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Schneider  
National's  
Don Osterberg

December 2009  
[www.todaystrucking.com](http://www.todaystrucking.com)

# Today's Trucking

The Business Magazine of Canada's Trucking Industry

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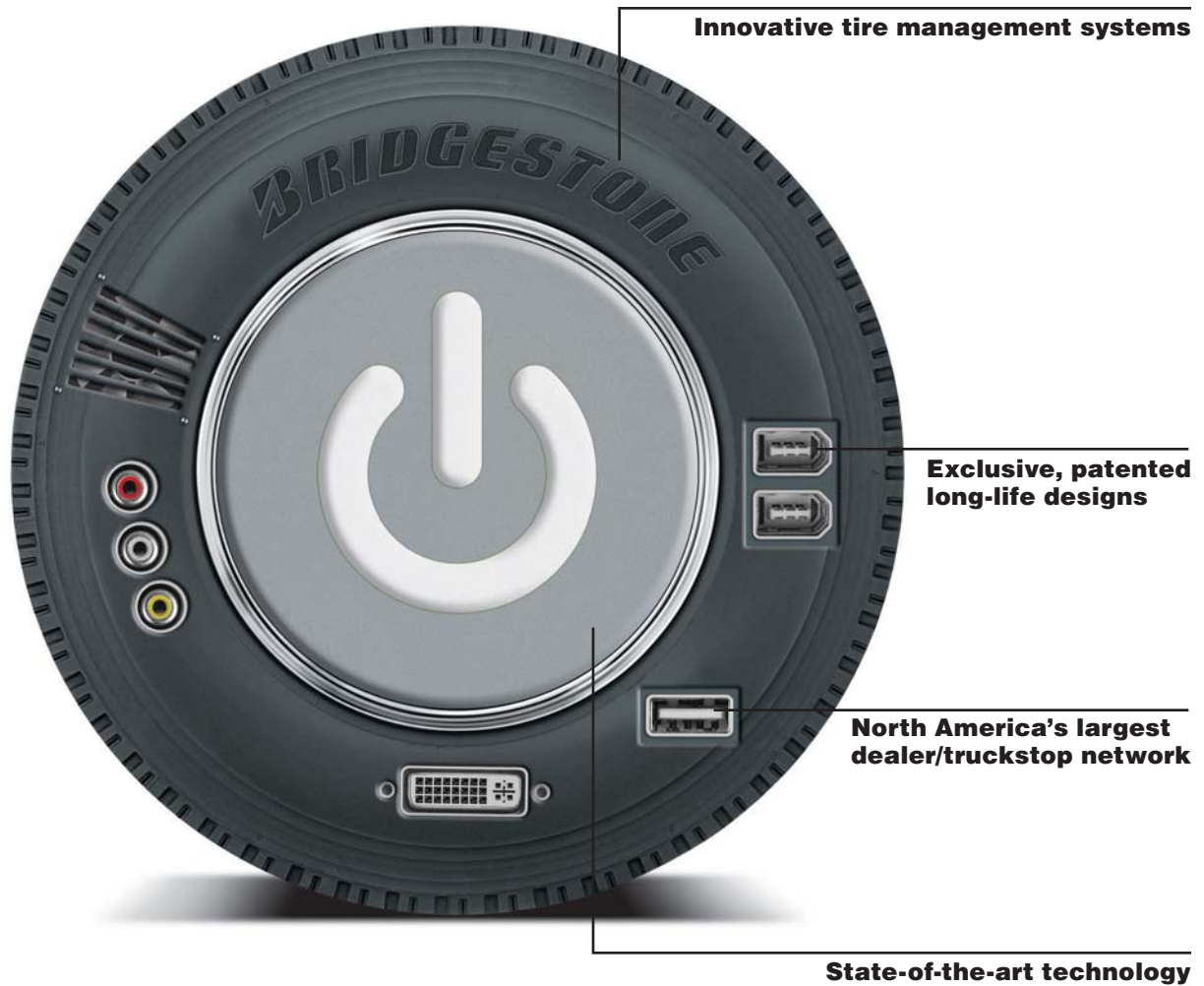
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# Today's Trucking

The Business Magazine of Canada's Trucking Industry

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Award Winner**



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## Braking new ground

Re: "Big Shoes to Fill," by Rolf Lockwood, Nov. '09.

Back in 1979 we ran reefer trucks with disc brakes from Winnipeg to Vancouver. At first, we had discs made by BFGoodrich on GMC Astros but then switched to Kelsey-Hayes.

The Kelsey-Hayes company was good about keeping us supplied with parts because we were testing their equipment for them.

The discs worked very well. The only problem was drivers knew they had the stopping power.

So they'd go through linings very quickly.

The brakes were great and the maintenance was simpler but there was a lot more maintenance because the drivers relied on them more heavily.

