lighter with higher-watt inverters, try to move up to a 40-amp fuse. That's dangerous. The wiring to those ports is not

If something goes wrong, your drivers are looking at jump-starts at best; fullblown fires at worst.

intended to handle the additional current. That's why you need to match the inverter with the outlet. All other inverters should be hardwired to the battery.

LOW BATTERY PROTECTION

Once you shut off the engine, all the loads run from the battery. Most new class-8 trucks come with at least three, if not four, group 31 lead-acid engine start batteries-more than enough battery capacity to re-heat dinner in the microwave and watch a movie on the TV/VCR. For the largest power demands, consider a deep-cycle "coach" battery bank devoted exclusively to the inverter

and isolated from the starting system.

Running down the battery can leave you in need of a jumpstart, but deep discharge can lead to battery failure. An inverter with low-voltage DC cutout can

> shut down the AC power before the battery gets dangerously low. Some units let you select the level of protection you want; some inverters

can also charge the battery when plugged in to shore power. Better ones with "three-stage" charging can vary the voltage and current to meet different conditions and temperatures.

OTHER CONSIDERATIONS

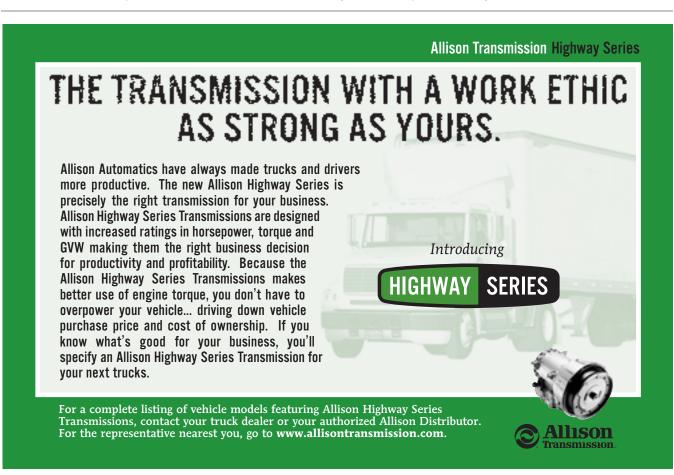
Efficiency: The higher the efficiency of the inverter, the more run time from the battery. However, efficiency is like fuel economy: it's not the same over the whole performance range. "Good efficiency is better than 90 percent, but be careful of 'peak' numbers," says Lawrence. "Most of the time you'll run at less than full output, so be sure that the highest efficiency is in

the lower power range." It's no good to have a unit with great gas mileage at a speed you never run.

- **Power at Idle:** Often an inverter is "on" but there are no AC loads to run. An idle power "loss" of just 30 watts can drain the battery in a weekend. Look for idle current as low as possible and "search mode" or a "sleep" feature that drops the power to under one watt if no AC is needed for a while.
- ▶ **Heft:** Weight is not usually a good feature on a truck, but inverters that use transformers tolerate tough electrical loads far better than consumer models that use small high-frequency switching designs.

An inverter shouldn't be an impulse buy. Read the specs, match the inverter's power curve to your requirements, and buy the right size for the load. And then go brew yourself a cup of coffee and see what's on TV.

As for the price, you can get a decent install-it-yourself inverter kit for \$300 and spend more for additional capacity. To have one OE installed (at the time your truck is being built) will cost around \$1,500.

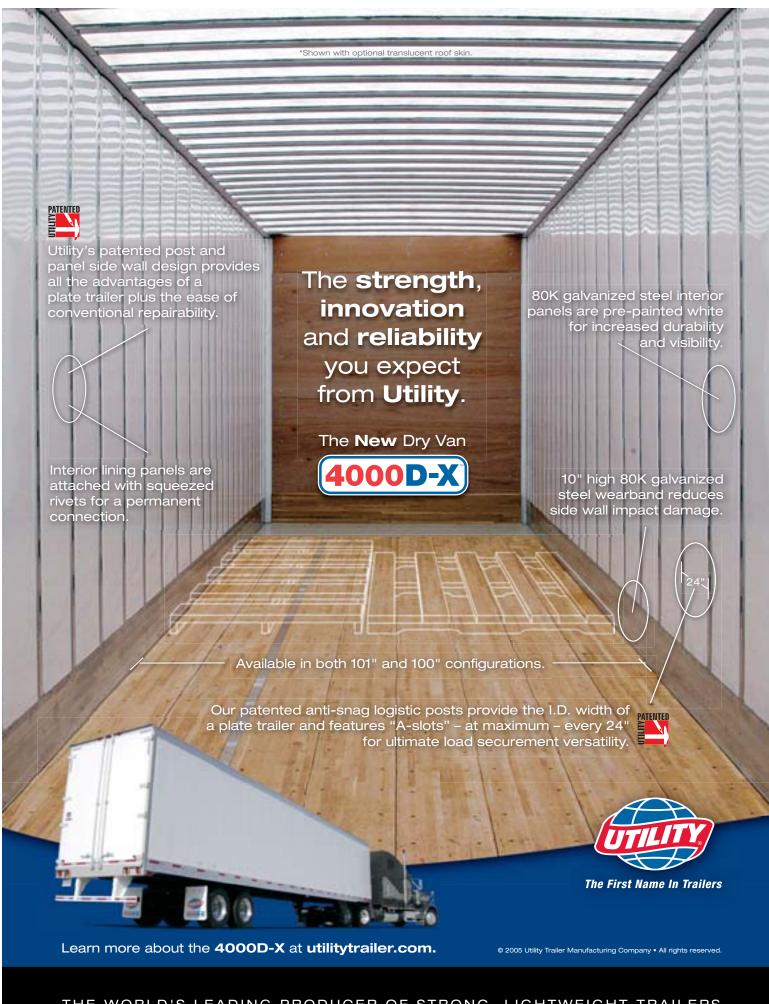




Horton's three new cooling solutions and the industry-leading **DriveMaster**. Spring-Engaged Fan Drives are designed to work with our complete line of high-efficiency **WindMaster**. Fans. More up-to-the-minute Horton innovations built to exceed the cooling demands of global engines today and in the future.

As always, our products are readily available to meet your needs. So, get ready for a cooler future. Watch for these and other new solutions at www.hortonww.com/today, or request a CD by calling 1-888-813-9926.

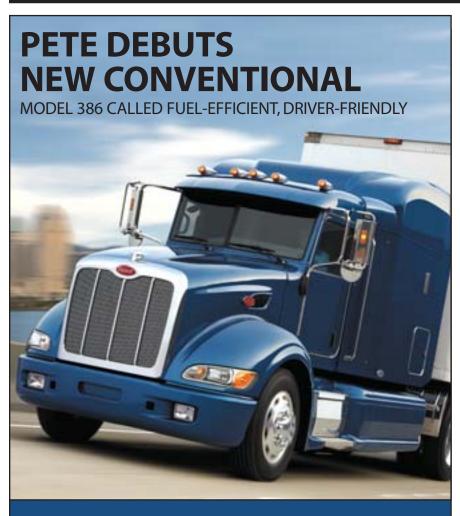




New Products

What's new and news from suppliers





ccording to Peterbilt Chief Engineer Craig Brewster, every element of the Peterbilt Model 386 was designed to maximize aero efficiencies. Versus its predecessor, the Model 385 120in BBC, aerodynamic efficiency has been improved by 10 percent, Brewster says, resulting in approximately a 3/10ths of a mile-per-gallon increase in fuel economy.

