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Coastal Pacific Xpress's Glen Parsons



Today's Trucking

The Business Resource For Canada's Trucking Industry

October 2005 | www.todaystrucking.com

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Contents

OCTOBER 2005 • VOLUME 19, NO.8



SHORT TRIPS, LONG ON POWER: Volvo's new daycab, page 62

12 Dispatches News & Notes



New HOS get cold shoulder

- 13: Cyopeck's dream comes true
- 16: A driver braves Katrina
- 17: Sikhs mad at hat rule
- 23: Truck sales

FEATURES

34 **Benchmarker:** Drive it like you own it

When it comes to hiring, Coastal Pacific Xpress proves that winners can be choosers. BY PETER CARTER

37 **Human rights:** Drugs and drivers

Everybody does it. But drug testing US-bound drivers has been ruled illegal here—or has it? BY MARCO BEGHETTO

40 **Cover:** How to cut fuel costs, really

A rip-and-save guide. BY STEPHEN PETIT

46 **Smart Specs:** Do the gear step

Why it costs less to overspec your gearbox than underspec it. BY JIM PARK

51 **Shop talk:** Weight watchers

How to trim your tare. And when not to. BY DUFF MCCUTCHEON

Street Smarts

27 Getting guys to check tires



33 Tax time in October? Why not?

In Gear

57 Red flag on trailer lights

61 Product & Supplier News

7 Letters

9 Rolf Lockwood

19 Marco Beghetto

25 Jim Park

31 Raymond Mercuri

78 Peter Carter

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PUBLISHER & EDITORIAL DIRECTOR

Rolf Lockwood, MCLT (rolf@todaystrucking.com)
416/614-5825

EDITORIAL DEPT.

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

Senior Editor **Marco Beghetto** (marco@)
416/614-5821

Contributors **Jim Park, Duff McCutcheon, Stephen Petit, Allan Janssen, Steve Bouchard, Raymond Mercuri, Steve Mulligan, David Kosub, Steve Sturgess**

DESIGN & PRODUCTION

Director **Tim Norton** (production@)
416/614-5810

Associate Art Director **Frank Scatozza**

NATIONAL SALES MANAGER

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

SENIOR SALES MANAGER

Jack Meli (jack@) • 416/614-5827

REGIONAL SALES MANAGERS

Joe Glionna (joe@) • 416/614-5824

Linda Nadon (linda@) • 450/224-1114 (Montreal)

Marketplace Advertising

Joe Glionna (joe@) • 416/614-5824

NEWCOM BUSINESS MEDIA GROUP

President **Jim Glionna**

V.P., Corporate Services **Wilson Smith**

Controller **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

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Speed limiters revisited

Re: "Big Brother knows best," by Jim Park, Sept. '05

Despite the current cost of fuel, the well-documented safety associated with excess speed as well as readily available information that shows that revenue gains earned by running fast actually lead to less profit, I currently see truck drivers and owner-operators routinely exceeding the posted speed limit by 20 km/h or more. It's been like this for the 28-plus years I have been in this business.

Adopting the OTA proposal would save fuel (and the resulting decrease in demand would lower prices), reduce maintenance costs on equipment, save lives, reduce stress for drivers, increase profits, and boost the image of truckers with the public.

There is no downside.

All the alternatives Mr. Park suggests (and many others) have been tried, with no effect. If after 28-plus years, those suggestions haven't worked, it is time to implement a more drastic solution that will.

Gord Foss
President
G.A Foss Transport Ltd.,
Concord, Ont.

When the shoe's on the other brake

Re: "Them's the brakes," by Marco Beghetto, July/Aug. '05

I'm a female dispatcher and I always worry about whether our drivers include brakes on their pre-trips. Maybe the reason drivers don't know what has to be done to their brakes is because—unlike me—they don't want to admit they don't know.

Perhaps it's time for some provincial mandatory brake training and testing.

I know the technicians would appreciate it.

Our mechanic gets fed up when he sees how far out of adjustment the brakes get, but he doesn't want to be classified as a babysitter.

Tara Pesclevich
Abbotsford, B.C.



Truckers and noble motives

Re: "Big brother knows best," by Jim Park, Sept. '05

I'm not sure using limiters will stop trucks from speeding but I understand where the OTA's coming from. Guys like Challenger Motor Freight's Dan Einwechter are always thinking ahead of everybody else and that's why they are so successful.

Here's what I think they're saying: "We as the leaders of the transport industry are aware that we are guzzling tons of precious fuel. Therefore, by reducing the speed of our trucks, we will be doing our part to reduce our consumption and by the same token reduce your cost

and most importantly, we will be safer on the road."

Nobody likes big trucks speeding.

The price of fuel is on most everybody's mind these days and if you ask anybody in the public if trucks go too fast the large majority without hesitation will agree that they are.

So while I'm pretty sure speed limiters won't work here, suggesting them, from a truck-industry-marketing standpoint, is successful in itself. The OTA will look very good for proposing it. I believe it could be very successful.

Michel Patry
Montreal

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By Rolf Lockwood



A Strike, No Fuel, and Cyopeck's Big Success

Two lousy situations are overshadowed by one extraordinary evening when trucking showed its big heart. Again.

Just about every time I come to write this column, and it's by a very long margin the toughest part of the job, I'm faced with deciding what to say about what. On occasion, but actually not all that often, there's a single issue sitting square in front of me—and in front of you—that just begs to be dealt with. I love it when that happens.

But more often than not, partly because this is such a vast industry with such big differences in what matters to its various sectors, there are 316 possible subjects. Maybe 978. And you can double those figures to get the minimum possible number of opinions on those topics. I'm reducing this to the absurd, of course, but you get the point.

I get tired of being very general so as to reach the majority or, on the other hand, of being so specific that I know I'm speaking to only 10 percent of our readership. Usually I opt for the former path, but this time out I'm going to break from tradition and write about three things, rather than choose just one...

THE VANCOUVER PORT STRIKE—don't think for a minute that this one's finished. I mean, holy smokes, it's crystal clear that truckers pulling cans out of there don't get paid nearly enough considering the difficulties they encounter. Shippers have to see that but apparently don't want to. And the Port Authority's decision to force carriers—even those running employee drivers—to accept an imposed licence and rate deal is fraught with difficulty and outright unfairness.

Let's face it, this is one mighty dysfunctional place and nothing but a complete overhaul has even a hope of guaranteeing its long-term viability. Chances of that happening? Don't hold your breath.

ULTRA LOW SULPHUR FUEL—the incredibly expensive and complex preparations for the reduction in diesel emissions set for 2007 have hit a bit of a roadblock. The technology required to meet the EPA's aggressive cuts in nitrous oxides and particulates is more or less on track for most engine-makers, and for a while it looked—from the outside, at least—like an almost straight forward transition. Until it became clear that ultra-low-sulphur diesel fuel, promised by fuel refiners for field-testing purposes this year, is not exactly in bountiful supply.

All '07 engines need ULSD fuel to avoid quick fouling of their

particulate filters, so it's obvious that the testing process can't go far if such fuel isn't available. Even in the US, ULSD supplies are sketchy at best, but in Canada they're as scarce as cabovers. It's utterly essential that this situation changes right now, because Canadian conditions are unique.

Somebody do something!

GENEROSITY & JOHN CYOPECK—I recently witnessed one of the most extraordinary events of my entire quarter-century-plus in trucking—the culmination of the John Cyopeck and Friends Delivering a Dream Campaign.

Cyopeck, who is Canpar Transport president and CEO and chairman of the Canadian Trucking Alliance, boldly promised last April to raise \$1 million to help a Mississauga, Ont. hospital install a new MRI unit. It was at that hospital, the Trillium Health Centre, where he had surgery to remove a brain tumour in February (he's still undergoing treatment). Confident that the trucking industry would not fail him, and with the organizing

help of Vitran Corp. CEO Rick Gaetz, he planned a Pro-Am golf tournament for Aug. 29 as the core of the fund-raising effort.

I joined him, and some 200 of the industry's heaviest hitters, for the dinner following that day of golf. And during the live auction that followed our meal, I saw endless examples of almost feverish generosity—\$50,000 bid for a signed picture of Arnold Palmer, \$30,000 for two tickets to see the Rolling Stones. The excitement was tangible, and the result was not \$1 million but \$1.25 million, which was then matched by local businessman Harold Shipp. Total raised? A whopping \$2.5 million.

At the end of the evening, Cyopeck looked very proud but very drained. Exactly like everyone else in the room. John, you're special.

So are your friends. ▲

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

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Dispatch

BY MARCO BEGHETTO

Time to Split

Carriers and owner-ops on both sides of the 49th not applauding US's move to scrap split sleeper in newest HOS rule; Canada not following suit.

Over a year after a U.S. court ordered a rewrite of the six-month-old hours-of-service rules, transport officials have finally unveiled the new regime. While the substance of the 2005 rule has changed a little, the implications and the subtleties are sure to cause headaches for carriers and drivers alike.

"We are not in favour of this outcome. Not at all," says Gord Loney, safety and compliance manager for Shadow Lines, a 200-truck fleet in Langley, B.C. "We were expecting better."

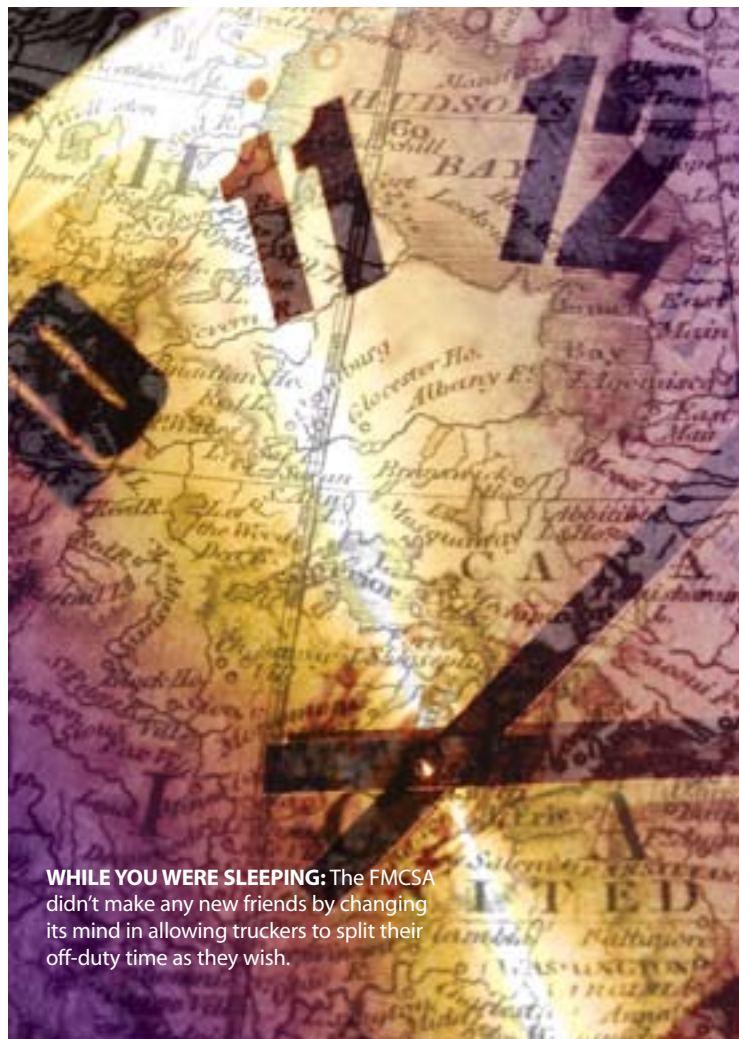
The dramatic revision by the Federal Motor Carrier Safety Administration (FMCSA) affected the so-called split sleeper exception, which now requires drivers to take eight consecutive hours off as part of their 10-hour, off-duty time. The additional two hours may be taken in or out of the sleeper berth.

Under the final 2003 rule, drivers were allowed to obtain the necessary 10 off-duty hours by splitting their sleeper berth in two periods of their own choosing, as long as one was a minimum of two hours long.

"The longer off-duty allows drivers opportunities for more regular schedules, and increases potential for quality sleep," said FMCSA Administrator Annette Sandberg. "Studies on fatigue indicate the amount of quality sleep a person receives has a strong influence on alertness."

This newest HOS regulation goes into effect Oct. 1, 2005. There will be a transition period until Dec. 31, 2005.

Although the US Court of Appeals demanded the FMCSA rethink several aspects of the rule while considering "the physical health of the operators," most of the rest of the 2003 regulation



WHILE YOU WERE SLEEPING: The FMCSA didn't make any new friends by changing its mind in allowing truckers to split their off-duty time as they wish.

shes



Cyopeck, Gaetz, put money where their hearts are.

remains intact: Prohibiting truckers from driving more than 11 hours in a row, work longer than 14 hours in a shift, and driving more than 60 hours in seven days, or 70 hours in eight days.

In addition, the rule still provides a 34-hour period to

recover from cumulative fatigue.

However, by changing the minimum sleeper-berth interval from two hours to eight hours, the practice of driving and sleeping in short intervals (it's no secret that short sleeper-berth intervals are often used to absorb operational inefficiencies) is effectively eliminated.

Critics warn that unavoidable delays such as traffic, loading, and customs issues will now take a greater toll on productivity. With no way to hide the time, and with the clock ticking down the minute until the driver turns into a pumpkin, driver earnings could suffer and utilization could decrease, several truckers told *Today's Trucking*.

Additionally, the eight and two option isn't realistic for many team drivers, who, under the flexibility of the previous system, were allowed to split their time into short shifts.

Ken Poitras of Reimer Express Lines in Winnipeg says many of his drivers are new—meaning some aren't up to a full 10-hour shift. "Reimer strongly suggests its team drivers break their shifts into something like 5-on and 5-off," Poitras says.

CHUMS FOR CHARITY: As he promised, John Cyopeck delivered a dream. The CEO of Canpar Transport and chairman of the Canadian Trucking Alliance last month handed over to the Trillium Health Centre Foundation the \$1 million he successfully raised from the Canadian trucking industry—and then some. Not that anyone who knows John expected anything less.

The final count raised by Cyopeck and friends like Vitran CEO Rick Gaetz (pictured with John above) was \$1.25 million. That number was matched by Mississauga businessman Harold Shipp, for a grand total of \$2.5 million. The event is the largest single fundraising effort ever held by the trucking industry in Canada.

While he's seen and overcome a lot in his career, Cyopeck is in the middle of his biggest challenge yet: A fight with brain cancer. In February, he underwent surgery at the Trillium Health Centre in Mississauga where he both impressed and amused his doctors.

His experience with the centre's fantastic service inspired him to pledge—along with the help of Gaetz and the rest of the trucking industry—\$1 million for the facility to house Trillium's new MRI.

Cyopeck kicked off his Delivering a Dream Campaign by personally donating \$100,000, and since that time, John's friends and competitors in the trucking industry needed little prodding to get behind the campaign.

These days, Cyopeck is in high spirits. Unfortunately, the surgery did not remove the tumour completely and Cyopeck has since been undergoing radiation and chemotherapy treatment at Toronto's Princess Margaret Hospital. He is doing remarkably well.



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"That's out the window now, so we're having a serious look at how we need to manage our team operations."

The other flaw, Poitras notes, is that the rule may drive some team drivers—many of whom have no love for working with a partner on

a good day—into running solo.

"They'll work no harder in running their 11 hours, and they'll get better rest when stopped, rather than bumping around in the bunk."

The change will likely force delivery times to increase in short- to



Dispatches

medium-haul runs, says Paul Easson of Berwick, N.S.-based Easson Transport. "I think the US made the wrong decision," he told *TodaysTrucking.com* the day the FMCSA made their announcement.

"There's a lot of drivers that are safely doing a move that's greater than one driver cycle by using the split sleeper berth and now they won't be able to do that anymore."

The Owner-Operator Independent Drivers Association was the first group to vocally oppose the change by filing a petition asking the FMCSA to reconsider the regulations. The fact that the two-hour break does not stop the 14-hour clock is a disincentive for truckers to utilize the break,

according to OOIDA.

Independent owner-operator, Mike LeJuene of Edmonton was more blunt in his assessment of the change. "We'll never get by on these new rules. We'll have to figure out new ways to cheat, I guess, but it looks like it's going to be easier to catch," says LeJuene, who added he's considering going to work in the oil patch.