They'd go down the Rogers at 55 mph when they should have been doing 25 mph; and we'd be going through a set of shoes every two weeks.

George Smith,

Winnipeg.

## Hours of service made simple

The problem with the hours of service rules is the people who are writing the rules have never worked in the industry and don't know how hard it is to make a living.

If they re-write the rules, the public have to pay because the trips will be longer and rates will go up. It seems that

## Letters

we need to get people involved in the rule-making who are in the industry, and we must educate the enforcement people. Every time we encounter one of them it seems that they interpret the rules to their own satisfaction. The bottom line is the enforcement officers need to be on the same page, and the rules should be written so there is no need to "Interpret" them; just follow them.

Erv Klassen,  
Abbotsford, B.C.

## One tough sledder

We've all heard of the "highway of heroes." But all highways have heroes and most of them are truckers. Believe it or not, 11 years ago I traveled across Canada by dog team. It was a 7,000-km adventure and on more than one occasion, I found myself in a pickle that I would never have escaped had it not been for the kindness of truckers. So thanks to all those drivers out there who helped make the trek a success. This



**KENORA BOREALIS:** Linda and her crew on the Trans-Canada west of Thunder Bay.

is just to let you know that there will soon be an audio book out covering the first year of the journey and it'd make interesting reading for anybody who has explored this nation's highways and byways. If you'd like to know more, ask your local truck stop for "Five Dog Night" by Linda Fair, or order it directly from muttlycrew@hotmail.com or through Fairberry Press, R.R. #2, Thorsby, AB T0C 2P0.

Linda Fair,  
Thorsby, AB.

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



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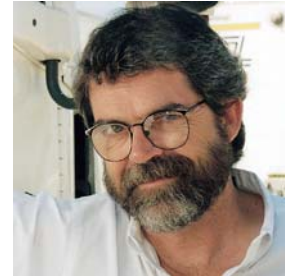


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**Mobil Delvac**  
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By Rolf Lockwood



# Dust in Your Wake

Summing things up at the end of 12 ugly, forgettable months.

Here we are with the last issue of a tough, grinding year and I'm searching for bright spots to write about. I do keep hearing that things are looking better, but they're not obvious to me, nor to most fleet owners I know. And owner-operators? Not happy campers, though I do not believe that they're a dying breed.

That's become a fairly common refrain but I think the one-truck man is the very backbone of what we are, the man who renders fleets flexible, especially small ones without the capital to expand at will. The man who'll happily haul that payload from one end of the continent to the other, turn around and do it again. Nobody's more motivated. The Canadian owner-operator isn't going anywhere.

It's no surprise that I have trouble seeing bright lights in the distance. Nobody calls to say they love trucking, after all, even though the vast majority of you do. Nobody grabs me at a show and says I love my truck, even though most of them are lavished with affection. Typically I only hear about the bad stuff.

About fleets that take away things like a very modest payment for border waits, claiming hard times and forcing drivers to eat that delay the way they eat the six hours waiting to be unloaded. And we wonder why it's tough to attract young'uns to the occupation. Listen, folks, if I'm stuck in your truck at the border, at the receiver's dock, I'm working. There's no other way to see it. To hell with precedent, I'm working and I deserve to be paid.

I hear about fleets that are victimized themselves with what amounts to 'lemon' engines, in fact what seems to be a lousy design in the first place. Not just one bad motor but 25 of them in one case I know well, rendering those trucks near useless, downtime hogs with rock-bottom resale value.

And I hear about cases like this next one, though—thankfully—it isn't entirely typical. It's the story of a husband-and-wife owner-operator team with what may be the worst truck in history, yet the OEM in question seems to want to wash its hands of them.



I'm not going to name names here, tempted though I am, but try this on for size: four transmissions and three wiring harnesses in 16 months from new, plus myriad lesser issues that together mean the truck's almost been in the shop more than on the road since they bought it. This couple is near ruin.

I could add other such issues and stories to the list but that's enough, because I fear they're evidence of a new strain of heartlessness in our industry. Hard times will do that, I guess. But tell me, am I wrong to be cynical?

Thankfully, given that I can and do travel to all corners of trucking, geographically and otherwise, things are somewhat balanced. For me at least. It's an advantage that 99 percent of you don't have, and I'm mighty glad of it. Because while I see the ugly side of things all too often, I also see its opposite.

**Nobody's more motivated. The Canadian owner-operator isn't going anywhere.**

Like the pure independent trucker I spent time with a week ago, a guy in his 30s who's been trucking about half his life, and almost none of it for anyone else. He's done flats, he's done logs, and now he's busy on the highway hauling produce. Two trucks, two trailers, and a can-do attitude.

The week before I had a few hours with a fleet owner who anticipated all this economic woe and downsized his fleet substantially in preparation. It worked. He's suffering like everyone else but he's not really threatened. Better yet, he got religion and has embraced the idea that reducing his 'carbon footprint' isn't so much an environmental enterprise as it is a fine way to make his operation more efficient. Like me, he's no tree hugger, just a pragmatist. And don't forget the can-do attitude.