The truck features a contoured sunvisor. side chassis fairings, swept-back fender design, dramatically sloped hood, integrated head lamps, and a form-fitted bumper. The chassis design of the Model 386 allowed for a lower radiator mounting and a new front axle position that, in addition to improving aerodynamics, increases forward visibility ground-strike by about two feet. As well, the repositioned front axle contributes to improved weight-loading capabilities and allows for a shorter wheelbase that, when combined with the 50degree wheel cut, reduces the wall-to-wall turning radius by approximately 12 in. The bumper is made of Metton, an advanced composite material, 60 percent lighter than steel and durable enough to withstand rigorous on-highway environment.

The 386 can be configured as a daycab or with the full range of Peterbilt Unibilt sleepers. The Unibilt sleeper can be detached from the cab, providing the vehicle with a second life as a daycab. www.peterbilt.com

KENWORTH WITH ALL THE TRIMMINGS

KW FOCUSES ON DRIVER COMFORT AND MAINTENANCE EASE

Kenworth is taking interiors to even higher levels with its 2006 models. Kenworth now offers two cab trim levels: the Kenworth Diamond style and the Splendor style. Both are available in four primary/trim colour combinations. Among the upgrades is a stylish new door panel that promises to deaden road noise significantly, and a new dash top made of the same material found in luxury cars. It's durable, soft to the touch, and has a low-gloss finish to reduce glare.

Kenworth's instrumentation system uses a new multiplexed design for enhanced reliability, serviceability, and functionality. Wiring behind the dash is colour coded and numbered for easier servicing. Up to five optional pre-wired, spare switches add flexibility. The steering wheel's improved turn stalk adds intermittent wiper controls. A new pedal package design uses a hanging throttle pedal and complementary brake pedal



placement for improved ergonomics.

Curved windshields are available for Kenworth's 2006 Model sloped hood W900, high and wide-hood T800, and C500 vocational trucks. A flat windshield remains available for those configurations. For daycab applications, a large 17 by-36-in rear cab window with sliding or tinted versions is now available.

www.kenworth.com

MACK'S C600 RAWHIDE

A GLITZY MACK WITH A CANADIAN TOUCH The newest addition to the Mack Trucks lineup is the Rawhide edition, a born-in-Canada styling package built for ownerops and small regional fleets. Sporting a 60-in mid-rise sleeper and with nearly every exterior component coated in chrome or stainless steel, Rawhide is set upon last year's new Advantage Chassis. All that stainless steel comes from Dieter's Metal Fabricating in Waterloo, Ont. It offers excellent maneuverability with 50-degree wheel cuts, and equally impressive noise and vibration reduction. Inside there's a full array of gauges, a wood grain dash, and a wood grain and chrome steering wheel with a classic "button-tuck" interior in a choice of three colors. You can power the truck with any Mack highway engine up to 460 hp along with Mack, Eaton, Meritor, and Allison transmissions.

www.macktrucks.com

KW T800 GETS FRONT-ENGINE PTO

KENWORTH REACHES FURTHER INTO THE VOCATIONAL MARKET

Kenworth has introduced a front engine power take-off (FEPTO) option for its T800 short-hood model. The addition will make the truck available in new snow plow, municipal dump, mixer, crane, and refuse



packer configurations. To add the FEPTO option, Kenworth engineers started with the T800 short-hood chassis and designed a straight-through front frame extension. A unique 950-sq-in radiator and stationary grille complete the package.

www.kenworth.com



INTERNATIONAL'S **DRIVER AMENITIES**

NIFTY NEW CAB AND SLEEPER INTERIORS **International** Truck and Engine is upgrading its 8000 and 9000 Series cab and sleeper interiors for 2006. The interior trim packages now available include a new American Eagle package and the Diamond Classic Eagle tuck-and-roll interior. The American Eagle package includes blue and brown leather appointments throughout the cab and sleeper, and it includes an American Eagle hood ornament. The new Diamond Classic Eagle tuck-and-roll interior trim offers drivers a quieter, more luxurious International 9000 Series cab with the classic look of black leather seats and thick button-tuck diamond trim throughout the sleeper. Traditional Eagle Trim features include a rear wardrobe cabinet with accent lighting, airline-style overhead cabinets, refrigerator cabinet with pullout desktop, upper passengerside TV/VCR cabinet with door, upper driver-side microwave cabinet, and more. New entertainment features include a DVD player and the choice of Sirius or XM satellite radio

www.internationaldelivers.com

YAW SENSING ADDED TO STABILITY CONTROL SYSTEM

MERITOR WABCO

The new Electronic Stability Control (ESC) from Meritor WABCO Vehicle Control Systems is for truck/tractor applications, based on its existing E-version anti-lock braking system (ABS). Available now, the ESC system combines the proven features of the company's Roll Stability Control (RSC)

system with added yaw (rotational) sensing. This improves vehicle handling and performance if there is an impending loss of control due to rotational forces. These rotational forces may occur as a result of a rapid lane change or cornering maneuvers on slippery surfaces. RSC is an optional feature of Meritor WABCO's ABS. Its electronic control unit has been enhanced to allow for the integration of ESC across a variety of vehicle configurations with different engines, transmissions, suspensions and wheelbases.

www.arvinmeritor.com www.wabco-auto.com

EXTREME-DUTY 6-ROD SUSPENSION

WESTERN STAR INTRODUCES PROPRI-**ETARY RUGGED-DUTY SUSPENSION**

Western Star Trucks has introduced an extreme-duty six-rod suspension for the 6900 XD. The proprietary suspension is ideal for the most rugged applications, such as off-road mining, logging, and oil field. It's now offered with 85,000- to 110,000-lb weight ratings with AxleTech International SPRC 1927 tandem axles and 68-in axle spacing. Western Star will soon make the suspension with an 85,000-lb weight rating for AxleTech SPRC 1735 tandem axles with 60-in axle spacing; and a 72,000-lb rating for the Sisu FR₂P-₃₂ 60-inch tandem axle.

www.westernstartrucks.com

REMOTE DRIVER **SECURITY**

PANIC ALERT PROVIDES SATELLITE-BASED EMERGENCY ALERTS.

Panic Alert is an optional addition to SaskTel's LoadTrak asset-tracking software that enables drivers to contact their company in an emergency situation. By pushing a button on a key fob transmitter, the driver alerts SaskTel's SecurTek monitoring centre (staffed 24/7/365). SecurTek determines in real-time the driver's detailed location and then notifies the designated contact for the driver's company. Panic Alert is composed of various hardware components installed into the driver's vehicle. The key fob transmitter can be activated from anywhere within a 300 meter radius of the vehicle.

www.sasktel.com

GO FOR FOUR

EAST OFFERS FOUR-YEAR ABS WARRANTY **East Manufacturing** has introduced a new control-line air filter as standard equipment to help protect the integrity of the trailer ABS system. Developed by Meritor WABCO, the filter will extend valve parts warranty from one year to four years/400,000 miles. Labor warranty will remain at three years/300,000 miles.

The control-line air filter, which protects the system from dry contaminants, is installed in the air line before the ABS

brake valves on the control side (blue gladhand). The filter includes an automatic safety bypass which allows for applying and releasing control-line air pressure, without loss of air timing or pressure to the brakes, if the filter becomes clogged. It's easily serviced. A tool kit is available to assist in disassembling the filter for cleaning or inserting a new micron filter. Cleaning the filter is recommended every three to four months.

www.eastmfg.com

MEDIUM-DUTY HYDRAULIC ABS/DISC BRAKE PACKAGE

THE KEY IS IN THE NEW ACTUATION/CONTROL SYSTEM

rvinMeritor and Meritor WABCO Vehicle Control Systems have announced their new "Premium Hydraulic Braking System" for medium-duty truck and bus applications. It

mates Meritor WABCO's Hydraulic Power Brake (HPB) with the well-proven Meritor Quadraulic hydraulic disc brake. Combined, they're said to offer "unparalleled stopping and performance capabilities." The package is available to OEMs now.