"I've always slept six hours a night and grabbed a nap later in the day. The old rules worked well for me. This is going to take some getting used to."

Ironically, Canada—which some suggest included the

BLACK BOXES NOT INCLUDED

Truckers will be busy adjusting their logbooks as a result of the FMCSA's decision to scale back the sleeper berth exception in its new HOS rule, but at least they won't have to worry about electronic on-board recorders—a.k.a., black boxes—just yet.

The FMCSA did not write in a mandatory EOBR provision in the HOS rule but is expected to publish a formal proposal on the matter first thing in the New Year.

When the Appeals Court threw out the 2003 rules based on "drivers' health," it also commented on what it believed were problematic aspects with the new rules—

including the fact the FMCSA failed to consider EOBRs.

"The importance of EOBR issues warrants a specific and separate rulemaking that we are now developing. We anticipate a published notice of proposed rulemaking in early 2006," FMCSA Administrator Annette Sandberg said.



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Fuel Consumption	48.61 liters/100 KM	n/a
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Dispatches

split sleeper provision in its HOS proposal to dovetail with the 2003 US rule—will once again be on its own on this front. That has some carriers concerned that Canada may too backpeddle on the split sleeper exception.

“I would just have to hope Transport Canada sees the light and acts independently of the US for a change,” Shadow Lines’ Loney says.

Brian Orrbine, Transport Canada’s senior policy advisor, effectively put a wet blanket over any rumours Canada would consider following suit.

“In developing the rules for the sleeper berth, Canada used advice from an expert panel of fatigue and sleep people and we’re quite satisfied with what we have developed in Canada,” he says in an interview. “The US

has come out with rules that’s tailored to their environment. We came out with rules in Canada that are

We’ll never get by on these new rules ... The old rules worked well for me.

— *Owner-op Mike LeJuene*

tailored to ours. We’re committed to the changes we’ve developed.”

Canada’s final HOS rule (which may very well be published at the time of this issue’s release) will have an effective date of Jan. 1, 2007, Orrbine says.

While carriers feel the new US rule is too radical a change, some groups that generally oppose truckers are insisting it doesn’t go far enough. “While we support

the portion of the rule that no longer allows drivers to split the time they spend in sleeper berths, the overall increased driving and working time is not supported by the vast body of scientific literature that exists about fatigue and driver safety. Nor does this proposal help drivers get on a 24-hour circadian schedule,” the anti-truck lobby group CRASH said in a statement. “We sincerely hope that in the coming weeks the agency will reconsider this issue and redraft the rule.”

That view is contrary to the scientific data cited by Sandberg, however. In addition, the new rule does in fact put drivers who work to their limits on a strict 24-hour circadian schedule: 14 hours on-10 off.

Sandberg herself acknowledged that this latest rule

might not even be the final word on the endless hours-of-service debate in the U.S., and may be yet again challenged in court by advocacy groups—or perhaps even by disgruntled carriers.

Canadian Trucking Alliance senior vice-president Graham Cooper also cautioned more HOS turmoil could be around the bend. “This entire rule since 2003 has been characterized by legal action,” says Cooper. “It remains to be seen whether anybody will start legal action at this point.”

Community Service

Mississippi Mercy Mission

After listening to news reports about all the death and despair gripping Hurricane Katrina victims



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OCT 6

19th Annual Transportation, Innovation and Cost Saving Conference, Liberty Grand, Toronto. Hosted by Dr. Richard Lande, the conference is the largest annual shippers event in Canada with a highly decorated list of speakers. Contact: 905/319-1244 or go to www.transportconference.net.

OCT 20 – OCT 22

ExpoCam 2005, Place Bonaventure, Montreal. Endorsed by the Quebec Trucking Association, this is one of Canada’s largest truck shows for products and services, networking and educational opportunities. Contact: 888-823-7469 or click on www.expocamions.com.

OCT 21 – OCT 23

Transportation Health & Safety Association of Ontario Council of Driver Trainers Annual Conference, Deerhurst Resort, Huntsville, Ont. Seminars and networking for the professionals who train the guys behind the wheel. Contact: Contact Betty Taylor, 416/242-4771 or go to www.thsao.on.ca.

OCT 23 – OCT 25

42nd Annual Manufacturers’ Conference, Four Points Sheraton London Hotel & Suites, London Ont. Hosted by the

Canadian Transportation Equipment Association, the event serves the commercial vehicle manufacturing sector in Canada. Contact: 519/631-0414 or click on www.ctea.on.ca.

OCT 24 – OCT 25

2005 Canadian Association of Importers & Exporters Annual Conference, Trade Show & Gala, International Plaza Hotel, Toronto. Contact: 416/595.5333 or point your mouse to www.caie.ca.

OCT 27 – OCT 29

Atlantic Provinces Trucking Association Annual Convention, Delta Brunswick, Saint John. Atlantic carriers meet to discuss the region’s most important trucking issues. Contact: 506/855-2782 or go to www.apta.ca.

NOV 17 – NOV 18

Ontario Trucking Association Annual Convention. Toronto Congress Centre, Toronto. Trucking industry leaders gather to discuss current industry topics, guest speakers address “hot” issues and dynamic entertainers perform at networking sessions. Contact: 416/249-7401 or go to www.ontruck.org.

on the Gulf Coast, Bowmanville, Ont. driver Peter Bruno decided to head south to get aid to the stricken region.

It turns out his boss, Don Frankland of Whitby's Frankland Cartage, was one of the many Canadian carriers thinking the same thing. "Pete called me and asks me if I want to help out," said Frankland.

"He said he would be interested in giving his time for the trip and I said I'd donate the truck and trailer and it snowballed from there."

Frankland parked a couple of trailers in area malls and kind-hearted citizens did the rest—quickly filling those trailers with water, personal hygiene products, sleeping bags, clothing, and baby supplies.

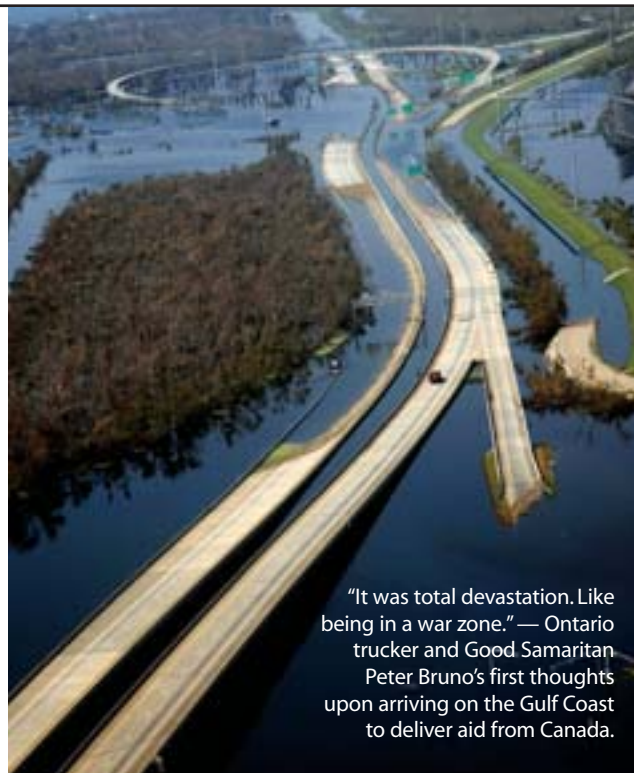
"It was an amazing response," said Frankland. "We had one young girl of 17 who had \$4,000 she had saved for back-to-school shopping who wanted to give it all to us, but we convinced her \$500 would be fine. Other companies kicked in money for fuel vouchers."

Frankland Cartage consolidated the goods into one trailer and Bruno took it from there with a Pete 387.

Bruno left Bowmanville on a Sunday night and managed to breeze through customs in under an hour after staff realized the precious nature of the goods he was carrying.

"They ask for my paperwork. I tell them, 'I don't have any,' and then explained what I was carrying and where I was headed," he said.

"Once they knew what I was doing, they bent over backwards to get me out



"It was total devastation. Like being in a war zone." — Ontario trucker and Good Samaritan Peter Bruno's first thoughts upon arriving on the Gulf Coast to deliver aid from Canada.

of there."

Upon arrival in Long Beach, Miss., not far from Gulfport, Bruno said the scene on the ground was incredible.

"It was devastation. Total devastation. It was like being in a war zone," he explains. "Between the military helicopters flying overhead and the National Guard vehicles going down the road, trees uprooted, houses with no roofs, no walls—just indescribable. It was an absolute mess. These people need help—faster than they're getting it unfortunately."

But the folks at Coast Episcopal School in Long Beach, an aid-distribution point where Bruno dropped his load, were very thankful for the supplies they received from their new friends in Canada.

And Bruno wasn't done there. "We're currently working on getting a second load ready," says Bruno. "I

hope to take another load down soon."

If you want to help out too, contact the Canadian Red Cross at 1-800-418-1111.

— by Duff McCutcheon

Labour **Sikhs Mad at Hat Rule**

Sometimes safety and human rights in the workplace go together like a veteran B.C. mountain trucker and an automatic tranny. And more than once the transport industry has been the venue for these ongoing clashes.

Think drug testing: An absolute regulatory requirement for anyone who wants to haul into the US, but more often than not deemed to be a violation of human rights by Canadian courts—despite the fact that the possibility of an impaired driver could be a severe safety risk. (Be sure

to read "Drugs'n' drivers" on page 37 for an important update on this issue.)

So, it's safe to say Canadian Pacific's lawyers better be at the top of their game if the railway intends to continue its company-wide policy regarding protective headgear and turbans.

According to *CBC News*, a group of about 500 Sikh truck drivers hauling in and out of CP's two intermodal terminals in Toronto filed a complaint with the Ontario Human Rights Commission over a rule requiring them to wear hardhats either in place of or on top of turbans at all times while on CP property.

The Sikh religion requires men to wear a turban on their heads and prohibits them from wearing any other head covering.

The truckers demonstrated in protest after the railway issued a memo indicating it plans to step up enforcement of the rule because of safety concerns.

"Please be advised that per CPR's policy all drivers required to enter CPR property as well as customer locations are required to wear a hard hat," the memo states.

"There is zero tolerance at CPR with regards to this requirement. Failure to abide by the policies will lead to appropriate disciplinary action."

The memo acknowledges this might be a concern for some Sikh drivers and suggests that the truckers could remove only part of their turban, which comes in two sections.

continued on page 20

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To the Victor Goes the Oil

right turn *Oil prices have reached unprecedented levels. So far truckers have been hanging in. But for how long? By Marco Beghetto*

So the cost of fuel jumps up over 20 percent virtually overnight, and I start making contingency plans for how I'm going to weave my way through the miles of trucks that are surely going to queue up in protest on Hwy. 401 the next morning.

But there was no such demonstration that day—or the next day, or the next week after that. Just the same red wall of brake lights that greets me every morning as I wind down the onramp.

So, where have all the protestors gone?

Well, it seems that parking your truck on a major highway to rage against oil prices is just, well... so 1999. Other than a few wildcat regional protests (and an ill-advised month-long strike by a group of can haulers at the Port of Vancouver), we're not seeing the nation-wide, linehaul strikes of years past when the price of diesel rose only a fraction of the rate it's climbing today.

I mean no disrespect to the pulp and lumber haulers in Grand Falls, N.B., or loggers in Prince George, B.C., who are at their wits' end trying to get surcharges from a handful of companies that monopolize very tight sectors. But generally speaking, times are still good enough to mitigate the sting of these surprise spikes.

Unlike the energy crisis of the early '70s (yeah, I know, I was barely an idea then) today's increases are mainly a

result of a soaring demand for oil, not choking of supply. When the problem is related to demand, it generally signifies that economic growth is solid.

Look around. Over the last year, oil rose incrementally from around \$50 to \$70 a barrel—even before Hurricane Katrina—and it seemed to



me that the number of Oakville soccer moms peering over the dashes of their brand new Cadillac Escalades kept going up right along with it.

It's no secret that a core group of linehaul carriers and many LTL fleets have had it good for a couple of years now. It took a while, no doubt, but there's evidence that some of that has filtered down into drivers' wallets.

According to a one-of-a-kind national survey on driver pay by Toronto-based Cerno Research, total pay for truck drivers jumped by an average of 8 percent over the last year—one of the largest increases in any labour sector. The wage hike reflects pay at the 50th percentile—meaning highway truckers directly from the middle of the pay scale.

"We were not surprised to see a pay increase this year, but we were surprised at the amount," Cerno project director Stephen Harrington told me. "Eight percent is a pretty steep change for any industry year-to-year. Even in a good market you might see that kind of change at the upper end, but usually not in the middle. That's impressive in itself."

There are signs, however, that carriers and owner-ops won't be as well insulated from these volatile cost shifts much longer. For one thing, shippers are starting to push back as they now find themselves as squeezed as truckers did four years ago, and are pressuring their transport providers to give back some of their financial gains.

Whether the industry is able to keep steady for the foreseeable future or not, one thing is clear: It better prepare for these sudden oil price spikes as a way of life.

Whether it's an act of God taking out pipelines and refineries, China demanding a few million more barrels, or the thugs at OPEC announcing a major downshift in production, the oil market is more sensitive to global events than ever—and the shockwaves, as we saw with Katrina, move fast.

As a Chevron Corp. ad appearing in newspapers across the US recently stated:

"Energy will be one of the defining issues of this century. One thing is clear: the era of easy oil is over ... We call upon scientists and educators, politicians and policymakers, environmentalists, leaders of industry and each one of you to be part of reshaping the next era of energy."

No doubt we must continue investing in alternative energy, biofuel, and hydrogen-based fuel cells, and more importantly, accept them as a necessity for the future.

Our governments, for one, talk a good game. But billions more of our fuel tax dollars are going straight into their coffers as a result of the increases of 2005. That money, of course, will never be spilled back into roads or the pockets of road users. Perish the thought.

But maybe just a slice of all that extra juice, to use a betting term, will go into more technology research that makes us less dependent on fossil fuels. It's not like the Libs will have to scale back their feeding troughs or anything. This is Canada after all.

They'll just make it up by taxing whatever we're putting into our tanks 50 years from now—water, plants, popcorn, whatever. Joy all around. ▲

Marco Beghetto is the senior editor of Today's Trucking. He can be reached at 416/614-5821, or marco@todaystrucking.com.

A hardhat could therefore sit properly on the “underturban” by removing the five metre-long “overturban.” The drivers, however, refused that offer.

CP spokesperson Paul Thurston says that a moratorium exempting the drivers from the rule is currently in place while the challenge is waiting to be heard or until an agreement is reached.

While the railway’s concern for safety is paramount, there is also a liability issue for the company to consider, Thurston admits.

“If there’s an accident on terminal property it’s a problem for everybody,” he told *Today’s Trucking*.

Frank Gentile, owner of Etobicoke, Ont.-based Titan Cartage says that the Vaughan container terminal was backed-up for hours as a result of the brief wildcat strike in August. He wants the issue settled quickly to avoid further disruptions, and hopes that both sides abide by whatever decision the Commission eventually makes. “But if [past history] is any indication, I’d say [the drivers] will probably get their way,” he says.

There is a large body of jurisprudence that suggests Gentile is probably right—including a landmark decision by the Federal Court of Canada in 1995, which ruled Sikh RCMP officers could wear turbans in place of traditional headgear.

While it’s likely the Sikh truckers may have a slightly taller hill to climb than the RMCP officers—who won their claim by challenging a

heard on the Street

■ **JOHN NELLIGAN**, Canadian regional vice-president and general manager for **STERLING** and **WESTERN STAR** under **FREIGHTLINER LLC**, has resigned from that position and will now become dealer principal and general manager of **HARPER ONTARIO TRUCK CENTRES INC.** Nelligan will also be a partner in Harper Ontario’s two dealerships—a new dual Sterling/Western Star facility in Oshawa, Ont. and the Ontario Sterling dealership in Mississauga, which was recently acquired by Harper from Toromont Industries Ltd.

Harper Group Inc. is owned and operated by Paul and Steve Harper. It is also the parent company of Harper Detroit Diesel Limited.



John Nelligan

Nelligan says he has nothing but fond memories as the head of Freightliner’s vocational and specialty owner-operator units in Canada.

“It was one of the best jobs I ever had. It’s a great organization to work for, and the three products are great,” he said.