The new HPB system's benefits are said to include shorter stopping distances, longer lining life, and a pedal feel that's similar to that of a passenger car. As well, the system offers fewer aftermarket parts and single-source shopping. It provides ABS, automatic traction control (ATC), and electronic brake force distribution, with optional auto-apply electronic parking brake control.

Significantly, it doesn't need an external source to provide power assist to achieve low pedal effort as required in a conventional hydraulic braking system. The hydraulic energy required to actuate the brakes and control their functions is stored in hydraulic accumulators. When the

vehicle's ignition is turned on, internal pumps are activated and fill both accumulators with pressurized hydraulic brake fluid. When the brake pedal is applied, the small master cylinder provides a hydraulic signal to the relay valve. Proportional to that signal, the accumulators provide pressure to the brake calipers. When the pedal is released, brake fluid returns to the reservoir from the brake calipers. For ABS and ATC activation, pressure at the wheel is individually modulated by ABS and ATC solenoid valves in the hydraulic





modulator assembly. When required, hydraulic pressure is supplied and released to the appropriate foundation brake to achieve the desired functional effect.

In addition to ATC, the system can accommodate stability enhancement capability

which hasn't previously been available to the medium-duty market. Electronic brake force distribution is another key development of the HPB system. It provides constant review of the vehicle's

> load status and monitoring of each wheel end. Based on wheel slip observed by the HPB system during braking, braking forces at the axles are automatically adjusted to achieve a balanced, efficient use of the brakes.

> With a fixed-caliper opposed fourpiston brake, the Quadraulic disc brake is designed to package within 19.5-x-6.75in and 22.5-in wheel sizes. It's available in two piston sizes—4 x 64 mm and 4 x 70 mm. The fixed caliper eliminates a main concern often associated with rail slider or pin slider designs—external environment factors. And when lining changes are required, only the lining retention bolt needs to be removed and the new linings can be dropped into the caliper. The caliper does not swing out so the brake hose remains untouched during this process. It was introduced several years ago.

Having tried the HPB system in a brief road test, side-by-side with an older truck using conventional brakes, we can confirm its car-like pedal feel, low pedal effort, and

comfortingly sure stops. There was no science to this test, but panic stops from 50 km/h were much shorter with the HPB system and the truck remained completely stable—and pointed in the right direction. — R.L.

www.arvinmeritor.com www.wabco-auto.com



Feel secure no matter what comes between you and your truck.



The **Panic Alert** device is an add-on to the complete **LoadTrak**™ fleet management solution from SaskTel.

For more information about *Panic Alert* or to locate an authorized *LoadTrak* dealer near you, visit www.loadtrak.com or call 1-866-LoadTrk (1-866-562-3875).

You can stay connected



In Gear

POWERHOUSE GETS NEW **FOUNDATION**

VOLVO D₁₆ MEETS VNL CHASSIS

Volvo's new D16 engine will soon be in the VN data books. With production slated to begin in August, customers can start ordering the D16 in June. It'll be available in the VNL Daycab, and the VNL 430, VNL 630, VNL 670, and VNL 780 sleeper cab tractors. The D16 is also available in Volvo's new VT 880.

The D₁₆/VN combo will appeal to fleets that want to run full loads at high legal average speeds as efficiently as possible, Volvo says. Available ratings for the D16 in all Volvo VNL models are: 450 hp at 1,650 lb-ft; 500 hp at 1,650 lb-ft; 500 hp at 1,850 lb-ft (I-Torque); and 535 hp at 1,850 lb-ft (I-Torque). The 500/1,850 and 535/1,850 ratings feature Volvo's new torque limiting technology—Intelligent Torque, or I-Torque—designed to extend tire wear and protect drivelines by limiting engine torque output to 1,650 lb-ft in startup gears, switching to 1,850 lb-ft. as speed increases. This also allows Volvo to specify an optimized rear axle and suspension combination.

www.volvotrucks.us.com

RIDING LOW

WESTERN STAR TRICKS OUT CHASSIS, EXHAUSTS, TANKS.

Western Star has updated its LowMax chassis package, including new lowered front and rear suspensions, horizontal exhaust, forward-mounted 23-in fuel tanks, and a day-cab option.

For its new Ultra Low Ride front suspension package, the company has



dropped the suspension 2.5 in for applications like boat hauling, plus it gives the truck an *uber*cool look. Ditto for the rear suspension: Western Star's new Low Ride rear suspension now rides at six inches, with the same support as the original AirLiner. Together the new front and rear

suspension delivers a 101-in ground-toroof height—perfect for customers looking for a lower center of gravity and those looking to turn some heads.

Western Star has also introduced horizontal exhaust, ideal for customers who need to maximize cab clearance for rack or body installation. Forward-mounted fuel tanks optimize weight distribution. The company also announced the availability of day cabs for the 4900 FA and 4900 EX.

www.westernstar.com

TRACTORS FOR SALE OR RENT

FREIGHTLINER'S NEW LEASE PROGRAM FOR BUSINESS CLASS

Freightliner has launched a new lease program for medium-duty Business Class M2 106 trucks. With the 2005 BizLease Program, qualified buyers can lease up to five units with minimum advance cash on 48- or 60-month terms. Customers can purchase the vehicle(s) at current fair market value or return the truck upon lease maturity. The program is available for 2006 M2 106 trucks with GVW of 25,500 or 33,000 lb. Trucks with Mercedes-Benz MBE900 engines, Freightliner axles, and transmissions from Mercedes or Allison qualify. Eligible body types are flat-beds, stake-beds, dry vans and reefer vans. Lessees are required to acknowledge specific return conditions and a limit of 30,000 miles per year. However customers may purchase up to 20,000 additional miles, allowing for a 50,000-mile per year maximum. www.freightlinertrucks.com

FIT TO BE TIED DOWN

RATCHET STRAP-WINCH OFFERS SAFETY, EFFICIENCY

Why didn't they think of this before? A simple ratchet added to a strap winch eliminates the repetitive steps of inserting and removing a winch bar to tighten straps and protects the user from being injured by tie-down bars flung up by insecure strap locks.

With **Ancra's** patented SilverCap ratchet-cap winch, the winch bar remains engaged in the ratchet cap of the winch and the ratchet mechanism helps maintain the tension on the strap



assembly. To secure the load, the cap is simply rotated freely in the opposite direction to position it for the next action to crank down and tighten the load. The winch cap is permanently lubricated and the internal mechanism is protected from dirt and grime. A powder-coated silver-coloured surface adds to the durability of the ratchet-cap winch.

All Ancra truck trailer winches currently available can be fitted with the SilverCap ratchet head at the time of manufacture, and the ratchet-cap winch can be used on trailers with slider, weld-on, or portable systems. SilverCap exceeds the recommended industry standard and carries a 6,000-lb Working Load Limit rating.

CAT'S SHIFTER

www.ancra.com

TRANSMISSIONS TARGET **VOCATIONAL MARKET**

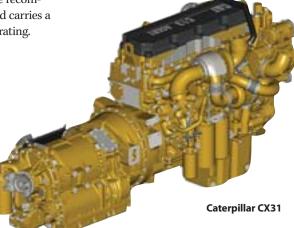
Caterpillar is introducing a line of fully automatic, planetary transmissions designed specifically for vocational applications. Two models are slated to go into production later in 2005, with avail-

ability in 2006. The new transmissions are based on existing designs that have proven themselves in Caterpillar articulated trucks.

The 6-speed CX31 transmission will be compatible with Caterpillar C11, C13 and C₁₅ engines, while the 8-speed superheavy-duty CX35 will match up with higher horsepower C15 ratings for onhighway vocational trucks.

The CX31 transmission features six forward and one reverse speed and can accommodate up to 500 hp and torque of 1,650 lb-ft, matching up to the C11 engine at 370 hp, the C13 at 430 horsepower, and the C15 at up to 500 hp. There are three PTO locations with a rear PTO option producing up to 200 hp.

The super-heavy-duty CX35 transmission features eight forward speeds and one reverse and can



accommodate up to 625 hp and torque of up to 2,050 lb-ft. This transmission, which will match up with the C₁₅ engine for on-highway trucks, provides four potential PTO locations, including two optional rear PTOs with up to 200 hp available from each.

Both feature lock-up torque converters,

and include optional hydraulic braking retarders and a transmission-mounted or remote-mounted oil filter. Both were designed with a narrow profile for easier packaging by OEMs and various body builders. Each uses the industry standard SAE J1939 communication protocol for improved data linking between critical components.

"When packaged with a Cat on-high-

way engine, these transmissions will give vocational truck customers the option of one source for a fully integrated power train, which means product support is greatly simplified," says Caterpillar Group President Gerry Shaheen.

Warranty and extended service coverage for the transmissions will be matched to the engine.

www.cat.com

PETE'S AND KW'S **POWER TRIP**

DUAL PURPOSE HD BATTERIES FROM PACCAR

The **Paccar** Dual Purpose Heavy-Duty Commercial Battery will become standard on Kenworth and Peterbilt vehicles. It offers 700 cold cranking amps (CCA) of power, offering both starting capacity and reserve power to run accessory loads such as refrigerators, microwaves, and other appliances. It features a deep-cycle design to support these accessory loads while complying with new anti-idling laws. The Dual Purpose Battery is available in two-, three- and four-battery configurations.

The Paccar Starting Battery offers 1,000 CCA and is available in a two-battery 2,000 CCA configuration for weightsensitive applications or severe-duty applications not requiring a sleeper. The Starting Battery was designed to optimize current flow by reducing resistance and directing more power to the internal posts and terminals.

Among the maintenance-free design



features of the new batteries are forged terminal bushings that help prevent acid seepage and post corrosion, stainless steel terminal studs, a leak-resistant cover, and an enclosed system designed to eliminate the need to add water. The batteries use heavier, thicker plates designed to withstand the constant discharge-recharge cycles. Paccar says durability is further enhanced by vibration-resistant, anchor-locked elements in a reinforced case with an impact-resistant bottom.

www.kenworth.com or www.peterbilt.com

PERFORMING SEALS

SCOTSEAL PLUSXL INSTALLS BY HAND. **EXTENDS BEARING LIFE Scotseal** PlusXL from SKF protects



A GOOD SIGN.

Your drivers read plenty of signs all day long. So, it's nice to know that when it comes to weighing there is only one sign they need to look for - CAT Scale. Guaranteed accurate weights mean no overweight hassles and when billing by weight, you'll get paid for all you haul. Over 950 locations where your drivers need to weigh means they can be more efficient with their stops. Tell your drivers to look for the black and gold sign and weigh on a CAT Scale for a guaranteed accurate weight. COVER YOUR REAR with CAT Scale.







wheel-end components from contaminants and oil, ultimately producing longer bearing and seal life.

Manufactured of Hydrogenated Nitrile Butadiene Rubber (HNBR), the Scotseal PlusXL is engineered to withstand excessive heat (up to 3000 F) from frequent braking and extreme cold conditions.

The PlusXL also incorporates a patented Waveseal design that continually sweeps oil back to the bearings. The seal contains four internal sealing lips designed to keep road contaminants out and bearings lubricat-

ed. The seal's inside diameter provides wider contact with the shaft than ordinary wheel seals, virtually eliminating misalignment or cocking during installation.

"Industry estimates indicate that as many as 90 percent of premature wheel bearing failures are a result of improper seal installation and subsequent leakage of lubricant," says Leslie Kern, Senior Product Manager, Heavy Duty Market, SKF. "With its ability to install easily by hand, the Scotseal PlusXL eliminates the possibility of incorrect installation, establishing it as the simplest and most effective sealing solution in the industry." www.vsm.skf.com

HIGH OUTPUT, LOW REVS

DELCO REMY'S 36SI BRUSHLESS UNIT DELIVERS 100 AMPS AT IDLE

The new 36SI alternator from Remy Inc.—manufacturer and marketer of Delco Remy heavy-duty vehicle electrical systems—combines a compact, thermally tolerant design with a wide range of exclusive features that significantly boost component efficiency and power. The brushless alternator produces a remarkable 100 amps at idle with a maximum output of 165 amps at full-rated engine speed. The 36SI's ultra-high-efficiency design also allows for reduced belt loads, thereby cutting frictional horsepower losses, an important factor in overall

engine fuel economy. The unit also features strategically positioned radiant vents to ensure exceptional performance and reliability in conditions up to 105 degrees C.

"There traditionally has been a tradeoff between alternator output and

increased underhood tempera-

tures. Our engineers have eliminated this compromise with the

> 35SI and 36SI alternators, which were designed to address the operating conditions commonly encountered with today's EPAcompliant engines," said Randy Andis, director of fleet

operations for Remy Inc.

Delco Remy 36SI

Another exclusive advantage of the 36SI alternators is the Delco Remy brand's optional "Remote Sense" technology, which continuously senses voltage at the battery terminals and automatically adjusts power output to ensure optimal charge. The unit is covered by Remy Inc.'s three-year/350,000-mile warranty when installed as original equipment.

www.delcoremy.com

NITRO TIRES

TIRE SAVER OFFERS COST-EFFECTIVE NITROGEN TIRE FILLS

Nitrogen is an inert gas that has been used to fill aircraft tires, high-performance racing tires, and heavy-load vehicles for decades. Nitrogen-filled tires maintain more consistent pressure (proper inflation) because nitrogen does not permeate rubber as quickly as air. The insides, the tires, rims, and valve stems are protected from corrosion because nitrogen gas is dry, containing none of the water vapour present in most compressed air systems.

Drexel Western now offers a costeffective nitrogen generator from Parker Balston, the Tire Saver, making nitrogen a safe and affordable tire-fill gas for



FleetSmart Rebate **Got Yours Yet?**



Do you own a Class 6, 7 or 8 truck or bus licensed for on-road commercial service in Canada?

Have you purchased a cab heater or APU since August 12, 2003?

Ask us about

- Rebate eligibility
- Eligible vehicles
- Purchased or leased equipment
 - How to apply

Using less energy helps reduce the greenhouse gases that contribute to climate change.



Visit our Web site at FleetSmart.gc.ca or telephone 1 800 387-2000 (toll-free).

Canadä

Retail Diesel Price Watch

Find out how Espar Heaters can SAVE YOU MONEY.





WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of April 12, 2005 • Updated prices at www.mjervin.com

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	100.6	1.3	82.8
VANCOUVER *	98.2	1.7	66.8
VICTORIA	94.9	0.3	67.2
PRINCE GEORGE	89.9	0.5	65.0
KAMLOOPS	90.8		65.8
KELOWNA	93.2	-1.0	68.1
YELLOWKNIFE	94.4		75.1
CALGARY *	81.7	1.0	63.3
RED DEER	82.9	1.5	64.5
EDMONTON	81.7		63.4
LETHBRIDGE	N/A		
REGINA *	88.1	0.2	63.3
SASKATOON	88.1	1.5	63.3
PRINCE ALBERT	88.1	1.2	63.3
WINNIPEG *	88.9	2.8	67.6
BRANDON	85.9	1.5	64.8
TORONTO *	86.9		62.9
OTTAWA	85.2	-2.7	61.3
WINDSOR	84.5	-0.2	60.7
LONDON	88.2	3.0	64.1
SUDBURY	N/A	3.0	69.0
SAULT STE MARIE	89.6	0.7	65.4
THUNDER BAY	87.7	-0.2	63.7
NORTH BAY	91.3	1.9	67.0
TIMMINS	89.9	2.5	65.7
HAMILTON	88.2	2.8	64.1
ST. CATHARINES	85.6		61.7
MONTRÉAL *	100.1	0.8	66.8
QUÉBEC	98.9	1.7	65.8
SHERBROOKE	97.7	-0.3	64.7
GASPÉ	97.2	0.3	64.3
CHICOUTIMI	96.3	2.0	63.5
SAINT JOHN *	98.4	1.0	64.7
FREDERICTON	99.6	0.3	65.7
MONCTON	98.7		65.0
BATHURST	99.9	1.0	66.0
HALIFAX *	94.7	-0.3	62.9
SYDNEY	97.5	1.5	65.3
YARMOUTH	96.9	1.3	64.9
TRURO	96.9	-1.5	64.9
CHARLOTTETOWN *	94.9	3.3	68.2
ST JOHNS *	101.0		67.3
GANDER	102.7		68.8
CORNER BROOK	101.0		67.3
CANADA AVERAGE (V)	90.5	0.7	64.4

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 (*)



In Gear

trucking fleets. Using membrane technology to produce nitrogen gas from compressed shop air, fleets and tire shops can fill up to 30 tires per hour. The Tire Saver is nearly maintenance free, it eliminates the handling and storage problems associated with compressed gas cylinders, and it can be connected directly to any shop air system.

The company says nitrogen use results in fewer instances of underinflated tires due to the lower loss rate, cooler running casings, longer tread life, and in the end, improved casing value. For the first time, it is economical for transport companies to fill tires with nitrogen and get all of the benefits that are available.

www.drexelwestern.com

BIG AND COOL

THERMO KING PROMISES EFFICIENT, **OUIETER REEFER**

Thermo King's V-500 Series of vehiclepowered refrigeration units promise excellent cooling capacity and superior load protection all the while using less fuel and making less noise. The V-500 features improved pull-down capacity (all the way to minus-20 F), allowing customers the capability to haul deep-frozen loads with reduced risk of product degradation even in ambient temperatures as a high as 122-degrees F. Thermo King's exclusive TCC (Triple Cooling Capacity) feature offers three cooling capacities and fan speeds to automatically match cooling needs of varying intensity.



"Customers who make a lot of deliveries using medium-sized trucks will benefit from the V-500, particularly those who haul deep-frozen loads," says Laurie Rengel, director, Product Management Truck Solutions for Thermo King.

The optional reciprocating road compressor offers a running life five times that of other compressors, the company says, and the TCC system reduces the

working time of the condenser fans. Electrical components in the V-500 are protected from water and humidity inside a semi-hermetic box to ensure long life. The V-500 is available now in a variety of configurations to suit your specific need. Options include R134a and R-404A versions, standby operation, heating and a choice of road compressors. www.thermoking.com

A LITTLE LITE READING

TRUCK-LITE CELEBRATES ITS HUGE PRODUCT LINE

One of the ways **Truck-Lite** is marking its 50th Anniversary in 2005 is the release of a special edition Full Product Line

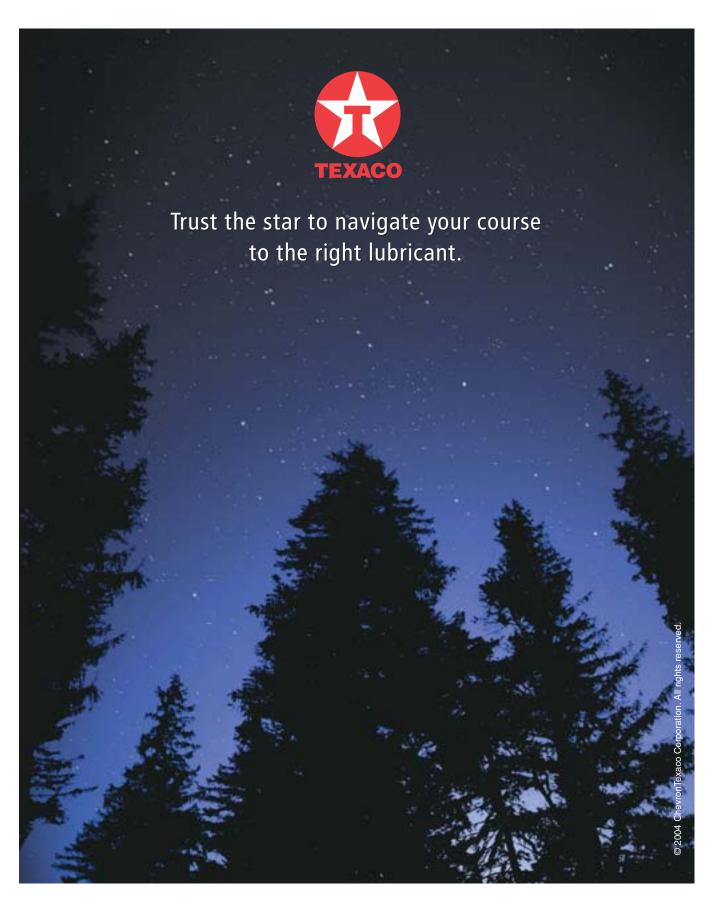


Catalog featuring the broadest lighting and accessory line within the industry. For ease of use, it's divided into 13 trilingual product categories, individually colour-coded and featuring "quick-find" section thumb tabs, details of federal lighting regulations, technical information, and more. And bound within is a special edition Total Solutions CD. Catalogs can be requested online at www.truck-lite.com

NO-IDLE BOOST

CUMMINS DEBUTS INTEGRATED NO-IDLE HEATING/COOLING

Regulations in many areas now require truck engines to be switched off after a brief period of idling. A truck equipped with **Cummins'** ComfortGuard system enables the cab heating and airconditioning to operate without idling. ComfortGuard is fully integrated with the truck's HVAC system for heating and cooling capability as well as a source of reliable and low-cost 120-volt AC and 12-volt DC power. The system uses a two-cylinder



The course to the right lubricant can be tough to navigate. Count on the Texaco star for reliable products formulated to improve performance and extend the life of your equipment. Trust the star.

engine coupled with a high-performance Onan electric generator. Truck fuel economy can improve by up to eight percent over a 12-month period, based on a typical 2,000 hours of ComfortGuard operation per year, Cummins says. "The system is designed with the same service intervals used by the vehicle engine to minimize maintenance costs," said Tom Kieffer, Cummins executive director of marketing. Cummins introduced its ComfortGuard power system for integrated cab heating and air-conditioning in an International 9900ix truck at the Mid-America Trucking Show in Louisville, Kentucky.

www.cummins.com

BREAKER BREAKERS

COLE HERSEE OFFERS SAE TYPE III CIRCUIT **BREAKERS FOR TRUCKS**

As more electrical systems demand manual reset circuit breakers, Cole Hersee offers SAE Type III breakers ATC and ATO applications in either stud or plugin designs. Stud and Plug-In Circuit



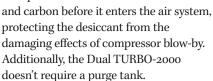
Breakers minimize the risk of fire due to overload. The folks at Cole Hersee say they are a more robust, reusable choice for wiring protection, providing heavyduty replacement for ATC, ATO, and mini fuses. In addition, customers can obtain all electrical and electronic switches, as well as circuit breakers, from one manufacturer. Ideal for trucking applications, these circuit breakers provide a cost-effective solution that protects wiring, equipment, and subsystems. www.colehersee.com

BIG LUNGS

SKF DUAL TURBO-2000 AIR DRYER MEETS **EXTREME DEMANDS**

Contained in a single compact unit for simple installation, the SKF Dual TURBO-2000 Air Dryer is designed to perform where conventional, single canister air dryers can't meet air demands. The Dual

TURBO-2000 technology functions in high-volume and severe-use applications. The Dual TURBO-2000 contains two desiccant cartridges and one base with an electronic toggle device to channel air flow through one cartridge while the other regenerates. An internal oil separator removes oil



www.vsm.skf.com

RIGMASTER® STANDS ALONE

- Reduces idle time
- Save over a gallon of fuel per hour
- **■** Extend the life of your truck
- Avoid costly fines





RIGMASTER® is the cost-savings tool your driver will thank you for.