Details of who is replacing Nelligan at Sterling-Western Star weren’t immediately available.

dress code, not an occupational safety requirement—it’s a risky game predicting the reasoning of human rights commissions and tribunals, says Toronto labour lawyer Ron Ouellette.

“You would think based on history they would lean to accommodation. But the flip side of that is no commission wants to see one of these guys get hurt three months later. So they’ve got a very sensitive political issue to deal with,” he says.

Ouellette guesses that the Commission, if it hears the case, would closely examine

the working environment and safety risks associated with the job. In that case, CP’s “zero tolerance” blanket policy won’t likely hold up, Ouellette says. “It can go either way. But if [the policy] is as blunt as ‘when you come on our property you put the hat on. Period.’ Well that’s asking for [trouble].”

“[The Commission] will ask just what exactly are these guys exposed to on a daily basis? What is the risk? No one is going to tell the company to take the risk if it involves serious injury or death. But if there’s a smaller

■ The **MULLEN GROUP** has closed its acquisition of Schmidt Drilling, a private business based in Ponoka, Alta. for about \$27.5 million.

Schmidt owns and operates five truck mounted drilling units and a fleet of support trucks and trailers. Its business is focused on servicing the oil sands core drilling market. It also provides conventional oil and gas drilling and coal bed methane drilling services.

■ **CANCOM TRACKING** has once again raised money for the Canadian Juvenile Diabetes Research Foundation. Cancom raised \$6,250 at



the 11th Anniversary Executive Conference through a number of events and the generosity of customers in the trucking industry.

Cancom President Mike Ham presented the cheque to Ralston Armour, from Armour Transportation. Ralston continues to have involvement with the Walk to Cure Diabetes in Moncton, N.B.

www.cancomtracking.com

Border Crossings

N.B.-Marine Bridge OK’d

The news is getting sweeter in Canada’s “Chocolate Town” for long-time proponents of a new border crossing between St. Stephen, N.B. and Calais, Me.

According to the *New Brunswick Telegraph Journal*, the US is dedicating \$7 million to a new border



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**Jay Jasper, General Manager
Jasbro Truck Leasing Inc.**



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crossing at Calais-St. Stephen, and \$25 million for Maine highway projects as part of East-West corridor between Calais and New York State. The money will come from the \$300-billion transportation bill signed by President George Bush this summer.

The US bill also recognizes the east-west highway as a high-priority trade corridor, which means the four states it passes through will be more likely to receive federal funding for construction projects along the route.

Construction is to begin this coming spring, and is expected to take about three years to complete, reports the *Journal*.

Canadian funding is for the most part in place. The work on the New Brunswick side will also include twinning of Hwy. 1 through Waweig and extending St. Stephen's Church Street leading to the bridge.

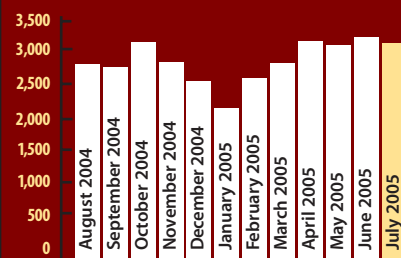
That's welcome news for residents and businesses at this N.B.-border town, which is known for its famous chocolate festival and the unique relationship it shares with the neighbouring US town on the other side of the St. Croix River.

Truckers have been pushing for a new border or expanded crossing for over two decades. Congestion and delays have led trucking carriers and even tourists to bypass the St. Stephen crossing, preferring to go to the Woodstock-Houlton crossing instead. ▲

truck sales index

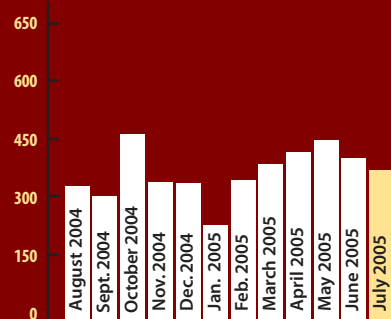
July 2005

CLASS 8	This Month	YTD '05	YTD '04	Share
International	625	4642	3626	23.3%
Freightliner	672	4607	3443	23.1%
Kenworth	395	2782	2409	13.9%
Volvo	289	2062	1720	10.3%
Peterbilt	373	1809	1730	9.1%
Sterling	258	1383	1181	6.9%
Western Star	238	1369	1131	6.9%
Mack	189	1293	1100	6.5%
TOTAL	3039	19947	16340	100.0%



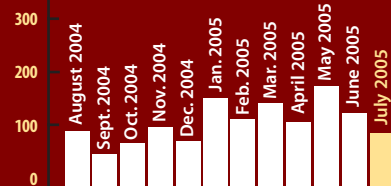
12-month Class-8 Sales

CLASS 7	This Month	YTD '05	YTD '04	Share
International	102	835	823	30.8%
Freightliner	31	440	405	16.2%
General Motors	69	408	384	15.1%
Kenworth	42	319	267	11.8%
Peterbilt	59	291	292	10.7%
Sterling	40	213	309	7.9%
Hino Canada	31	146	157	5.4%
Ford	13	56	5	2.1%
Western Star	0	0	3	0.0%
Mack	0	0	2	0.0%
TOTAL	387	2708	2647	100.0%



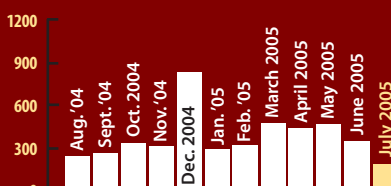
12-month Class-7 Sales

CLASS 6	This Month	YTD '05	YTD '04	Share
International	27	363	428	42.4%
General Motors	11	187	114	21.8%
Freightliner	15	121	137	14.1%
Hino Canada	17	99	57	11.6%
Sterling	12	46	50	5.4%
Ford	3	41	0	4.8%
TOTAL	85	857	786	100.0%



12-month Class-6 Sales

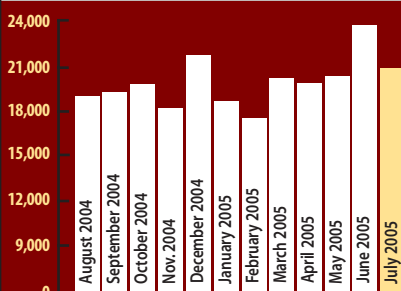
CLASS 5	This Month	YTD '05	YTD '04	Share
Ford	160	1324	1514	52.4%
General Motors	10	728	596	28.8%
Hino Canada	10	422	522	16.7%
Freightliner	10	42	17	1.7%
International	10	10	158	0.4%
Sterling	0	0	0	0.0%
TOTAL	200	2526	2807	100.0%



12-month Class-5 Sales

U.S. RETAIL TRUCK SALES

CLASS 8	This Month	YTD '05	YTD '04	Share
Freightliner	6274	43276	31786	30.5%
International	3932	27593	19893	19.4%
Peterbilt	2566	16188	13329	11.4%
Mack	2151	14923	11177	10.5%
Kenworth	2492	14781	11981	10.4%
Volvo	2170	14689	10906	10.3%
Sterling	1154	8580	6299	6.0%
Western Star	234	1701	1291	1.2%
Other	70	302	505	0.2%
TOTAL	21,043	142,033	107,167	100.0%



12-month Class-8 Sales, United States



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

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Human Factors

driver's side Watch for some big changes in the way the Americans regulate safety. By Jim Park

Sometimes the most obvious things escape observation. Or maybe it's because other stuff just obscures the details.

I recently attended the 2005 International Conference on Fatigue Management in Transport Operations conference in Seattle.

There, during her keynote address, Annette Sandberg, chief of the Federal Motor Carrier Safety Administration (FMCSA), said her agency's primary focus would soon be switching from vehicles and administrative concerns to human factors. "Driver factors," she said, "were up to 10 times more prevalent than vehicle or environmental factors in events that led to crashes between one tractor trailer and a single passenger vehicle."

No kidding, Sherlock.

Trucks seldom jackknife all by themselves. Sure, vehicle defects play a role, but data consistently show vehicle condition is a contributing factor to a crash in a very small percentage of cases.

Drivers, Sandberg says, "were considered fatigued about six to 10 percent of the time."

That's not an alarming number, considering the hours and miles piled onto the statistical pallet every day of the year. For the record, she noted that passenger car drivers were deemed fatigued at twice the rate of truck drivers. Ya gotta savour the little victories.

Later in the session, Ralph

Craft, one of FMCSA's senior researchers gave attendees a preliminary look at the data contained in the soon-to-be-released Large Truck Crash Causation Study. It was pretty clear from the evidence he presented that brakes weren't much of an issue at all, nor were wheel-offs, bald tires, or faulty lighting.

Most of the nearly 1,000 heavy truck crashes examined in the study could be traced to driver error or bad decision making. Craft says driver training, attitude and aptitude, and even certain medical

If successful, this project would be a huge step forward in fatigue management.

conditions are at least partially to blame. And that's why Sandberg's remarks about rearranging the safety agency's focus are so interesting.

No one in Canada is on this page yet. There's a great push on in Canada at the moment to revise trip inspection standards, and Ontario, for one, is planning a major rewrite of some legislation (Bill 169) that will enable stiffer fines for drivers who fail to properly detect and note vehicle defects.

By the time Ontario gets its legislative act together, FMCSA will be looking deeply into driver medical standards, driver qualifications, and other human factors as a means of lowering the fatal crash rate.

Among the initiatives FMCSA will be looking at is fatigue management. In the literal sense, fatigue management plans will rely less on prescriptive standards and more on the driver's ability to



manage time and the responsibilities of the job. There will always be HOS rules of some sort, but this talk of real fatigue management shows promise.

In fact, there is a pilot project underway right now that's gathering evidence against prescriptive HOS rules. Several drivers—all of whom have been extensively trained in the black art of fatigue management—are running under the current HOS rules, but are keeping separate diaries of the times of day when they feel tired but have to keep working lest they mess up on HOS compliance. As well, they're noting times of day when they feel up to the task of driving even though the rules say they should be parked.

This particular project is being run by a couple of the big guns in American transportation research, William

Dement and Greg Belenky. The two say that they will eventually petition FMCSA for exemptions for this handful of drivers so they can run legally under their own direction to further the test. If successful,

this project would be a huge step forward in fatigue management, and a huge improvement over existing HOS rules. We wait with baited breath for the outcome of that bit of research.

And one more interesting note about Sandberg's remarks at the conference. She said that FMCSA is about to partner with Transport Canada and several Canadian and US jurisdictions to move forward with a fatigue management plan. Perhaps someone ought to point out that Alberta has had a similar study on the go for the past three years. The Yanks aren't always on the leading edge, but it's very Canadian to keep our triumphs to ourselves. ▲

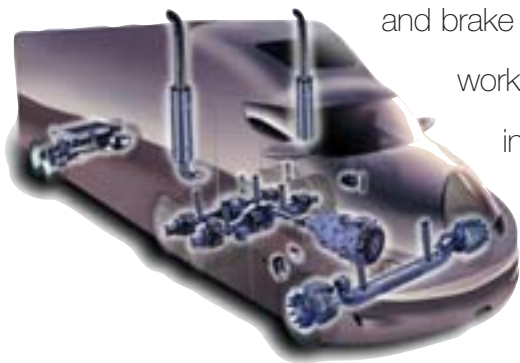
A former owner-operator, Jim Park is the editor of *highwaySTAR* magazine. Reach him at 416/614-5811 or jim@todaystrucking.com.



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Street Smarts

INSIDE:

31 Learning from tragedy

33 Tax season in October

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



INSPECTION: The last time you retrieve information from a tire should be the last time you use it.

What Goes Around...

tires *Any tire-wear analysis program is better than none—if for no other reason than it makes you look at your tires.*

By Evan Lockridge

In a perfect world, freight would never be late, shippers would always be happy and truck tires would roll over the roads with no problems. Never would you perform maintenance on your tires. You would just put them on and forget 'em.

In reality, tires can be like an ex-spouse—they can be costly and drive you up the wall. But unlike a former spouse, you do have some control over tire expenses.

One way to do this is with a tire-wear analysis program. Setting up such a program requires keeping track of some basic information, according to Guy Walenga, engineering manager with Bridgestone/Firestone. This includes tracking a tire from the day it's first mounted, factoring in if it's new or a retread, the date, brand, size, wheel position, vehicle it's on and mileage, plus air pressure.

From there, at each preventive-maintenance interval, you keep track of air pressure and tread depth, noting any rotation and general comments on the physical appearance of the tread or sidewall of the tire. You also want to note when tires are retreaded.

The benefit of doing all of this is tracking, and eventually cutting, costs.

“The one thing you want to do with a tire-wear analysis program is use it to gauge the miles per 32nd rate of wear of your tires and to keep track of the total removal miles of your tires,” Walenga says. “You need these figures to figure out your cost per mile.”

The last time you enter information on a specific tire is when it's removed for good, noting the date, tread depth, and mileage on the vehicle. At this time, you also might want to give the tire a good once-over, says Darryl Stuart of DWS Fleet Services, a former maintenance executive who now works with fleets to improve their maintenance programs.

At too many fleets, he says, “when tires come off the truck and they're in the off pile, nobody looks at them. Then the guy from the tire company comes by and the fleet tells him to take these 10 tires and bring 10 back, but the fleet never has any idea what's wrong with the tires.”

In addition to logging the cold, hard facts of a tire, a wear analysis program means using your senses to see and feel what's going on with a tire.

“It's almost like you have to read Braille to understand tires,” Stuart said. “You can look and tell if it's scalloping, you can tell by touch if the alignment is correct, you can tell by feeling with your hand if you've got heel and toe wear.”

To help analyze what your tires are telling you, you can turn to the Radial Tire Conditions Analysis Guide, published by the Technology & Maintenance Council of the American Trucking Assns. The book is a comprehensive review of tread wear and tire conditions, including possible causes.

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In order for a tire analysis program to work for your fleet, you need to make sure it's easy to keep up with. Stuart warns that smaller fleets can try to get too sophisticated in a tire-analysis program, and end up with a program that's too complex and doesn't actually get used.

For many operations, he says, tracking data such as the positions on the truck, the number of retreads, etc., is not as important as actual hands-on inspections of tires.

For simplicity's sake, you may not want to keep extensive records on each and every tire in your fleet.

"For a small or mid-size fleet, work a representative sample of your vehicles," Walenga suggests. "Representative mean-

ing these are the types of vehicles that are the main body of your fleet and they are the main portion of your business." In a fleet that has only 25 to 30 tractors, you may only have to watch a third to half of them.

Depending on how extensive you want your fleet's tire wear analysis program to be, it can be done by keeping paper records or with computer software. Should you decide to go with the computer, make sure the program's right for you.

"If you get one, make sure it has the ability to deal with tires in a substantial manner, including brand, size, pressure, original or retread, tread depth, mileage, etc., where you can keep all of the data you are trying to collect," Walenga says.

If all of this sounds a little daunting to set up, both Stuart and Walenga recommend working with tire suppliers.

"I think the majority of people who sell tires have a huge knowledge about tires,"


Stuart says. The key to taking advantage of this resource, he believes, is making sure you understand the difference between being taught and being sold.

Information you collect from a wear analysis program can also be shared with a tire supplier, especially if you find you're having problems, Walenga says. Also, another set of eyes may spot problems you haven't found. Sharing this information also can help you make the proper tire purchasing decisions in the future.

"This helps get your point across as a fleet to your supplier that you are not satisfied with something, or have them check to see if you're getting the kind of numbers from your tires that you're supposed to be getting," Walenga says.

No matter how you put together and use a tire-wear analysis program, you will get some degree of improved tire performance. That's because even the most basic program requires looking at tires and checking air pressure, and those two things alone will give you better results from your tires. ▲

In a fleet that has only 25 to 30 tractors, you may only have to watch a third to half of them.



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In Memory of Mitchell

safety dept. *A year after the little boy's death, we still have lessons to learn.*

By Raymond Mercuri

It's been just over a year since I wrote about witnessing the drowning of an eight-year-old boy. And now, I found myself back at the same sleepy little southern Ontario town where the tragedy occurred.

This time, though, the community is reliving the sad event as they await the results of the coroner's inquest. And once again, I'm starkly reminded of how much we all have to learn from such horror.

In case you've forgotten or missed the original story, I had taken my family to the beach and my 10-year-old son and I—along with several hundred people on the beach—were present when a boy disappeared beneath the waves. Even though the area was patrolled by several professional lifeguards.

The sudden disappearance and then discovery of the boy's body were among the most disturbing events of my life.

And looking back, it was obvious a few key processes had broken down.

First, I noticed that the on-duty lifeguards had congregated at one of three lifeguard stations, leaving two stations unmanned.

While there were no undertow conditions, wave and wind conditions were high, and high waves impede visibility.

Four young boys went into the water—and boys being boys—they began to horseplay without proper adult supervision.

When they noticed that

one of them had gone missing, the three boys panicked and spent critical time looking for their friend, delaying the inevitable call for help.

Since the lifeguards had left the closest lifeguard station unmanned, it took several additional minutes to respond.

Many of the adults on the beach formed a human chain. It took us close to 40 minutes to sweep the beach hand-in-

ing industry promoted the same type of inquests. If we looked into and analyzed every traffic accident involving tractor trailers, what could we learn, and what would be some of the resulting recommendations?

I think we can all determine some of them quite easily.

First, I think we would see regulations tightened regarding commercial trucks and

regular refresher training to ensure hazard awareness and preventive skills are part of a driver's skill set.

Preparing drivers for real-world operating conditions will require training in specific topics, and in some cases, this training should be recurring to ensure that awareness becomes ingrained in your driver group. Training subjects should at least include defensive driving techniques, winter driving techniques, and speed and space management.

We can no longer tolerate complacency or the lowering of road safety standards. As good corporate fleets, we must ensure that we field nothing less than a group of professional drivers supported by operations that have a safety-first attitude.

Creating a safe environment can be as simple as promoting hazard awareness among those in that environment, while implementing a few key checks and balances. This involves training, education, and retraining to minimize risks.

It sounds simple, but if even one piece is missing, the door to disaster is flung wide open. This can happen in any situation, anywhere—during a pre-trip inspection, a blinding highway snowstorm—or even on a clear summer's day by a lakeside. ▲

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



While there were no undertow conditions, wave and wind conditions were high.

hand before we located the boy. Paramedics immediately attended to him, but the boy, Mitchell Temple-Medhurst, was pronounced dead at the Children's Hospital of Western Ontario.

As I write this, the local coroner's office is beginning its inquest. The coroner will hear evidence about circumstances surrounding the death and will probably make recommendations aimed at preventing a similar tragedy.

Imagine if we in the truck-

fleet speed control (which is the number-one contributing factor in most vehicle collisions). This is especially timely given the current increases in diesel fuel.

Second, I'd bet that we would see a demand for higher minimum standards for driver screening and hiring. We'd also see mandatory training in defensive driving techniques with required-knowledge and minimum-pass levels, not to mention formal requirements for



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Out of the Shoebox

big money Tax season in October? Plan on it. By Scott Taylor

There are nearly 200 days until the April 30 deadline to file your personal income-tax return. It feels like a long way off—heck, it's not even Christmas. But whether you operate one truck or a small fleet you should be taking time now to work on ways to minimize the tax you owe.

Why now, when there's so much time to go?

One reason is cash flow. Taxes are a major business expense and you should plan for it. You don't want a tax payment to bleed money away from an opportunity to invest in something you really need, like new equipment—or groceries.

The second reason is that while April 30 is the deadline to file your personal income tax return, there may be other important dates ahead of it, like the closing of your taxation year.

Effective tax planning requires a good three- to six-month cushion so you can have the peace of mind and potential tax savings that come from planning ahead. Once the books close on your year-end, there's no room to change course and act on opportunities to lower your tax liability.

How do you get started? If you plan carefully and take these steps, you can minimize your tax bill for the coming year.

1 Ask for help. People put off tax planning because it's complicated and besides,



I can't tell you how many times a client has found a major repair receipt under his truckseat, long after a major expense couldn't be accounted for.

they're too busy working. That's why you hire accountants: they're the experts. They can help you identify ways to reduce your tax bill, budget for expenses, decide whether to incorporate, plan for retirement, and avoid errors and missed deadlines.

2 Get organized. I've been in this line of work for 17 years, so chances are I've sorted through shoebox filing cabinets that are worse than yours. The trouble with sloppy recordkeeping is that it can cost you deductions you might otherwise have been entitled to. Also, your accountant will have to spend

extra time sorting through receipts. Ask your accountant for a checklist of items needed to prepare your financial statements.

3 Break up the year. Would you ever drive your truck blind-folded? Of course not, yet many trucking businesses have a blindfold on when it comes to operating their business because they lack the proper financial statements. They have no idea where they've been, where they are, or where they plan to go.

Organizing your receipts and statements is the first step toward really managing your business. Your accountant can help by providing financial statements each quarter, giving you a three-month snapshot of your finances.

A quarterly review can highlight gaps in information. I can't tell you how many times a client has found a major repair receipt under a truck seat months later, after

a review of the last three months' financial statements clearly showed that a big expense item was missing. This probably would have been overlooked with only an annual review.

With financial statements provided quarterly, you're in a better position to take advantage of deductions and other tax-saving strategies before the year is over and it's too late. This won't guarantee you a low tax bill, but it will guarantee you the right tax bill.

Right now, we're reviewing our clients' first nine months of operation and preparing tax estimates so they can take advantage of any further tax deductions and make sure their cash flow is ready at filing time.

Nobody likes the surprise of a big tax bill. There is no need if you're tax-planning and making adjustments throughout the year. So don't get caught in the shoebox syndrome. Instead of counting down the days to a deadline, make sure you know how your business is doing during the year and insist on tax planning sessions with your accountant so you can plan, prepare, and budget. ▲

Scott Taylor is Vice President of TFS Group, a Waterloo, Ont., company that provides accounting, fuel tax reporting, permitting and licensing, and other business services for trucking companies and owner-operators. For information, visit www.tfsgroup.com or call 1-800-461-5970.

BY PETER CARTER

Driver recruiters at Coastal Pacific Xpress Inc. estimate that for every eight people who apply for driver jobs with their company, seven get turned away.

Say what? Don't these guys know about the driver shortage?

"The thing is, we set the bar high," explains Jim Mickey, CPX's president and general manager. "We only want the best.

"The other seven will get hired by the guy down the road."

"It's a big circle," says Mickey. "We hire the best so they give the best service so we can charge higher rates so we can pay our people more so we can hire the best drivers."

Mickey, who purchased 50 percent of the Surrey, B.C., long-haul outfit about five years ago, says one piece of evidence that the company's super-rigorous recruitment policy is working is the 21-percent driver-turnover rate.

Some estimates put the industry average at well over 100 percent.

Plus CPX is making money. Mickey's partner Glen Parsons, the vice-president of marketing, estimates that this year, the company revenue will clear the \$100-million mark and on one Saturday afternoon in late August, the 400-some employees partied down and divvied up about \$400,000 in staff bonuses. Mickey said the bonuses were not only meted out to fulltime employees but to most owner-operators as well.

To hear Mickey or Parsons tell it, Coastal Pacific Xpress sounds like the WestJet of the road.

"We want our people to have fun at work," says Mickey. "We encourage them to wear their playclothes and not leave their personalities in the parking lot with their cars." (There are also no reserved spaces in the parking lot, the

offices are open-concept; there are no barriers between drivers and dispatch; in fact, driver/dispatch interaction is encouraged.)

"When we hire, we look for things like likeability," says Mickey. "And niceness."

"We don't want a guy who's had three jobs in the past three years. We won't even interview'em. We won't take guys with a blemish on their record.

"Some guys have barely concealed rage. They are not going to be happy here."

The trick, Mickey says, is to maintain enough self-discipline to turn most applicants away. "We don't want to have them dilute the effectiveness of our fleet."

Every new hire goes through a series of interviews, and drivers are trained, not in shifting gears or steering around obstacles but rather in customer service and personal development.

Servant leadership is a fancy way of saying that whoever has the knowledge in a particular area should be the one leading the project.

Perkins had done a PhD in Servant Leadership.

And all this has what to do with trucking?

Lots, if results are anything to go by.

Currently, CPX has 285 trucks and 575 trailers and specializes in temperature-controlled and just-in-time overnight deliveries. Major clients include Costco, Future Shop, and some leading food retailers.

For now, CPX's Surrey head office sits on a seven-acre property, but they're looking to move. The company also has a two-acre property in Edmonton and a sizeable warehouse and office and yard in Calgary.

The firm has an industry-leading rep among B.C. truckers.

Drive it like you OWN IT

COASTAL PACIFIC XPRESS knows that when it comes to hiring, **WINNERS CAN BE CHOOSERS.**

"There's a lot of personal growth psychology," Mickey says.

Ever heard of Steven Covey's "The 7 Habits of Highly Effective People?"

Everybody who works for CPX has.

Each employee goes through a "7 Habits" workshop. For drivers, the course is available on CD for in-cab listening.

Dr. Douglas A. Perkins is CPX's People Department Manager. He said Mickey asked him to join the company but only after he ascertained that Perkins knew the "7 Habits" (Perkins had taught it in 18 countries before joining CPX) but also, Mickey asked if he knew about something called "Servant Leadership."

John Slade is a senior vice-president of Marsh Canada—the risk-analysis and transportation-insurance pros who sometimes go into trucking firms and benchmark companies against industry standards. He says Marsh maintains a list of 20 components by which they measure a firm's performance, and he describes CPX as "an excellent operation."

Slade agrees that the driver shortage is the most serious problem facing trucking, but companies like CPX are up to the challenge. Among Slade's benchmarks for success and driver retention is employee culture, and he says CPX makes staff feel involved in every aspect

of the company. “That’s what it’s all about,” he says.

And Mickey agrees.

He says back in 2000, when Parsons invited him to visit CPX to “soak-it-up” and figure out where the company should be headed, he realized that the driver shortage was trucking’s biggest obstacle.

Both he and Parsons had been raised in the business. (Parson’s retired Dad Harold still fills in on the occasional trip. Mickey began driving at 16 with his father’s operation in the Yukon.) The pair knew each other socially and although Parsons was one of the owners of CPX’s first incarnation—Michawn Transportation—he knew in 1999 that CPX needed help.

The company had grown in its first 10 years from a \$2 million operation to \$20 million, but Parsons needed to “backfill”

er less respect than they would an outside customer.

All employees are given huge amounts of personal discretion. Parsons uses the word empowerment. Mickey says ownership. “If somebody in the company comes to me and asks what to do, I say ‘think as if you owned the company, then what would you do?’”

Mickey describes himself as a natural-born thief. He swipes ideas from any outfit that had made a name for itself in the HR department. We’re talking WestJet, Southwest Airlines, Ritz Carlton Hotels.

Westjet knows that employees should have fun.

Southwest uses as few types of aircraft as possible. CPX’s reefers are all spec’ed identically; ditto the company-operated tractor units. It saves on parts inventory,



PEOPLE MOVERS: (above) CPX’s Glen Parsons says the portrait on the side of the van is evidence that the B.C. outfit celebrates its staff, wherever it goes.



with a solid management structure. (Backfill is Mickey’s phrasing.) So Parsons invited Mickey aboard, and he said what the company needed was a mission statement—a vision.

“When I joined, the company had no purpose other than everybody showed up and worked hard every day. Glen and I carved a strategy—and that was to take what we could see was an insurmountable problem—the shortage of skilled drivers—and make that our reason to exist.”

Now, at CPX, it’s all about the drivers. It’s a firing offence for a dispatcher to yell at a driver, or for that matter, show a driv-

er less respect than they would an outside customer.

The boys at CPX know that you can’t take the grit out of long-haul trucking. However, says Parsons, “every month we have a barbeque when we give our drivers’ packages and we talk to them about things we can solve.”

Parsons knows that drivers have to be paid more. He reckons the shortage will evaporate when company drivers earn around \$75,000 per year. That’ll take the heat off, and drivers will be lured away from other, vocational and non-driving jobs.

But that won’t happen until a lot of other costs get covered.

Mickey says he and Parsons have been working with their customers intensely over the past 18 months to convince them that rates have to be higher. Parsons thinks the industry will consolidate and freight habits

—not to mention consumer behaviour—will have to change before driver wages will top out.

Until that time, they’ll continue to put the emphasis on family life. They’ll keep up with the training and the system of paying drivers who are stuck waiting at customers’ docks. They’ll continue to encourage contact between drivers and dispatchers.

As Parsons says, they’ll keep treating their drivers like people who are working hard to support their families.

“With these guys, it’s all about family,” he says. “We have to remember that.” ▲

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OR HAS IT?

Randomly testing Canadian truck drivers for drugs in order to comply with US law is a necessary part of doing business.

It's also quite illegal.

Most carriers shrug off this often-described overzealous Canadian policy without much thought. After all, the lion's share of drivers don't really want to bite the hands that pay them.

Still, there have been some complaints. And if a driver does pipe up with a problem, the rulemakers generally come down on his side.

The precedent that the courts leaned on has been the landmark *Entrop vs. Imperial Oil* case. Basically, the ruling, which came down in 2000, said carriers in Canada shouldn't test for drugs even if they have to run into the States. And if you do conduct a drug test, you probably have no right to fire a person who fails.

Written by Justice John Laskin of the Ontario Court of Appeal and then endorsed by the Canadian Human Rights Commission, the ruling also concluded companies shouldn't insist on drug tests before hiring a driver, either.

The court reasoned that, unlike alcohol testing which categorically shows impairment, drug testing does not. In other words, a test can detect the presence of drugs long after the mind-altering effects have worn off.



Even more controversial was the ruling that employees who test positive for drugs could not be terminated because they are disabled or “perceived” to be dependant (and thereby disabled according to Canadian law)—even if testing is determined to be a “bona fide occupational requirement [BFOR].”

That means an employer would have to accommodate the driver and perhaps provide a new position with similar duties

and pay. For a truck driver who crosses the border, putting him on a Canada-only route of similar distance would be an obvious accommodation.

It all sounds very unwieldy.

But recently, there's been some good news for US-bound haulers.

A new decision by the Canadian Human Rights Tribunal implies that carriers who randomly test for drugs as a requirement for US operations may have an easier time

Drugs and Drivers

fending off a human rights challenge.

Earlier this year the Tribunal ruled on a case called *Milazzo vs. Canadian Human Rights Commission*. *Milazzo* is Salvatore Milazzo, a bus driver with Montreal-based Autocar Connaisseur Inc.

Before 1999, *Milazzo's* runs were local, mostly around Montreal. But after a key contract with the Montreal Casino dried up, the company pursued more US runs.

Milazzo was terminated when his urine tested positive for marijuana.

The company insisted it needed all its drivers to be able to head across the bor-

der. The Tribunal found that the most significant termination could be justifiable in situations where a company could not accommodate drivers to Canada-only operations.

According to Chris Andree, a labour policy expert and partner with Brampton, Ont.-based law firm Crawford Chondon & Andree LLP, that particular part of the ruling is extremely significant.

“There was at least a recognition that this creates problems for a company that has drivers going to the US, and [drug testing] is a requirement to get them across the border,” he says.



There was at least a recognition that this creates problems for a company that has drivers going to the US, and **[drug testing]** is a requirement to get them across the border.

der on short notice because passengers might be stuck if something were to happen to the original driver or the bus. So, the company said, the drivers had to be drug tested.

On one hand, the Tribunal ultimately sided against Autocar because the company's written policy didn't include a provision to accommodate positive drivers up to undue hardship.

Conversely, the Tribunal, for really the first time, did acknowledge the impact on the company's well-being if it lost its US DOT operating licence as a result of a positive drug test.

Although it clearly wouldn't sanction a zero-tolerance drug policy, the Tribunal found the practice of random testing “reasonably necessary.” And it seemed to sug-

“What they specifically addressed was that if you could show that the company's vast majority of work included driving to the US, and if it would cause undue hardship to provide alternate [work], then you could say [random testing] is a BFOR.”

Furthermore, Andree predicts that because of the Tribunal's interpretation, the definition of “undue hardship” will become less stringent as time goes on.

“It may take on a meaning that heads toward ‘inconvenienced’ instead,” he says.

Milazzo was also notable given the Tribunal's finding that the company's random testing could be reasonably necessary, even though drug tests can't actually demonstrate impairment on the job.

The Tribunal held that Autocar was justified to rely on a positive drug test as a

“red flag.” According to the Tribunal, while drug tests cannot establish impairment, they can identify drivers who present an elevated risk.