1-800-249-6222

www.rigmasterpower.com



Today's Trucking Electronic Edition

WHAT'S HAPPENING IN TRUCKING—WHEREVER YOU ARE;
WHENEVER YOU WANT



ead the latest news as it happens; sign up for our weekly e-mail newsletter; subscribe or renew your free subscription to **Today's Trucking**; recruit drivers and owner/operators through our **highwaystarcareers.com**; access Canada's largest database of new and used heavy trucks, trailers and equipment through our brand new hot link to **equipmentfinder.com**; and much more.

Today's Trucking Electronic Edition

Visit us at todaystrucking.com

If Your Turnover Rate Is Affecting Your Bottom Line...



Contact your provincial trucking association or the Canadian Trucking Human Resources Council for more information.

- You may not have some of the right tools to:
- recruit people with the right skills.
- assess your training needs.
- train your workers to a national standard level.
- offer a career path as part of your retention strategy.

The National Occupational Standards (NOS) tool box may be just what you need for the positions of professional driver, dispatcher, professional driver trainer, and transportation safety professional.

National Occupational Standards ...

- are points of reference against which occupations and the proficiency of people in those occupations are measured or assessed.
- describe the full range of competencies and skills required for on-the-job performance to a satisfactory level, such as information on technical skills requirements related to: job tasks; technical skills; soft skills; attributed and knowledge.

They are used

- to customize the occupational standards to your organization's needs.
- to help assign tasks and organize the workload.
- to assess your training requirements and develop programs according to your needs.
- as part of your retention strategy to offer continuing education to your worker



Tel.: (613) 244-4800 **www.cthrc.com**

At Forster Instruments We Cater To All Your Instrument Needs

Next Generation Multi-Gauges Simple, Compact, Reliable

METEK Dixson's NGI technology is now available in space-saving multi-gauges that provide two, three, or four independent gauge functions in one shallow-depth 3 3/8-inch or 5-inch case. Multi-gauges feature the same technology and reliability that has made NGI so successful in all commercial and industrial vehicular applications, with stepper-motor pointer drive, light-piped LEDs for backlighting and pointer illumination. O-ring sealing, red warning LEDs, and locking plug-in connectors. Backlighting intensity can be varied by the dashlight dimming control.

Standard Features...

- Any combination of electrical gauges
- Reliable, accurate stepper motor pointer drives
- Shallow-depth case
- LED backlighting and tip-to-hub illuminated orange pointers
- Red warning LED with black dead-front in each gauge
- All gauges perform a self-test when ignition switched on



FORSTER INSTRUMENTS INC.



7141 EDWARDS BLVD. MISSISSAUGA, ONTARIO L5S 1Z2

PHONE (905) 795-0555 FAX (905) 795-0570 TOLL FREE 1-800-661-2994 FAX 1-800-632-9943

DOUBLE VISIONS

MACK'S NEW HIGH-RISE IDEAL FOR TEAMS Mack Trucks Inc. is expanding its Vision model series to include a 70-in high-rise. Ideal for team drivers, the new sleeper offers double bunks, plenty of storage space and wall-to-wall cabinets with a tall closet. It's also loaded with all of the amenities drivers expect when spending time away from home, such as a refrigerator, pullout worktable and a superior interior lighting package. The new 70-in high-rise is built on the recently introduced Mack Advantage highway chassis, which offers an array of customer benefits, including a wide range of application-specific frame rail options, 50-degree wheel cuts, and exceptional ride and handling.

www.macktrucks.com

ROLL ON, COLUMBIA

DRIVER'S LOUNGE MAKES SLEEPER BERTH MULTIFUNCTIONAL

Freightliner has introduced an optional driver's lounge for its Century Class S/T, Coronado, and Columbia Class 8 truck models, offering a more generous work space with a reliable and easy-to-use support system. The heart of the matter is a self-contained unit that folds away for maximum berth space. When the table is folded and stowed, it becomes the middle-area of the lower bunk. Access to the storage compartment underneath the



bunk is not compromised by the driver's lounge option. By pulling a simple handle underneath the front lip of the table, the lounge locks in the up or down position for stability and safety. A gas-assist cylinder helps lift the table into the upright and locked position.

www.freightlinertrucks.com

GOING PLATINUM

VOLVO OFFERS LONGEST WARRANTY Buyers of the **Volvo** VT 880 now get Platinum Coverage, a special package of services and support exclusive to 2006 Volvo VT 880 owners. Platinum coverage is the longest basic warranty in the industry and includes enhanced dealer support; free services from Volvo; and special programs for the Volvo D16 engine, including three years/600,000 miles or 10,800 operating hours, whichever comes first. Other coverage includes: cab structure six years/1,000,000 miles; frame rail and crossmembers—six years/750,000 miles; internal cab corrosion—eight years/1,000,000 miles. The Cummins ISX, also available for the Volvo VT 880, is covered for three years/300,000 miles.

www.volvotrucks.us.com A





SUBSCRIBE TO TODAY'S TRUCKING

todaystrucking.com/subscribe





We're There for You



Real-life perspectives.

A broader and unique view of the industry.

Award-winning stable of writers and editors.



Today's Trucking

Free Product Information

Today's Trucking makes it possible for you to make fast, convenient connections to the advertisers in this issue. Log on to todaystrucking.com/productsandservices

Allison Transmissions	42	International Truck & Engine	26
www.allisontransmission.com		www.internationaldelivers.com	
Ancra International	13	J.J. Keller	30
www.ancra.com/silvercap		www.jjkeller.com	
Arrow Truck Sales	61	Mack Trucks Inc.	8
www.arrowtruck.com		www.macktrucks.com	
ArvinMeritor 15	, 40, 58	Michelin	7
www.drivetrainplus.com		www.michelin.ca	
Bridgestone	17	Natural Resources Canada	51
www.bridgestone-firestone.com		www.naturalresourcescanada.com	
Carlisle	insert	Peterbilt	back cover
www.carlislemotion.com		www.peterbilt.com	
Cat Scale	50	Rigmaster	54
www.catscale.com		www.rigmasterpower.com	
Chevron	53	Roadranger-Dana/Eaton	24
www.chevron-lubricants.com		go.roadranger.com/as61	
CTHRC	55	Royal LePage	61
www.cthrc.com		www.royallepage.com	
Driver Check	60	Sasktel	48
www.drivercheck.ca		www.loadtrak.com	
Espar	52	Sterling	2-3
www.espar.com		www.sterlingtrucks.com	
Forster Instruments	55	Sutton Group	60
phone: 1-800/661-2994; 905/795-0555	33	http://webhome.idirect.com/~vreich	
Freightliner Trucks	4	United Farmers of Alberta	31
www.freightlinertrucks.com	•	1-877-661-3835	5.
Glasvan Great Dane (Ontario only)	56	Utility Trailer Manufacturing Co.	44
www.greatdanetrailers.com	30	www.utilitytrailer.com	
Great Dane Trailers	63	Virtual Dispatch	60
www.greatdanetrailers.com	03	www.virtualdispatch.com	00
Harper Detroit Diesel (Ontario only)	57	Volvo Trucks North America	28
www.harperddl.com	37	www.volvotruckscanada.com	20
Holland Hitch Canada	20	Webb Wheel Products Inc.	19
www.thehollandgroupinc.com	20	www.webbwheel.com	19
Horton	43	WeirFoulds	61
www.hortoninc.com	43	www.weirfoulds.com	01
www.nortoninc.com		www.weiriouius.com	

Let Our Work Be **Your Best Promotional** Tool!