The decision, therefore suggests more tolerance for testing under the Canadian Human Rights Act. “That's definitely different than Entrop, which didn't evidence that impairment [in regards to random tests] is essentially irrelevant, while *Milazzo* said it's a pretty good indicator there may be a problem.”

However, Andree warns that all these challenges are decided on a case-by-case basis. Any new tolerance for either drug testing or termination will likely depend on circumstances similar to the ones noted in the *Milazzo* case.

“Having a good policy alone is not going to get you over the hump,” Andree says. “You're still going to have to analyze your facts and compare them with what happened in Autocar and then seek good legal advice.”

In fact, carriers who don't have all or most of their fleet dedicated to the US, may have difficulty convincing a court that they had to fire a driver without accommodating him with other work.

“I think that trucking folks would have a tougher time establishing a [fleet-wide] policy than busing companies,” he says.

“Theoretically, a truck carries freight,

not people. So a court may not consider it necessary to have all your [driver pool] ready to head to the US in an emergency situation.”

While there's now language that gives US operations special consideration for drug-testing policies, carriers shouldn't expect a similar liberalized philosophy in respect to Canada-only operations—at least not anytime soon.

“The only reason that it's likely to be allowed in Canada is because of this necessity to get into the US,” says Andree. “But as our roads get more congested, and as other factors come into play, is there going to be a willingness to have more safety-oriented regulation in respect to truckers? Perhaps. But that's a long progression between here and there.” ▲

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HOW TO
SLASH FUEL
COSTS

REALLY

There are lots of things a driver can do to lower fuel costs. But what about the brass? Can desk bound managers help reduce that huge bill? **THE ANSWER'S YES.**

BY STEPHEN PETIT

CUT IDLING. DON'T SPEED.

There's a direct tie between high fuel prices and bankruptcies in the trucking industry.

An American Trucking Associations study estimates that in the United States about 1,000 carriers with five or more trucks go under with every 10-cent rise in the national average retail price of diesel. You know what? Maybe that's not such a bad thing. Let economic Darwinism run its course. The weak, the vulnerable, the underperforming—weed'em out. Let those with the fortitude to carry on enjoy the benefits of less capacity.

Unless, of course, it's you who's running on fumes. You're not alone, of course, and not just because of record-high diesel prices. The current generation of heavy-duty engines consumes more fossil fuel—two to five percent by most estimates—than in years past. There's little optimism that the next round of engines, made to comply with tougher emissions standards in 2007, will halt and reverse the trend.

The fuel expense at a large truck fleet is roughly 10 percent of revenues (for an owner-operator, the figure is closer to 20 percent). That's during a 50-cents-a-litre year. Nowadays, bookkeepers have to stretch the "fuel" column on their spreadsheets every few weeks to accommodate extra digits. There are better ways to manage the problem.

Articles with tips, hints, and common sense about saving fuel will top you up with platitudes like "slow down" and "reduce your idle time." It's a little like reading that you should eat right and exercise.

If there's one thing you can do to help you focus on a strategy to ride out the times, no matter what kind of trucks you operate, how many you have, or how old they are, it's this: Appoint a fuel czar.

If you have supervisors for your drivers, operations staff, salespeople, finances, shop, what have you, it makes sense to have one person responsible for fuel.

Fuel Costs



STEP NUMBER ONE: GET A HANDLE ON YOUR COSTS

What's your cost-per-mile for fuel? How much are you going to save if the price of fuel keeps going up? Check the fuel price across the top, and the economy down the left side. The resultant number is responsible for much graying hair.

(For example, if you're paying \$.75 per litre and you're averaging 6.0 mpg, then your cost per mile—just for diesel fuel—is 56.8 per mile.)

	\$/L	.40	.45	.50	.55	.60	.65	.70	.75	.80
5.0		36.2	40.8	45.4	50.0	54.6	59.0	63.6	68.2	72.8
5.5		32.8	37.0	41.2	45.4	49.6	53.6	57.8	62.0	66.2
6.0		30.2	34.0	37.8	41.6	45.5	49.1	53.0	56.8	60.6
6.5		27.9	31.4	34.9	38.4	42.0	45.3	48.9	52.4	56.0
7.0		25.8	29.1	32.4	35.7	39.0	42.1	45.4	48.7	52.0
7.5		24.0	27.1	30.2	33.3	36.4	39.3	42.4	45.4	48.5
8.0		22.5	25.4	28.3	31.2	34.1	36.8	39.7	42.6	45.5
8.5		21.3	24.0	26.7	29.4	32.1	34.7	37.4	40.1	42.8
9.0		20.9	22.6	25.2	27.7	30.3	32.8	35.3	37.9	40.4
9.5		19.5	21.5	23.9	26.3	28.7	31.0	33.5	35.9	38.3
10.0		18.1	20.4	22.7	25.0	27.3	29.5	31.8	34.1	36.4

Fuel Cost per Mile by miles per Imp. gallon and fuel cost (¢/L)

That's what Bison Transport did. Five years ago, the Winnipeg-based truckload carrier was buying more than 40 million litres of fuel a year. The finance guys looked after purchasing it, the maintenance managers sped the trucks that burned it, and trainers tried to press the conservation message among rank-and-file drivers.

No matter what kind of trucks you operate, how many you have, or how old they are, it's this: Appoint a fuel czar.

"We had managers for almost every facet of the company, but not one single person devoted to fuel, this huge cost," says Jon Sigurdson, who was appointed full-time fuel manager in 2001. "Our executive group recognized the potential. On purchases, if we could save 1 cent a litre a year, that's \$400,000 a year. If we could improve our fuel mileage through specification or driving technique, that savings, too, would fall to the bottom line."

His responsibilities: Streamline fuel purchasing, monitor fuel economy, and develop programs that promote how and why to use fuel wisely.

Sigurdson had been with Bison for five years when he was named fuel manager, so he came to the job with a deep understanding of how the company works.

"The most important part of the job is communication," Sigurdson says. "It's gathering up information and putting it into context for people. Look around at all the people at a trucking company who make decisions that affect the way it uses fuel. You have drivers, trainers, dispatchers, people negotiating fuel contracts, maintenance people—someone needs to help them understand how to do their part."

For example, your maintenance manager can tap into fuel economy figures generated by the electronic engine controls. Sigurdson created monthly summaries of fuel use by each vehicle, including fuel economy, total fuel consumed, fuel consumed while idling, cost of fuel consumed while idling, and average vehicle speed—standard stuff for most big fleets.

But he interpreted the information for

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Fuel Costs

Bison's driver-development group so they could tailor their training efforts to resolve problem areas. He worked with maintenance managers to identify the most fuel-efficient truck and powertrain combinations and guide future purchases. He used detailed engine information to get data needed to build for training programs and driver bonuses.

Sigurdson's first priority was to set up a fuelling network in the United States and Canada. A card-lock program would help direct drivers to more strategic fuelling locations and make expenses easier to track. Perhaps more importantly, consolidated purchasing means more clout when negotiating prices.

The bigger challenge continues to be marketing the programs he develops, especially among drivers.

"We talk to our drivers about fuel efficiency on a regular basis," Sigurdson says. "We have reward programs, contests for idle reduction, posters—we're pretty relentless." Drivers would tune out were it not for a driver-development team stocked with experienced, creative professionals, he says.

"They're behind the fuel-economy mes-

sage all the way," Sigurdson explains. They focus on the basics: Shift progressively, start and stop slowly, don't idle unnecessarily, reduce your warm-up time and cool-down time, and don't speed. The company specs its tractors with in-dash fuel economy readouts.

"They design training programs that reinforce the goals we set. We reinvested some of our fuel savings in full-motion simulators to help drivers work on fuel-efficient driving techniques. We're taking steps to reduce our idle time. It's a constant effort. But if the drivers see that management is making that effort—that we're working hard and coming up with new ideas—they respond in kind." ▲

As a fuel manager, you have to focus on what you can control. You're not in the truck to make sure it's cruising in the engine's sweet spot. You're not in the shop to ensure that tire inflation pressures are routinely monitored and accurately logged.

It's a big job to improve fuel economy while maintaining driver morale and competence. What you can do is keep your eyes and ears open for ideas to curb fuel costs. Here's a start.

BUILD YOUR TRAINING RESOURCES: One of the best places to start is the Office of Energy Efficiency at Natural Resources Canada. The FleetSmart program, aimed at fleet managers, and SmartDriver, for driver trainers, includes dozens of case studies, success stories, training materials, and a library full of research you can pass along. And the price hasn't gone up: it's still free. Call 613/943-2403 or go to fleetsmart.gc.ca.

Truck and engine manufacturers have training programs and materials they supply for free as well as professional trainers on staff who can convey the techniques of full-efficient driving. Your insurance company is another resource, since a truck operating at its peak fuel efficiency is probably operating at a safe operating speed.

TAKE THE MONEY: The Commercial Transportation Energy Efficiency and Fuels Program rebates up to \$350 when you buy and install a cab heater or air conditioning unit and up to \$1,400 for auxiliary power generators. You can qualify for the bonus if you agree to voluntarily download data from your new equipment after 12 to 18 months of use to



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help assess the effectiveness of the program, which runs through March 31, 2006.

At 5.5 liters per hour, eliminating 40 hours a week of idling would save you almost \$210 a week in fuel costs. Over a 50-week year, that's more than \$10,000, not including costs associated with engine wear and tear. You'll also have the satisfaction of knowing that you're earning revenue every hour the truck is running.

COLLECT INFORMATION:

On-board computers and communication systems allow

for more efficient route plans and real-time monitoring of vehicle and driver performance. One example is PerformX, an application from PeopleNet Communications that monitors engine data and delivers information to you via real-time, exception-based alarms or scheduled e-mail messages.

PUT IT IN WRITING: Your fleet's objectives and policies on fuel economy should be communicated, monitored, and enforced. That means developing a policy. If you're going to create incentives for speed, idle time, and so on, consider how you'll discipline drivers that run with a heavy foot.

HELP YOUR OWNER-OPERATORS: Pass along the fuel surcharge funds you collect from your customers. Consider a contingency fund to make a truck payment or two for a good owner-operator who's awash in high bills himself. Because there is indeed a direct tie between high fuel prices and bankruptcies in the trucking industry.



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Do the Gear-Step

BY JIM PARK

Why it **COSTS LESS** to over-spec your gearboxes than to under-spec them.

You'll be living with your transmission choices for a long time. Personal preference plays a large part in the decision, but today, engine performance and fuel economy have to be considered. Before emissions controls came along, those factors weren't that critical.

If you're replacing any trucks more than three years old, you'll need to take a much closer look at your transmission options than you did last time.

The relationship between engine speed and road speed cannot be over-emphasized. Each engine brand and model will be optimized to run at a certain speed, and your drivetrain specs have to reflect that. You select gear ratios so that the engine will run at x rpm at x mph at cruise, where the engine spends most of its time in a highway application. Your gearbox is right in the middle of it all.

Fleets have historically spec'd 9- and 10-speed transmissions, and for a number of reasons: they're lighter, they cost less than multi-speed boxes (13 and 18), and they're more driver-proof. When you're buying hundreds of them at a time, the savings can be substantial. Operationally, the 9- and 10-speeds are adequate for most light-weight applications (80,000 lb or less).

How adequate they are depends a lot on geography, says Ed Saxman, powertrain product manager, Volvo Trucks. "A linehaul truck on flat ground will be absolutely fine with a wide-step transmission [9- or 10-speed]. Fuel economy is always lousy in any gear lower than top gear, so the sooner you get into top gear, the bet-

ter. And the fastest way to top gear is with fewer shifts," Saxman notes.

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

Chuck Blake, special projects manager at Detroit Diesel Corp. says the wide-step transmissions can force an undisciplined driver down into the higher torque range of the engine before making a downshift. "The temptation to split gears on a small grade to keep the speed up can be great," he says. "You're better off pulling that hill at a lower engine speed."

Blake also points out that a sharp driver can use a 13- or 18-speed to some advantage by splitting gears to keep the engine closer to its optimum operating speed.

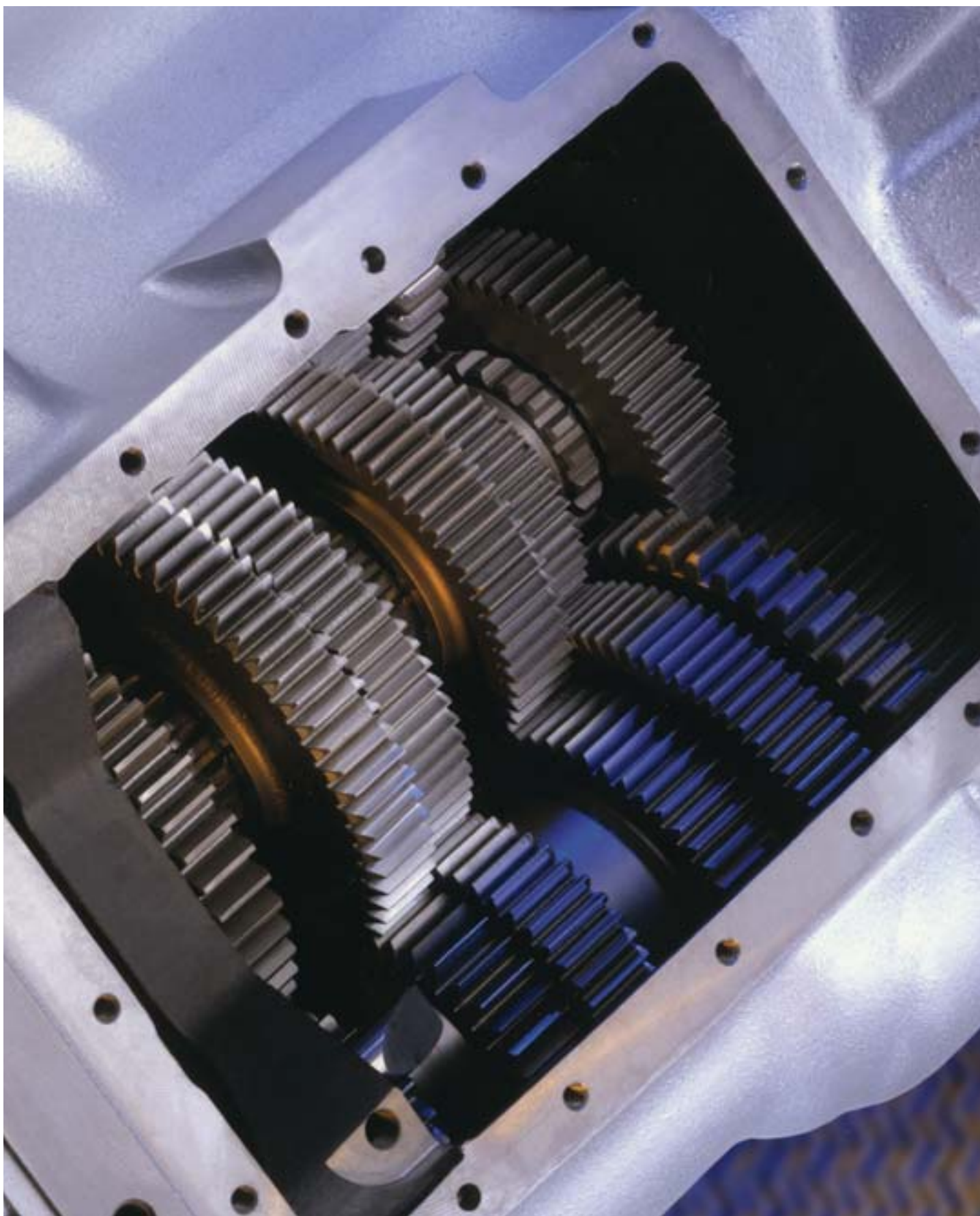
Mack is an interesting study in engine/transmission mating because it builds different "personalities" into its engines. Mack's "Maxicruise" engines feature a distinct hump in the horsepower curve. They reach peak horsepower in the 1,400-1,600 rpm range. The "Econodyne" engines have a more traditional power curve, hitting peak horsepower in the 1,600-1,700 range.

What this means, explains Dave McKenna, Mack's powertrain product marketing manager, is that with the Maxicruise engine, the driver will be at 90 percent of the available horsepower after making an upshift. If you upshift at 1,700 rpm with a 10-speed, by the time you get it back into gear, you'll be at 1,200 or so, and just coming into the peak horsepower range.

"The chief cause of low power complaints is bad shift points," he says. "If you aren't careful in matching the power curves to the gear steps, you'll find yourself running outside

If you're geared to run 65 or 70 and you have to drop back to 55, you're going to have to run at least one gear down from the top.





Smart Specs

the curve. The Maxicruise engine is very forgiving, and well matched to wide-step 6-, 9-, or 10 speeds.”

Mack's Econodyne models are better suited to multi-speed transmissions where the splitter can be used to keep the engine closer to its optimum operating speed.

OTHER CONSIDERATIONS

Canadian weights and road configurations almost demand a multi-speed transmission. We don't have vast stretches of level, well-groomed Interstate highway, so engines don't run at as steady a speed. The closer you can keep the engine to its so-called sweet spot, the more efficient it will be.

Canadian weights give rise to drive-

ability issues. More weight demands more horsepower, and that means higher engine speeds, generally. Pulling hills with heavier loads means more downshifting, so you need more gears—specifically, closer steps between the gears—to keep the engine running efficiently, especially today with engine speed being such a factor in fuel economy.

And with higher horsepower comes higher torque. That's where the driveline people start putting limits on various components based on torque capacity. You can't spec a 10-speed with Volvo's high-torque D16 engine, for example. Neither Eaton nor Meritor builds a 10-speed to handle 2,250 lb ft of torque. Engines with moderate torque, say 1,650 lb ft, will mate

Gearing and Fuel Economy: HOW CRITICAL IS THE RELATIONSHIP?

In a recent test drive of Peterbilt's new 386 (See Double Duty, Today's Trucking, September 2005, by Jim Park) produced some interesting fuel economy numbers. My American colleague, Steve Sturgess of *roadSTAR* magazine, took the truck for a drive a few weeks after I did, and bested my fuel economy by a whopping 2.2 mpg. Peterbilt installed a roof fairing before Sturgess' drive, but the only other difference was road speed.

Caterpillar recommends running the engine at 1,325 rpm at cruise speed, which Sturgess did. The drivetrain of that truck was such that the corresponding road speed for that engine speed was 60 mph. In Texas, the speed limit for trucks is 65. I chose to run the truck between 65 and 70 mph, as per the prevailing speed of traffic. Engine speed at that road speed was 1,425-1,550—100-225 rpm higher than Cat suggests. The message: spec for road speed, and operate at that speed.



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Given the finicky nature of today's engines, matching those characteristics to your intended application is extremely important. Intended cruise speed, GVW, terrain, and even driver skill and discipline are factors that need to be considered in a transmission spec.

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For most, a few hundred pounds off the weight of a truck wouldn't even be noticed. It hardly makes sense to spend \$8,000 to \$10,000 just for the negligible weight loss.

But for applications where weight matters, specifying aluminum and/or composite components such as aluminum axle carriers, wheels, cab, a front air-ride suspension, etc., could net you a couple of thousand pounds extra payload. Calculate that across even a small fleet and you can see how the weight loss would pay off.

“The best way to think of it is dollars per pound,” says Steve Little, product manager, Freightliner Heavy Duty products. “Someone who's hauling a very profitable payload like fuel will be willing to pay more per pound than someone who is hauling something that doesn't carry as much of a premium. The bulk guys that can top off their load and clear up to exactly the legal limit, they're the ones most interested in getting their tare weight down.”

If you're always pulling 40,000 lb and never reach legal limit, then obviously the cost of the lighter-weight components versus payload capacity just isn't there.

Mike Marini, an application engineer with International, agrees: “People who spec for weight are people that have a good handle on their commodity costs and their transportation costs.

WEIGHT

By Duff McCutcheon

WATCHERS

HOW TO TRIM YOUR TARE. AND WHEN NOT TO.





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ON THE LITE SIDE

Other components, individually, can contribute to overall weight reduction. The improvements may be smaller, but together, they will add up.

If you're really weight sensitive, you might want to look at either a plate-mount or a stationary integral-angle fifth wheel, rather than a 24-in air-slide.

"That can save you anywhere from 150 to 250 lb," says Freightliner's Little. "However, if you do that, I would recommend tying it in with multiple drilling locations, because you want a lightweight package that allows you load up your axles to their fullest. Most guys want 12,000 on their front end and 34,000 on their rear, and by moving that fifth wheel forward and back, they can adjust and move that fifth wheel to exactly the right spot and maximize their total payload."

A relatively new option is the front air-ride suspension. Spec'ing this will save you about 80 lb over a conventional spring suspension and it provides a more comfortable ride. Composite front springs have been around a while, and have a good track record and a lighter tare weight.

When it comes to rear axles, air suspension accounts for about 90 percent of the business today, Marini says, and weight-wise they're all fairly similar. However, there's a few new things coming onto the market, including Hendrickson's new Torque Box (HTB). "It uses some aluminum components and apparently weighs 200-225 lb less than conventional suspensions. But you're likely looking at a \$1500 to \$2000 US up-charge over a regular suspension," he says.



If you're hauling gasoline, you're charging so much to transport it. If you can put an extra 300-500 gallons in the tank, that's all going to your bottom line.

"The bulk commodities are where you're going to find the light-spec'd trucks because it's really easy to figure out the cost benefits. They know if they can haul an extra 200 lb, that all goes to their bottom line."

Weight can make a difference in the truckload sector, too, but for different reasons. A tractor that tips the scales at much more than 21,000 to 22,000 lb is getting uncompetitively heavy. Many fleets have tractor weight limits, so owner-ops need to be conscious of what they spec. That could mean a compromise between a long wheelbase, a big-bore engine, and the super-deluxe sleeper.



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OBVIOUS TARGETS

■ **Sleepers:** If you really want to trim weight, the first thing you should look at is sleeper size. Drivers might think that a bunk that's measured in acres looks inviting, but it could up your tare between 300 and 500 lb over a 48- or 51-in bunk.

■ **Engine:** You can cut up to 700 lb by going with a smaller engine package—

including the transmission and rad—but you're going to be limiting yourself in terms of performance—and possibly engine life, too.

"A 15 litre engine like a Cummins ISX or a Cat C15 is going to have a lot more durability than a 12 litre engine's going to have," says Marini. "If you're pushing 430 hp out of 13 litre and pushing the same out of a 15 litre, the smaller engine will be working

harder, running hotter, etc. The difference could be around 30 percent less engine life for the smaller motor."

Of course, good things can come from smaller packages, too. Take the MBE 4000: it has a terrific power:weight ratio. It's about 500 lb lighter than a Detroit Diesel Series 60, and almost 1,000 lb lighter than a Cat C15. But Cat has the C13, too, which is very competitive on the scale and on the highway.

■ **Wheels:** A standard Accuride steel wheel, for example, weighs 76 or 78 lb, depending on whether it's a five- or two hand-hole wheel. A similar aluminum wheel weighs 47 lb and has 10 hand-holes.

"You're going to save about 30 lb per wheel, and if you do that at 10 positions on a truck that's going to save you roughly

The best way to think of it is dollars per pound.

300 lb," says Mike Blacker, director of marketing & product management for Accuride, makers of both steel and aluminum wheels.

■ **Tires:** Spec'ing certain brands of tire and/or tread type can save you between 5 and 10 lb per tire, according to Marini. One might also consider low profile versus standard tires, or a set of wide-base singles in place of a dual wheel assembly.

■ **Fuel Tanks:** Why lug around an extra ton of fuel if you don't have to? If you're spec'ing dual 120 gallon tanks but can get by on one, that extra weight could be costing money.

THE TOTAL PACKAGE

If you're picking and choosing components on the basis of weight alone, you had better have a good reason. While most are perfectly durable, you'll pay either in premium price for the lighter part, or you could pay a price in longevity. The lightweight stuff might not be suitable for heavy-haul applications.

But of course, the obvious limits on tare weight in some US applications need to be considered. Twenty-four-thousand-pound tractors are as popular as skunks at a garden party. Spec your trucks accordingly in case your drivers find lots of doors slammed in their faces because their trucks are just too darned heavy. ▲



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That's why there's **ESSO**

In Gear

INSIDE:

61 Dana's air-ride steer-axle suspension

62 A new daycab from Volvo

EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



LESSER LAMPS: Not all lights are created equal. Make sure your lights comply with minimum safety standards.

In a Bad Light

trailers *An industry focuses on non-compliant lighting.*

By Stephen Petit

Back in the day, spec'ing LED lighting for a truck or trailer was an experience akin to licking your finger and sticking it into an electrical socket.

Lighting suppliers made a concerted effort to steer the discussion away from the shocking price of these tiny, solid-state diodes by promoting the value of LEDs: lower current draw, resistance to shock and vibration, fast response times, brighter illumination, and long service life. Many lamps are rated at 100,000 hours, which is six times that of an incandescent bulb.

Manufacturers also made big research

and development investments to coax better performance out of fewer individual diodes in each assembly. Early stop/tail/turn lamps required as many as 128 separate diodes to meet motor vehicle safety standards in the United States and Canada. Now that number is 10 or less, depending on the make and model.

In any market, though, nothing drains the juice out of prices like competition. Today, there are dozens of suppliers of original and aftermarket LED lamps for trucks, cars, commercial trailers, recreational equipment—you name it. A lot of

these newer suppliers are based overseas in places like China and Korea, where there's a lot of cheap manufacturing capacity, and the result is products that cost 20 to 30 percent less than those made here at home.

Like anything else, when you buy an off-shore, off-brand LED lamp, chances are you're buying on price and aren't expecting much long-range value. But you should expect your light to comply with minimum safety standards.

Some do not, says the Motor & Equipment Manufacturers Association.

MEMA and one of its subcommittees, the Transportation Safety Equipment Institute, say non-compliant lighting products compromise safety and unfairly compete with those made by companies that do invest in the materials, engineering, and testing necessary to meet federal

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PSST. GOTTA LIGHT?

Here's what to train your light on so you can tell the imposters from the real McCoy's:

- Replacement lamps must meet the same requirements for colour, function, intensity, and beam pattern as the original. For example, if you're replacing a lamp that has a red reflex reflector and the replacement doesn't have a reflector or the reflector is clear, then the lamp does not comply.

- The lamp should have a DOT marking and an SAE lighting identification code. The SAE code is a string of letters and numbers that indicates how the light



should be used. It's not required, nor does it signify that the product has been tested or approved by SAE, but most reputable commercial vehicle lighting suppliers put it on their products.

- Words on the box or part that say, "Check local laws" or "Off-road use only." It's probably a feeble attempt by the manufacturer to insulate itself from any liability issues, and a tip-off that the product doesn't meet federal requirements for use on the highway.

requirements. The standards—CMVSS 108 in Canada and FMVSS 108 in the United States—dictate what lights you need, where to place them, and the illuminating power they must have.

"Not all LEDs are created equal," says Mark Assenmacher, marketing manager at Peterson Manufacturing, which produces lighting, mirrors, reflectors, and other safety products for trucks. "Testing bears that out. If a lamp produces an uneven light pattern or less light output than what the government says is required, it shouldn't be on the highway. Unfortunately, there's been an influx of products into the marketplace that haven't been tested, presumably because their manufacturers know they're substandard."

MEMA and lighting manufacturers want companies that sell, import, or manufacture non-compliant equipment to face substantial civil penalties. The U.S. National Highway Transportation Safety Administration (NHTSA) has started to do just that; the most notable case was a \$600,000 US fine levied against American Products Co. for selling lamps with reflectors that do not reflect light, even though their appearance was similar to compliant products.

That's a big part of the problem, Assenmacher says. Many are made to look like legitimate products, right down to the DOT and SAE markings.

Assenmacher says maintenance managers and technicians need to be aware that non-compliant lighting equipment does exist and to know what to look for. "They're in the best position to see what's being installed on the truck or trailer," he explains. "They come face to face with lamps when they do repairs or buy replacements."

"Whether you're talking about lights or whether you're talking about wheel studs, it's a real issue," says George Cobham, the CEO of trailer maker Glasvan Great Dane. "Everything has an offshore copycat that's not DOT or SAE approved."

Cobham says the knockoff might look like the real thing, but it's priced below the approved version.

There'll always be somebody willing to buy on price alone, he says, adding "until somebody gets killed."

After all, it's not really about lights at all. It's about safety. ▲



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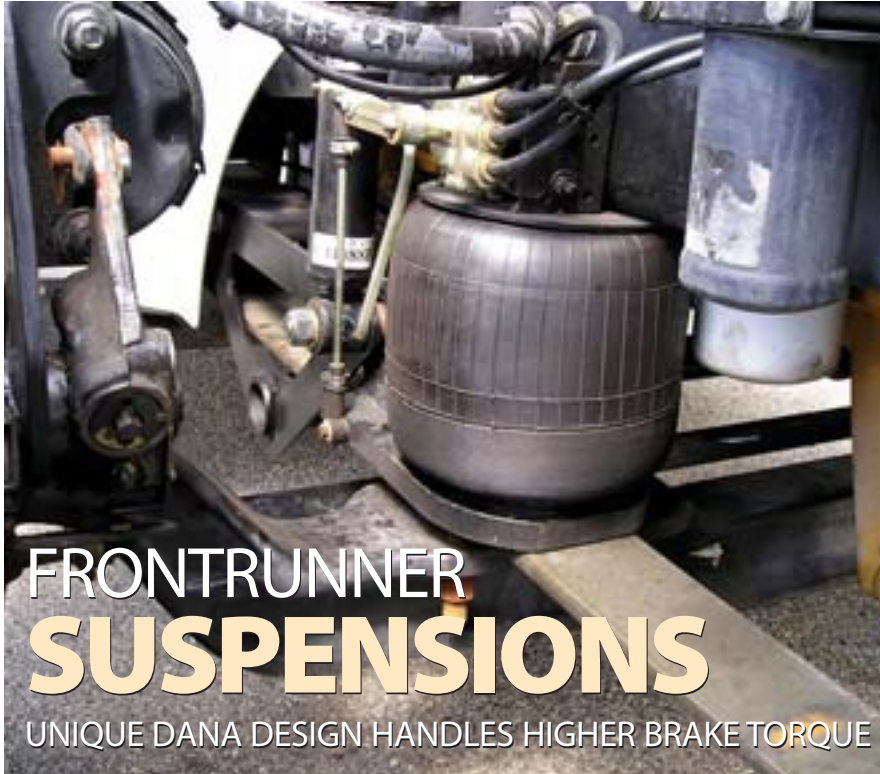
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FRONTRUNNER SUSPENSIONS

UNIQUE DANA DESIGN HANDLES HIGHER BRAKE TORQUE

Dana Spicer has developed a new air-ride steer-axle suspension system that significantly enhances handling and control characteristics while improving ride quality. The company's new FrontRunner suspension combines traditional steel taper-leaf springs with air springs and a patented roll-control device to overcome the age-old compromise between ride quality and roll stiffness.

The taper-leaf springs, said to be 2.5 times stiffer than existing products, provide lateral stability while the air-spring piston (pedestal) and the bag itself are optimized for variable spring rate. The key to the smooth ride lies in the unique hollow pedestal design, which provides a higher volume of air inside the spring. In addition, the base of the pedestal is tapered inward, creating a greater volume inside the airbag as it wraps itself around the pedestal while compressed. The larger volume of air improves ride.

The pedestal is mounted on a base that's wider than the air bag, limiting the downward travel of the lower end of the air spring, forcing it to expand outward, and dampening the downward travel. The result is large-air-spring performance from a relatively small spring.

Roll stiffness is accomplished through a unique roll-control tube fitted into the rear section of the suspension. As the weight is transferred from the right to the left side, the tube twists, absorbing and limiting the forces causing the vehicle to sway. The tube is triple-welded into the triangular brake-reaction links fitted to the suspension. Dana says the roll control tube can be tuned or "dialed in" to the exact OEM's ride-profile requirements.

The FrontRunner suspension was conceived to accommodate the higher front-axle brake torque that will result from

the Federal Motor Carrier Safety Administration's anticipated stopping-distance regulations, expected to be in place in 2007.

Mark Davis, Dana Spicer's product manager for steer axles, says reduced stopping-distance regulations will put more pressure on brakes and on front suspensions. "They will need to be larger and stronger to handle brake torque," he says. "While some fleets might settle for a poorer ride in order to meet the new stopping distance, FrontRunner will meet the requirements and maintain the ride."