Order reprints from Today's Trucking.

Call Lilianna Kantor 416/614-5815







Today's Trucking

┙	Yes	, please	send	(continue	to send) Today's	Trucking	Free	of	Charge
٦.	N.	do not	aand (aantinua t	/bass o	T /- '	Trucking			

■ No, do not send (continue to send) Today's Trucking.

ď.	Ŕ	اءُ	ci	in	Kal
	Ma	v 20	005		-

NAME COMPANY NAME COMPANY ADDRESS PROV. POSTAL CODE TEL (E-MAIL

SIGNATURE (MUST)

CONTROLLED FROM) THIS LOCATION? PLEASE INDICATE QUANTITIES BY TYPE

TRUCKS _	TRUCK TRACTORS	
TRAILERS .	BUSES	

ARE ANY OF THESE VEHICLES

OFF ROAD VEHICLES

Veight Classes
Yes No
Yes No
Yes No
Yes No
Yes No

Class 6: 19,501 to 26,000 GVW Class 3,4, or 5: 10,001 to 19,500 GVW Class 1 or 2: Under 10,000 lbs. GVW B. Refrigerated

DO YOU HAVE MAINTENANCE SHOP FACILITIES AT THIS LOCATION? YES NO How many mechanics here?

INDICATE YOUR PRIMARY TYPE OF BUSINESS:
 Check ONE category only.

Check ONE category only.

(A) □ For-hire (Common & Contract Trucking)

(B) □ Lease-Rental

(C) □ Food & Beverage Production/Distribution

Farming
 Government (Fed.,Prov.,Local)
 Public Utility (electric, gas, telephone)
 Construction/Mining/Sand & Gravel
 Petroleum/Dry Bulk/Chemicals/Tank

■ Manufacturing/Processing

□ Retail/Wholesale/Delivery□ Logging/Lumber

(L) Bus Transportation (M) Moving & Storage

(N) Waste Management (0) Other

DO YOU SPECIFY, SELECT OR APPROVE THE PURCHASE FOR

ANY OF THE FOLLOWING?
Check ALL that apply.

A. New vehicles & components

01 Trucks, Tractors
 02 Trailers

□ 03 Powertrain components

(engines, transmissions, axles)

04 Vehicle systems (brakes, lighting, suspensions, cooling, electrical)

(brakes, lighting, suspensions, cool

05 Tires, Wheels (new or replacement)

06 Vehicle appearance

(paints, markings - new or replacement)

B. Replacement Components. Parts & Supplies

07 Replacement parts

(filters, electrical, engine parts, brakes, suspensions, exhaust)

□ 08 Major replacement components

☐ 09 Oils, Additives & Lubricants

☐ 10 Shop equipment and tools

C. Fleet Products & Services

☐ 11 Equipment Leasing☐ 12 Computers, Software

13 Financial services, Insurance ☐ 14 Fleet management services

(fuel reporting, permits, taxes)

D. 🗖 15 None of the above

* IF YOU ARE A TRUCK **OPERATOR, PLEASE BE SURE TO COMPLETELY ANSWER ALL QUESTIONS** IN FIILL

* NON-TRUCK OPERATORS **USE BOX BELOW ONLY**

TO BE COMPLETED BY NON-TRUCK OPERATORS ONLY!!!

What best describes your basic business as it relates to truck/bus fleets? (Check Only ONE)

■ MANUFACTURER (including factory branches) of trucks, buses, trailers, bodies, components, parts, supplies or equipment.

☐ NEW VEHICLE DEALER/

☐ HEAVY DUTY WHOLESALER/ components, parts, supplie or equipment.

☐ INDEPENDENT FLEET SERVICE/REPA SPECIALIST

□ OTHER (Specify)

MARKETPLACE

CLASSIFIED ADVERTISING SECTION



samo youp atturance reamy or VO YT RETOR Materials of the (416) 236-6000

- Full range of transportation real estate services
- Province-wide coverage in Ontario
- Existing terminals and new construction
- Sales, leasing & investments in truck terminals

FOR LEASE

CROSSDOCK TERMINAL IN TORONTO

- Up to 40 doors West end
- Immediate possession

FOR SUBLEASE

- 10 door crossdock in Mississauga
- 18,000 sq. ft. parking for 60 trailers

FOR SUBLEASE

CROSSDOCK TERMINAL IN MISSISSAUGA

- 5,200 sq. ft. 6 doors 3 acres
- Possession April 1st

FOR SUBLEASE

TERMINAL IN AYR

- Up to 12 doors with trailer parking
- Room to park 30 trailers
- Hwy 401/Hwy 97 area

Take a look at these and other properties on-line at http://webhome.idirect.com/~vreich Also available are various other terminals in TORONTO and MONTREAL.

ADVERTISING

DON'T BE LEFT BEHIND!

Today's Trucking

Let the MARKETPLACE

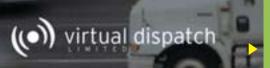
Move Your Business Forward.

Contact **JOE GLIONNA 416-614-5824**

jglionna@newcom.ca

www.todaystrucking.com

DISPATCH SOFTWARE



great software great price!

Rent For \$99/month

(2-5 users \$150/month)

The best dispatch software that money doesn't have to buy!

- ▶ 5 hours free installation & training. Dural Unlimited free web training.
 ▶ First 6 months free support.
- Multi pick and multi drop
- Order Entry with auto-rating
- · Auto rating with quote interface
- Maintenance & Compliance Tracking
- Invoicing (individually or by batch)
- Document Imaging (match & retrieve scanned documents)
- ... and much more

- Instant Trip-Tracing
- · Simple Order Processing
- Equipment Tracking Screen
- Driver Settlement Fuel Tax Reporting
- Next-day profitability reports
- Interface module available for most accounting systems

Call or visit our website for details on this offer or for information on our systems.

- www.virtualdispatch.com
- 888-218-6159 or sales@virtualdispatch.com

tion on our systems.

PARALEGAL SERVICES



EQUITABLE

LEGAL SERVICES

We Deliver The Goods!

- ✓ Accident Benefit Claims
- ✓ Highway Traffic Act
- ✓ Small Claims Court

Donald J. McDougall

Toll Free: 1-866-843-8003 don@scaet.com

DRUG & ALCOHOL TESTING

Canada's premier drug & alcohol testing provider is now servicing 5,000 companies across Canada.

The result?

Best Turn-Around Time. Best Service.

Call 1-800-463-4310
Fast results available on-line



www.drivercheck.ca

MARKETPLACE

LASSIFIE

EMPLOYMENT OPPORTUNITY

Used Truck Sales Associates:

New Montreal Location

Candidates for this position should be sales professionals with superior communications, interpersonal and presentation skills, computer proficiency, a post-secondary education or equivalent and the proven ability to achieve results. Experience in the trucking or transportation industries or the heavy equipment field would be considered an asset. In return, we will provide a lucrative commission plan plus a volume bonus that rewards performance, and the opportunity for personal growth.