The FrontRunner design accounts for larger brake torque through features such as the variable-rate air-spring assembly and brake-reaction links. These are a pair of triangular frames fitted to the rear portion of the taper-leaf spring which limits spring wind-up during a brake application and reducing brake dive dramatically.

Weight reduction up to 75 lb is possible with the FrontRunner suspension versus existing systems, Dana says. Additional weight savings is expected over suspensions designed for the higher loads from anticipated stopping distance regulations.

Some OEs are talking about 13,200-lb or 14,000-lb front axles to handle the higher brake torque coming with the new stopping distance rules, says Davis.

We see these regulations eventually dictating the use of larger torque steer-axle brakes.

"We see these regulations eventually dictating the use of larger torque steer-axle brakes. The design of the FrontRunner suspension has taken this into account and already accommodates these brakes."

FrontRunner suspensions will be compatible with most current steer axles and wheel-end equipment, allowing for continuity of existing assembly, maintenance, and service procedures. It's scheduled for limited release in April 2006, and is expected to achieve full production status during the fourth quarter of next year.

In Gear

VOLVO'S VT 800 DAYCAB

AIMED AT OWNER-OPERATORS,
HEAVY HAULERS

Like its long-haul VT 880 brother introduced earlier this year, the new VT 800 daycab from **Volvo Trucks North America** comes standard with the company's beefy D16 motor sporting up to 625 hp.

Aimed at owner-operators and applications such as heavy-haul flatbed, bulk products, and livestock hauling, the VT 800 has the same long-nose look as the 880. The big grille sits in front of a radiator and cooling system designed to handle the heat generated by current and future emissions-compliant engines. The new D16 comes in four ratings—500, 550, 600, and 625 hp—with torque maxing out at either 1850 or 2250 lb ft.

Four Cummins ISX engines are also on tap, with 475, 500, 530, or 565 hp, all with 1850 lb ft of torque.

Transmission offerings include Eaton Fuller RTO and RTLO 10-, 13-, and 18-speeds plus Eaton Autoshift 10- and 18-



Volvo's VT 800 Daycab

speeds. Rear axles by Meritor are available with ratings up to 46,000 lb, with Volvo air suspensions to match, while front axles up to 13,200 lb can be spec'd.

Based on our test drives of the VT 880, the daycab's long 134-in. BBC should produce a smooth and quiet ride. The cab has

been moved back 8 in., which isolates the driver from the engine. Exterior features include: a polished steel front bumper; a large chromed grille; polished or bright aluminum fuel tanks; outboard exhaust stacks; and polished aluminum step panels (with batteries and toolbox in behind).



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Inside the air-ride cab there's a tilt/telescoping steering wheel, "high-performance" climate control system, and double-sealed doors to keep out dirt, dust, water, and noise in challenging jobsites. Those doors stay closed during collisions, but open afterward, Volvo says. Other safety features include standard Enhanced Stability Technology, to help maintain control of the truck in slippery conditions and to help prevent rollovers. An air bag for the driver is also standard, as is an energy-absorbing steering column. The engine and transmission are designed to drop under the cab during frontal impacts, to prevent intrusion into the cab. *See your dealer or visit www.volvo.com/trucks/na/en-ca/*

EPA-COMPLIANT REEFERS

THERMO KING SET FOR 2008 AND BEYOND

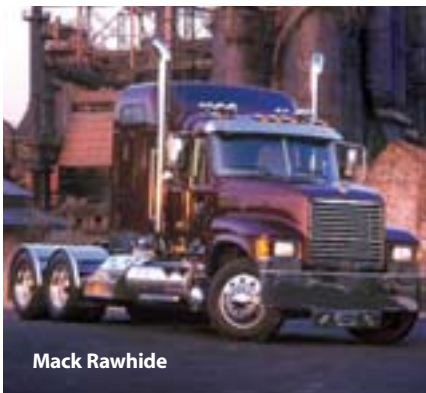
Thermo King says its truck reefer engines made as of this fall will not only adhere to the Environmental Protection Agency (EPA) Tier 2 emission limits but also the 2008 Interim Tier 4 requirements as well. And since there are no EPA demands for small engines (under 25 hp) beyond 2008, TK says customers buying its new 2005 truck units with Tier 2 engines are assured EPA compliance until 2016 and beyond. As of January 2005, the EPA required transport refrigeration manufacturers to begin using Tier 2 emission engines, but Thermo King requested an extension on the deadline. And got it. The company says it wanted to introduce new truck reefer



engines that would meet those rules and EPA's 2008 Interim Tier 4 demands at the same time. The new engines also meet Thermo King's plan for additional horsepower in the two-and three-cylinder package. *See your dealer or visit www.thermoking.com.*

MACK ADDS RAWHIDE MODELS

SUCCESS BREEDS A DAYCAB AND MORE Mack Trucks is adding daycab and 70-in. Mid-Rise sleeper versions to its new and successful Rawhide edition lineup. Inspired by a Canadian Mack dealer, it was introduced earlier this year in a 60-in. Mid-Rise configuration. They're taking orders now for the new models. The Rawhide edition is a premium version of the Mack CH model aimed at local and



regional haulers, featuring the 'Advantage' highway chassis. Benefits include a wide range of application-specific frame rail options and wheel cuts up to 50 degrees. Nearly every exterior component is in chrome or stainless steel. Inside there's a wood-grain dash and a wood-grain/chrome steering wheel along with classic 'button-tuck' upholstery. *See your dealer or visit www.macktrucks.com.*

INTERNATIONAL CLASS 5

THE NEW 4100 CONVENTIONAL International Truck and Engine has launched the International 4100, a new Class 5 conventional truck good for a wide variety of applications from construction to utility service needs. The 4100, with all the key features of the 4000 series, is built on a low-profile frame and comes in 17,800- and 19,500-lb GVW models. Its cab is available with air-ride suspension and in optional crew cab or extended configurations. It sports four-wheel hydraulic disc brakes equipped with 15-in. rotors, and the self-diagnosing Diamond Logic Electric system. Also available is Aware Vehicle Intelligence, a comprehensive telematics offering for improved fleet productivity. Built with an

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WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of September 13, 2005 • Updated prices at www.mjervin.com

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	111.9	2.0	93.4
VANCOUVER *	113.9	6.1	81.4
VICTORIA	110.4	-0.8	81.7
PRINCE GEORGE	104.6	0.7	78.7
KAMLOOPS	106.4		80.4
KELOWNA	109.2	1.3	83.1
YELLOWKNIFE	105.9	6.0	85.9
CALGARY *	93.6	2.2	74.4
RED DEER	94.3	6.0	75.1
EDMONTON	94.2	1.6	75.1
LETHBRIDGE	97.4		78.0
REGINA *	102.2	3.5	76.5
SASKATOON	101.4	2.4	75.8
PRINCE ALBERT	103.0	2.1	77.3
WINNIPEG *	98.4	0.8	76.5
BRANDON	102.1	4.5	79.9
TORONTO *	101.4	1.5	76.5
OTTAWA	100.2	1.6	75.3
WINDSOR	100.4		75.5
LONDON	99.5	7.6	74.7
SUDBURY	105.9	-1.5	80.7
SAULT STE MARIE	103.6	1.3	78.5
THUNDER BAY	101.7	2.0	76.7
NORTH BAY	105.5	-2.6	80.3
TIMMINS	101.9	-2.5	76.9
HAMILTON	100.3	-0.9	75.5
ST. CATHARINES	97.5		72.8
MONTRÉAL *	110.7	3.7	76.0
QUÉBEC	109.7	-1.0	75.1
SHERBROOKE	105.9	-5.0	71.9
GASPÉ	109.6	-0.7	75.1
CHICOUTIMI	106.7	-2.3	72.5
SAINT JOHN *	110.9	-1.2	75.5
FREDERICTON	110.5	-2.4	75.2
MONCTON	112.1	0.8	76.5
BATHURST	110.9	-1.5	75.5
HALIFAX *	107.9	0.5	74.5
SYDNEY	105.3	-3.7	72.1
YARMOUTH	110.6	-2.7	76.7
TRURO	109.9	-2.0	76.2
CHARLOTTETOWN *	105.8	-5.3	74.7
ST. JOHN'S *	119.4		83.3
GANDER	121.1		84.8
CORNER BROOK	119.4		83.3
CANADA AVERAGE (V)	103.7	2.6	76.5

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

PHILLIPS GUIDE TO ELECTRICAL, BRAKE COMPONENTS

A quick-reference guide to Fleet Essentials is now available from **Phillips Industries** listing the most frequently used products from their entire line of electrical and air-brake interface components. The eight page catalogue includes the most used sizes and applications of Phillips electrical coils, plugs, sockets, air coils, gladhands, primary wire, cable, connectors, shop tools, and other popular items. See www.phillipsind.com.

INTEGRATED HVAC/APU

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Freightliner Trucks is now offering an integrated auxiliary heating/air conditioning and power generation package as optional, factory-installed original equipment on new trucks. The "Idle Solutions" package, supplied by Dometic Environmental Corp. and Temco Metal

"GIVE ME 30 ACRES..."



Rodger Leslie, the executive vice president of **CANADA CARTAGE SYSTEM** and the grandson of the 91-year-old firm's founder, reports that as of Sept. 4, the carrier has consolidated its head office and main Ontario facility into this splashy new acreage in northwest Mississauga. Canada Cartage, a specialist in dedicated fleet services and a perennial on the Best-Managed-Companies-in-Canada roster, now has about 26,000 sq ft of office space; 50,000 sq ft of dockspace, and plenty of room to park and service their 850-odd power units and 1,400 trailers. Leslie says the company brass is always thinking of expansion in other ways, too. "We're constantly looking at acquisitions that fit our hub-and-spoke dedicated model," he says.

Products, will be available on new Century Class S/T, Columbia, Coronado, Classic, and Classic XL truck models. Installations will be made at Freightliner In-Service Centers. The system consists of a Dometic 14,000 BTU HVAC system and a Temco 7.2-kilowatt power generator. It's completely independent from the main engine and other truck systems.

The HVAC system consists of a condensing unit, mounted outside the cab, and a cooling/heating unit inside the sleeper. It provides 2,500 watts of heating capacity for cold weather. The Temco APU consists of a three-cylinder, liquid-cooled 15.8-horsepower Perkins diesel engine driving a 7.2-kilowatt generator using an average of 0.3 gallons per hour of diesel fuel. See your dealer or visit www.freightlinertrucks.com or www.idlesolutions.com.

COUPLING CATALOGUE

HOLLAND'S PRODUCTS WITH CROSS-REFERENCING

The **Holland Group's** new 2005 catalogue is a comprehensive listing of all Holland coupling products, specifications, and parts cross-referencing information. A user-friendly guide, it covers the complete line of pintle hooks, couplers, drawbars, tow shackles, tow hooks, pintle mounts, E-hitches (for the airline ground support industry) and accessories. It also includes information on Holland's NoLube pintle hooks and the new PH-210, PH-310, PH-410, and PH-411 series pintle hooks. The catalog contains a complete glossary and index of products by capacities for quick referencing. See www.thehollandgroupinc.com.



REAL-TIME INFO

MADDOCKS RELEASES MANAGEMENT TOOL

Maddocks Systems, developers of TruckMate for Windows enterprise software, now offer the Command Center, a management tool to provide fleet executives real-time performance

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"We, along with our valued sponsors, Freightliner Trucks, ArvinMeritor, Espar Heater Systems, Caterpillar, Chevron, Michelin, and OBAC, believe that owner-operators are a 'driving' force behind Canada's trucking industry. An under-appreciated force at that. So once again we honor one of these dedicated, professional truckers with our 2006 highwaySTAR of the Year Award."

Jim Park, *Editor highwaySTAR*

We Need Your NOMINATIONS!

Please nominate someone who truly deserves this award. Someone who is maybe a little bit special. Someone dedicated to professionalism, with a clean driving record and a clear commitment to safe driving and fuel efficiency. Possibly a person who gives something back, who is more involved in the industry and community than is utterly necessary. We're looking to recognize the whole person, not just the one at the wheel. This true "highwaySTAR" will be honored during the Truck World 2006 Show in Toronto, Ontario April 20-22, 2006.



\$250 cash if your nominee is chosen

Please take a moment to NOMINATE someone today.



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

I WOULD LIKE TO NOMINATE:

Name: _____

Contracted to: _____ or Independent

Home Address: _____

City: _____ Province: _____ Postal Code: _____

Tel. home: _____ Bus: _____ Mobile: _____

NOMINATED BY:

Name: _____

Relationship to nominee: family/spouse ; employer ; co-worker ; friend .

Address: _____

City: _____ Province: _____ Postal Code: _____

Tel. home: _____ Bus: _____ Mobile: _____

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

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

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

FAX THIS FORM TO (416) 614-8861. This form can also be found at www.highwaystar.ca and can be electronically submitted. You may e-mail your nomination with all of this information to jpark@highwaystarmagazine.com, or, mail this entry to:
 highwaySTAR of the Year
 451 Attwell Drive, Toronto, ON M9W 5C4
Deadline for entries is February 28, 2006.

Description of selection criteria

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

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

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

In Gear

information. In one central location managers can measure, analyze, and visually display vital information from every area of a trucking organization.

"The Command Center is designed to shift trucking fleets away from traditional information reporting to focusing on key performance indicators that drive revenue and business expansion," says Bob Maddocks, president and CEO of the company. Specifically, he says, it moves beyond "simple exception-alert tools."

The Command Center launches directly from the user's desktop, pulling data from daily and historical information entered by operational staff, including: dispatching, billing, customer service, and accounting departments. Managers can easily design customized screens of information, displayed in expandable cells that monitor the company's unique key performance indicators (chosen from hundreds available on-line designed for specific trucking segments). See a demonstration video at www.maddocks.ca/kpi or call 800-663-0626. Also see www.maddocksystems.com.

HUB LUBRICATION

WEBB WHEEL UPDATES TRAILER HUB LUBE BULLETIN

Webb Wheel has issued updated Service Bulletin #59, covering recommended oil and grease lubrication volumes for tapered spindle (Webb part #2023) and parallel spindle (Webb part #2343) trailer hubs. Webb Wheel offers optional lubrication fill plugs for most popular part numbers. The amount of lubrication required will vary depending on the hub-cap, seal, and lubrication manufacturer's recommendation. The updates follow the TMC Recommended Practice RP631A "Recommendation for Wheel End Lubrication." Download a copy at www.webbwheel.com/aftermarket/service-servicebulletins.html or call 256-775-7526.

TIRE CHAINS

KINEDYNE'S GRIP LINK STUD CHAIN

Kinedyne Canada has added the Grip Link Stud Tire Chain to its product lineup. It's said to be ideal for increasing



traction in oil fields and lumber yards, in mud and snow, including use on shunt trucks in slippery yards. The

chains are available in 22.5- and 24.5-in. sizes for single or dual tires. The chains are sold in a unique "easy-carry/easy-store" plastic pail and can be ordered directly from Kinedyne for quick delivery, with no need for bulk ordering in advance. Call 1-800-268-3530 or visit www.kinedynecanada.com.

PLATFORM SLIDERS

HENDRICKSON UNVEILS INTRAAX MODIFICATIONS

Hendrickson's INTRAAX platform sliders now accommodate a stop bar and feature additional crossmember openings for enhanced plumbing and wiring options, the company says. Resulting

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November 17 – November 18, 2005



2005 OTA CONVENTION

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THURSDAY, November 17, 2005

KICK OFF BREAKFAST

Græme Deans, Vice President of AT Kearney, will speak on how China will change the economy of North America



Græme Deans



INTERNATIONAL TRUCKING FORUM

Carriers and the heads of the trucking associations of Australia, Europe, New Zealand and the United States will join the CEO of the Canadian Trucking Alliance for a discussion of mutual operational issues and international regulatory trends.

VOLVO LUNCHEON

Brian Burke, President of the Anaheim Mighty Ducks



Brian Burke

THE MARKET: DON'T PUT YOUR BUSINESS IN REVERSE

CEOs from major US and Canadian carriers will discuss current market conditions and how shippers are testing the resolve of carriers.

WALL STREET OUTLOOK FOR TRUCKING

Thomas Albrecht, a leading Wall Street transportation market analyst will provide an economic outlook for the industry.



Thomas Albrecht

CROSSING THE BORDER – Q&A FOR OPERATIONS STAFF

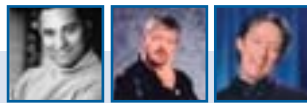
Getting across the border efficiently has become a major challenge for Canadian trucking companies. This session enables you to interact with bridge operators and customs officials about your border crossing issues.

CHAIRMAN'S RECEPTION

Sponsored by Marsh Canada

COMEDY FESTIVAL

Russell Peters, Glen Foster, Derek Edwards



Russell Peters

Glen Foster

Derek Edwards

FRIDAY, November 18, 2005

FROM THE DRIVER'S SEAT

Jim Johnston, president of Owner-Operator Independent Drivers Association (OOIDA) will discuss the future of owner-operators in the trucking industry. Truck drivers will provide their views and comments on the issues of the day. A group of carriers will respond.



Jim Johnston

SHIPPERS STRATEGIES FOR THE CAPACITY CRUNCH

Leading shippers from Canada and the US will provide insights into how they are ensuring they get the trucking service they need in a tight market.

USING TECHNOLOGY TO TRACK COSTS AND INCREASE PROFITABILITY

Learn how you can use leading edge technology to dramatically increase profitability by more accurately tracking costs.

BY THE NUMBERS: MEASURING YOUR COMPANY'S PERFORMANCE

Carriers and financial experts will discuss the standard ratios you should be looking at to measure your company's operating and financial performance.

FREIGHTLINER LUNCHEON

Mike Lipkin – Motivational Speaker



Mike Lipkin

TRUCKS AND TIRES: WHAT IS THE FUTURE?

Meeting the rules for the 2007 model year engines has been a challenge for engine and truck makers. 2010 is expected to be an even more difficult milestone.

HOW TO DEAL MORE EFFECTIVELY WITH YOUR BANK

Many companies are not getting full value from their banker. Hear how you can maximize your profitability through a better relationship with your banker.



Jann Arden

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Jann Arden



2005 TECHNICAL USERS CONFERENCE

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THURSDAY, November 17, 2005

POST 2002 DIESELS: A 300,000 MILE ASSESSMENT

Nearly three years have passed since fleets took delivery of post Oct. 1, 2002 diesel engines, mandated by EPA to meet 2004 emissions regulations. Panel discussion about key issues related to fuel economy, reliability and maintainability.

MAXIMIZING THE VALUE OF ENGINE DATA

Today's engines are sophisticated data collection devices, accumulating information about numerous on-vehicle parameters and events. Watch for even more data collection capability in the near future. Find out how fleets can use this data without becoming overwhelmed by it.

ONTARIO'S NEW REQUIREMENTS FOR ENHANCED TRAILER AIRBRAKE SYSTEMS

Recent concerns about the vulnerability of trailers built to the minimum requirements of '121' has prompted Ontario to require additional operating features to be incorporated into 5 and 6 axle trailers currently being manufactured. This may soon extend to all trailers with 3 or more axles. Find out what's different and why it's beneficial.

ADVANCED SAFETY TECHNOLOGIES ON THE HORIZON

Several different safety technologies on commercial motor vehicles are currently being tested and evaluated to reduce the number and severity of large truck fatalities and crashes. Find out about three systems the US is currently looking at: rollover crash avoidance systems; forwarding collision warning systems and lane departure warning systems.

FRIDAY, November 18, 2005

SPEC'ING, TESTING AND OPERATING FOR MAXIMUM FUEL ECONOMY

With diesel prices at historic highs, finding practical and cost effective ways of saving fuel matters more than ever to a fleet's bottom line. Session covers essentials of spec'ing, testing and operating equipment for maximum fuel economy.

MAXIMIZING TIRE LIFE THROUGH TOTAL VEHICLE ALIGNMENT

Have you developed a tolerance for the costs resulting from vehicle misalignment due to the high cost of maintaining alignment at a more precise level? Expert panel offers tips on how to improve total vehicle alignment through proper in-service inspections, preventative maintenance & component replacement.

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In Gear

largely from customer dialogue, these improvements are on suspension systems rolling off assembly lines now. New platform slider boxes feature notches in the ends of the main rail for use with industry-standard stop bars, and Hendrickson refined the pin boxes to provide a more robust seat for the stop bars. As with all Hendrickson sliding suspension systems, platform sliders now come fitted with a redesigned D-shaped locking pin and modified collar. Hendrickson added a variety of openings to the crossmembers of the slider box giving more options for plumbing and wiring required for ancillary equipment. Call toll free at 1-866-743-3247 or visit www.hendrickson-intl.com.

MEDIUM-DUTY EXHAUST BRAKE

FOR CAT, CUMMINS, INTERNATIONAL, AND HINO

The PRXB, **Pacbrake's** new premium exhaust brake, can be mated with Hino proprietary diesels as well as Cummins ISC/ISL/ISB, Cat C-7 3116/3126/3126B/



3126E, and Navistar DT466/DT466E/DT530/HT530E engines.

An exhaust brake is smaller and lighter than an engine brake, and quieter, which can make it attractive in city operations. According to the Pacbrake people, "...optimum retarding performance is

maintained by maximizing the exhaust backpressure throughout the entire rpm range." The PRXB automatically adjusts for lower engine speeds and there's almost no need to downshift, the maker says. It's invisible to the driver and is said to have higher midrange retarding power

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Allison
Transmission

than a standard exhaust brake. It maintains almost constant retarding torque and is claimed to offer 35 percent more retarding power than a standard exhaust brake at 1,500 rpm. *See your dealer or visit www.pacbrake.com.*

REEFER PM

THERMO KING'S NEW PM AND INSPECTION PROGRAM

Thermo King has launched Thermo Gard Bronze, a new preventive-maintenance and inspection program for Thermo King truck and trailer units delivered in 2005. Offered at no charge in conjunction with Ingersoll-Rand's 100th anniversary celebration, it's designed to save customers time and money by making unit maintenance easier. The program is part of a new family of maintenance solutions, which also includes the optional upgrade Silver (centralized billing), Gold (extended warranty), and Platinum (guaranteed maintenance) programs. The new Bronze program includes two interim inspections and one preventive-maintenance service for three years (up to a maximum of 6,000 hours) on new trailer and SB Classic units. Self-powered truck units receive one interim inspection and one preventive-maintenance service for two years, and vehicle-powered truck units receive two interim inspections for two years. All services are performed by certified technicians using only genuine TK parts. *See your dealer or www.thermoking.com.*

TOGGLE SWITCHES

REVERSING-POLARITY SWITCHES

Cole Hersee's new forward/reverse switches change the direction of permanent magnet motors and, when used in conjunction with a relay, can also control up/down, in/out, and rotate/counter-rotate motions on fleet, delivery, and utility trucks. They're useful for a variety of trucking applications such as raising and lowering tailgate hoists, winches, and platforms. These universal reversing-polarity toggle switches are available in momentary or maintained contact, blade or screw terminals, and with a regular or long handle. Sealed for weather protection,

they're said to withstand inclement conditions. *Call 617-268-2100 or visit www.colehersee.com.*

GRAPHIC EVIDENCE

VIDEO PROGRAM A HIT AT SAFETY MEETINGS

A short video program that stresses the importance of safe and defensive driving by illustrating the consequences of poor driving is now available from **ATA**

Associates Inc., a Houston, Texas-based accident reconstruction and litigation engineering firm. Entitled "A Simple Safety Session," the video uses dramatic crash-test footage, aftermath photos, and reconstruction animations to drive home the safe driving message. *Copies of the video program are available at no charge to the Canadian trucking industry. Contact 281-480-9847.*



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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 'Benchmark' 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.

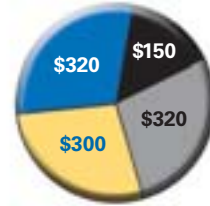
NOMINATIONS INVITED!

Please send us the name of a trucking company, big or small, that in your opinion merits inclusion in the Benchmark Series. It could be your own company or simply one you admire. Please call Editorial Director Rolf Lockwood at 416-614-5825 or e-mail him at lockwood@newcom.ca with your ideas.

The Hidden Costs of Underinflated Tires Are Staggering.

Dana Spicer® TIMS™ (Tire Inflation and Monitor System) extends tire life by actually measuring and maintaining tire pressure.

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*TMC RP235 2002 TMC/ATA: Tires underinflated by 10% will cause fuel penalties of around 0.5%. 10% underinflation can shorten tread life by 9 to 16%. Estimated yearly savings per trailer, assuming typical fuel costs of \$2.00 per gallon, an average of 6 mpg without TIMS, and standard 8-tire trailer configuration. **TRIB (Tire Retread Information Bureau)

FAST-ORDER FREIGHTLINERS

GET A COLUMBIA IN 30 DAYS

Freightliner Trucks, along with DaimlerChrysler Services Truck Finance, has announced the availability of model-year 2006 Columbias with a 30-day delivery time through a unique new program called Ready to Roll. Designed for small-fleet owners and owner-operators who have an immediate need for a truck, the new program allows customers to take advantage of fast truck delivery through



Freightliner Columbia

a combination of on-the-ground truck availability and a simple and expedited financing process. The program allows customers to purchase a dealer- or factory-stocked 2006 Freightliner Columbia with 24-hour credit approval. See your dealer or visit www.freightlinertrucks.com.

DANA LMS WHEEL-ENDS

FOR NEW HEAVY STEER AXLES

The newest heavy-duty **Dana Spicer** LMS hub system from Dana's Commercial Vehicle Systems group complements its new 20,000- and 22,000-lb steer axles.

Features include: precision-machined ConMet aluminum or iron hubs; premium, pre-adjusted wheel bearings; and high-performance Outrunner oil bath seals. An improved spindle-nut system is said to ensure proper torque for improved performance and increased safety. The system controls bearing adjustment and eliminates installation variables that can lead to end play, premature wheel-seal failure, brake-lining replacement, and wheel-bearing failure. The new LMS hub system is compatible with both drum and air disc brakes, with warranty up to three years or 350,000 miles. See www.roadranger.com.

WD-40 BREAKTHROUGH

NEVER LOSE THE RED STRAW AGAIN

WD-40 Co., maker of WD-40, the well known all-purpose lubricant and problem solver, has introduced the Smart Straw. Finally, a way to prevent losing the little red straw. Consumers have been asking for this, the company acknowledges, adding that it figures

more than 80 percent of WD-40 users have lost the straw at some point. The new Smart Straw involves a new packaging design. It comes in a 12-oz can and sprays two ways: as a stream through the permanently attached straw for hard-to-reach jobs, or with the straw folded down, via a wide-area sprayer to cover larger surface areas. See www.wd40.com. ▲

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Today's Trucking
October 2005

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DATE

*** ATTENTION TRUCK OPERATORS... YOU MUST ANSWER QUESTIONS 1 THRU 5 IN FULL.**

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

NAME _____ TITLE _____
 COMPANY NAME _____
 COMPANY ADDRESS _____
 CITY _____ PROV. _____ POSTAL CODE _____
 TEL () _____ FAX () _____
 E-MAIL _____

1 HOW MANY VEHICLES ARE BASED AT (OR CONTROLLED FROM) THIS LOCATION? PLEASE INDICATE QUANTITIES BY TYPE

TRUCKS _____ TRUCK TRACTORS _____
 TRAILERS _____ BUSES _____
 OFF ROAD VEHICLES _____

2 ARE ANY OF THESE VEHICLES ...

A. In any of the following Gross Vehicle Weight Classes?
 Class 8: 33,001 lbs. GVW & Over Yes No
 Class 7: 26,001 to 33,000 GVW Yes No
 Class 6: 19,501 to 26,000 GVW Yes No
 Class 3,4, or 5: 10,001 to 19,500 GVW Yes No
 Class 1 or 2: Under 10,000 lbs. GVW Yes No

B. Refrigerated Yes No

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

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

(A) For-hire (Common & Contract Trucking)
 (B) Lease-Rental
 (C) Food & Beverage Production/Distribution
 (D) Farming
 (E) Government (Fed., Prov., Local)
 (F) Public Utility (electric, gas, telephone)
 (G) Construction/Mining/Sand & Gravel
 (H) Petroleum/Dry Bulk/Chemicals/Tank
 (I) Manufacturing/Processing
 (J) Retail/Wholesale/Delivery
 (K) Logging/Lumber
 (L) Bus Transportation
 (M) Moving & Storage
 (N) Waste Management
 (O) Other

5 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)
- 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 (engine, transmissions, exhaust)
- 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

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/USED VEHICLE DEALER/trucks, tractors, trailers.
- HEAVY DUTY WHOLESALER/components, parts, supplies or equipment.
- INDEPENDENT FLEET SERVICE/REPAIR SPECIALIST
- OTHER (Specify) _____

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Espar www.espar.com	22, 63	National Truck League www.nationaltruckleague.com	64	Truck World 2006 www.truckworld.ca	24
Firestone www.bridgestone-firestone.com	65	Ontario Trucking Association www.ontruck.org	69	Ultramar www.ultramar.ca	79
Forster Instruments phone: 1-800/661-2994; 905/795-0555	68	PeopleNet Communications www.peoplenetonline.com	15	Virtual Dispatch www.virtualdispatch.com	77
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By Peter Carter

Would You Like Flies With That?

How to make yourself understood to new Canadian drivers

I don't know how those guys do it. I'm talking about guys like my wife's cousin Janusz. (That's pronounced Yawn-oosh). He arrived from Poland about 17 years ago, and because he was an OTR driver in Europe, his first job here had him hauling dry vans from Toronto down to the Eastern Seaboard.

He has since left trucking. It wasn't the money. Chief among the reasons he quit was, as he said, "drivers here don't get enough respect."

He's in the car business now and doing very nicely; his kids have excelled at Canadian universities and his English is fabulous.

But when he first arrived? Not a word. Nada. Or as they say in Polish, "nic".

But did that stop him? Nosireebob.

How he cleared customs is beyond me. That he handled the graveyard-shift dock hands in downtown Bayonne is astounding. When you don't speak the local language, just going to the can can be a royal nuisance.

Me, I have a hard time buying coffee in parts of La Belle Province.

The thing is, our industry teems with guys like Janusz, but you don't have to spend time at a crossdock to know what I'm talking about.

Last week, at a McDonald's drive-through, I almost gave up any hope of getting lunch because when the nice young woman on the other end of the take-out ordering screen read my order back to me, I hadn't the foggiest idea whether she had it right or not.

And the amazing thing was, her first language was English. Really. She grew up in India and her English was probably as good as mine. (I asked her later, when I finally got to the window.) It was just an accent thing.

But still, I'm dialect impaired. And it can be frustrating.

Help for people like me is, I'm happy to report, available. In the person of my aforementioned wife.

Helena is from Poland. Polish is her first language. She has tons of Polish relatives and she's related to a good deal of Germany as well.

She also has a master's degree from the University of Toronto in speech/language therapy. Helena has done extensive work with the deaf, the hard of hearing, and stroke victims.

She knows a thing or three about overcoming communication barriers. And here's what she told me about bridging the accent gap.

First, she says, if you can't understand what a person says to you, don't pretend you can. As tempting as it might be, faking it will only make things worse.

Second, raising your voice won't help. Lots of people do it, as if being louder will make you or them more understandable.

Third, speak slowly. Anybody with high-school French knows



When you don't speak the local language, just going to the can can be a royal nuisance.

that feeling you get when you stop in a Quebec restaurant, carefully choose your words and get your message across to the waiter, only to have him rapid-fire his response back at you. In French. And you feel dumber than you did before you started.

So if the person you're speaking to is having a difficult time making himself understood, odds are that he would appreciate you speaking slowly.

Help the speaker. Fill in the blanks. Instead of saying "pardon" repeat back to the individual the parts you did understand.

Here's Helena on filling in the blanks: "Instead of saying 'what?,' try 'so you said go left at Petrocan and then right at the....' Let him fill in the blanks."

Also, make it easy if you can. Use maps or even little sketches to help yourself be understood.

Put yourself in a new Canadian's Nikes for a minute and think about seeing all manner of new words, foreign signs, and strange-sounding letters. Often, you can't tell a noun from a surname. Alien words all sound alike. So careful how you toss the idioms around. Throwing a "Yessiree Bob" into the mix can be mighty confusing.

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

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