Used Truck Branch Sales Manager: New Montreal Location

Arrow Truck Sales is looking for a seasoned veteran to run our new retail used truck sales location in Montreal. Must have entrepreneurial focus for bottom-line profit, be goal oriented, proactive, high performing individual with an intense desire to succeed. Upper bracket income and benefit plan.

JOIN A LEADER in the Industry Since 1950



A Volvo Group Company

For confidential interview e-mail resume to foliveira@arrowtruck.com or send resume to: 1285 Shawson Dr., Mississauga, Ontario L4W 1C4 Attn: Frank Oliveira

TRANSPORTATION REAL ESTATE



Team Leader 905-501-6426 800-870-5862



CASCAGNETTE mcascagnette@royallepage.com

MISSISSAUGA - CROSS DOCK - FOR SALE

TORONTO — CROSS DOCK — FOR SALE ■ 1,850 — 24,000 square foot cross dock ■ Up to 44 doors ■ Immediate possession

OAKVILLE - CROSS DOCK / OFFICE - FOR SALE

■ 13,300 sq.ft. on 5.5 acres ■ 24 doors, QEW Exposure

SCARBOROUGH - BUSINESS, BUILDING & LAND - FOR SALE

Truck repair facility and mobile service
 Well located, newer property, large fleet accounts

HAMILTON - CROSS DOCK - FOR LEASE

PICKERING - CROSS DOCK - FOR LEASE

WHITBY – CROSS DOCK – FOR LEASE ■ 36 doors; plus 20 trailer spots

LONDON - LAND - FOR SALE

■ 8.540 sqft on 10.85 acres: Outside Storage permitted ■ Great 401 exposure

KITCHENER – COMMERCIAL DEVELOPMENT SITE – FOR SALE

CAMBRIDGE - INDUSTRIAL - FOR LEASE/FOR SALE



COMPORATE STR

IN TRANSPORTATION LAW, THERE IS A PASSING LANE.

If you want to come out ahead, go with the team that knows the road. Like the Transportation Law Practice Group at WeirFoulds LLP. Representing Canadian and U.S. bus and trucking companies for over 25 years, the team is headed up by Robert Warren and Carole McAfee Wallace, seasoned experts in this complex practice area. You can rely on getting the best legal work going - safety regulations, licensing matters, corporate work, tax management and crossborder trucking - including convincing representation at the federal and provincial levels.

In fact, we have been pivotal in some of the leading cases that have redefined the way transportation companies operate under regulatory and safety statutes. So why not get into the passing lane right now? Call Carole McAfee Wallace at 416-947-5098, or drop into www.weirfoulds.com. And pull out in front.

WeirFoulds LLP. Trusted. Capable. Experienced.



The Exchange Tower, 130 King Street West, Suite 1600, Toronto, Ontario M5X 1J5 Tel: 416-365-1110 • Fax: 416-365-1876 • www.weirfoulds.com

NEW SERVICES



By Peter Carter

Just-in-time Magazine

Some signs don't leap out at you. That's where we come in.

hen I was a kid growing up in Sudbury, we used to smelt fish in April; but the way we did it, you could hardly call the activity fishing.

We'd stand on the riverbank, dip our nets into the fast-flowing stream, pull them up full of smelt and go home with more smelt than we'd ever eat. No waiting, no frustration, no bait, no nothing.

A few weeks ago, I saw a couple of cops in downtown Toronto, doing pretty much the same thing, and it taught me something about why you're reading this magazine and what we should be putting into it every month.

I was near the SkyDome. There were two cruisers, a pair of officers in each, parked on a little sidestreet just off King, one of the city's major thoroughfares.

It was 4:05 p.m.

I am certain of the time, because there's a little sign on King Street telling drivers that it's illegal to turn left onto that little

sidestreet, starting at 4:00 p.m.

The cops were taking turns leaping out of the cruiser, flagging down the illegal left turners, and handing out little vellow tickets to people who either missed the sign, set their dashboard clocks improperly or, perhaps, thought they could break the law and get away with it.

That's why I was reminded of smelt fishing. Spring's a good time for smelt fishing and 4:05's a

good time to catch left-turners breaking a law that came into affect at 4:00.

If I were a good journalist, I thought, I should go stand under that "no left turn after 4:00 p.m." sign and point it out to the drivers, so they could choose to abide by it or ignore it, at their own peril.

I also figured, that's what we do here at *Today's Trucking* every issue. We do our best to draw your attention to the signs that you might otherwise be too busy to pay attention to. All so you can get on with your jobs with as few unpleasant interruptions as possible.

We're good at it too. As evidence, I'd like to point out that just last month in fact, three of our writers—Marco Beghetto, Steve Bouchard and Rolf Lockwood were honoured by the Truck Writers of North America as some of the best truck journalists on the continent. The trio of "motor noters" as

Spring's a good time for smelt fishing and 4:05's a good time to catch left-turners breaking a law that came into affect at 4:00.

Lockwood calls truck writers, was recognized for stories that, in affect, drew our readers' attention to signs that made their trucking lives easier.

Steve wrote about an experimental logging truck in Quebec that proves that loggers can have lower tares than you might expect, Rolf was recognized for a story that alerted readers to

the 2007 emissions standards and how they'd have to outfit their fleets with the appropriate power plants. And finally, our senior editor Marco Beghetto wrote a soothsayer of a story called "PayDay," which argued convincingly that truckers are primed for rate hikes, but advised that they'd better move soon and confidently or else they'd eat the dust of their competitors.

We're big on alerting readers to pesky problems before they arise. And there are so many of the bugbears that we-under the leadership of Beghetto again as well as our web guru Martin Smith—bring the news that matters most to your attention, quickly, daily, on the web, at www. todaystrucking.com.

I know that it's the first place I look every morning before I

I advise others to do the same. You can't predict when there'll be something you have to know there. For example, when the Americans slammed the border shut to Canadian beef, any hauler with his home page on www.todaystrucking.com would have known about the closure as soon as it happened. Ditto the day the Canadian government backed off the 18-hour HOS proposal. You would have read about it here-rather, on our website-first.

It's a lot like having some guy standing in front of you on King Street pointing out the no-left-turn sign.

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

WELCOME TO THE REVOLUTION



Introducing ThermoGuard Liner from Great Dane — For The Life of Your Trailer

To get the most out of your refrigerated trailer you need it to maintain its insulation efficiency. Not only for today, but for the life of the trailer. Great Dane's revolutionary liner, ThermoGuard, is designed to help keep refrigerated trailers running cooler for longer, and generating income for you.

The Only Liner That Helps Maintain the Thermal Efficiency of a Trailer.

How does it work? Refrigerated trailers with traditional FRP liners continuously lose thermal efficiency because these liners allow an "out gassing" effect that causes insulation degradation over time. ThermoGuard contains a revolutionary composite layer that seals a trailer's insulation more effectively than traditional liners, significantly reducing the "out gassing" effects. ThermoGuard allows a trailer's insulation to perform more efficiently year after year. As a result, operational costs are reduced as the cooling unit runs less, consumes less fuel, and requires less maintenance.

ThermoGuard has revolutionized the refrigerated trailer by creating a longer useful lifecycle and a higher resale value.

*Isn't it time you joined the reefer revolution?

GREAT DANE. AHEAD OF THE INDUSTRY. BEHIND YOU ALL THE WAY.



www.greatdanetrailers.com

ThermoGuard is exclusively made for use as original equipment on Great Dane refrigerated trailers.

MODEL

SMART INVESTMENT. SOUND RETURN.