So let's end the year on that note. I may have ample reason to be cynical but the players in this game are as good as they get in any industry. Now, if I could only see more heart.

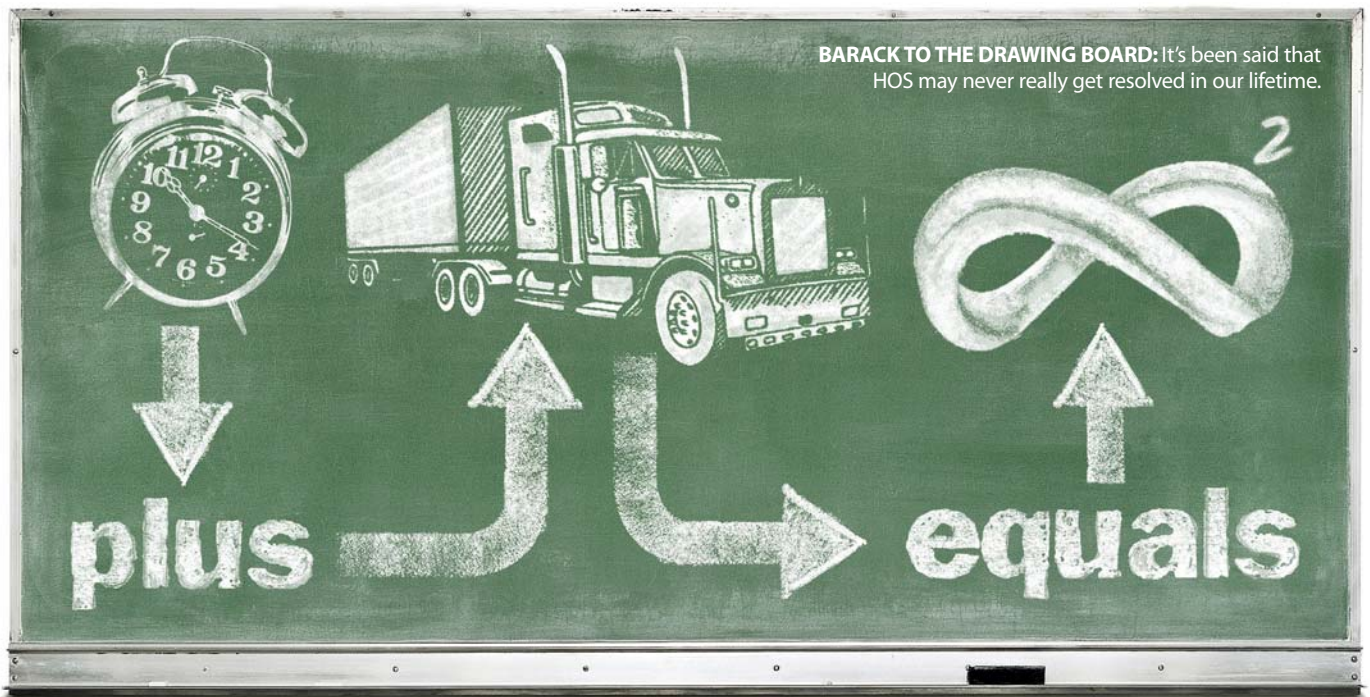
Merry Christmas, and may 2010 render this past year a cloud of dust in your wake. ▲

Rolf Lockwood is vice president, editorial, at Newcom Business Media. You can reach him at 416-614-5825 or [rolf@todaystrucking.com](mailto:rolf@todaystrucking.com).



# Dispatch

BY MARCO BEGHETTO



## Turning Back the Clock

Under new orders, the DOT will backtrack on HOS. Hope that the rules can get more flexible is “wishful thinking.”

Since the last American hours-of-service rules took effect in 2004, truck-related crash fatality rates in the U.S. have been steadily dropping, culminating last year with the lowest level ever on record. Impressive right? So

much so that after five years in operation, the U.S. Department of Transport (DOT) has decided to scrap the current rule and chalk up a new one.

It's often said that government departments adapt to the characteristics of the

ruling administration. That would make sense for the DOT, which during the Bush years had such a difficult time communicating the safety-related evidence in the face of court challenges from special interest groups and unions. Now, it

appears that an Obama-led DOT will appease those same groups, which have been ferociously attacking the foundations of the rule from day one on the dubious claim they create tired truckers and more dangerous roads.



# Myths

In a joint statement, Public Citizen, Advocates for Highway and Auto Safety and the Teamsters announced that they agreed to put down their swords and halt their third court challenge of the rules on the assurance that the DOT will redraft new regulations within nine months and publish a new final rule in 21 months.

Twice, courts forced the FMCSA to revise the rules. In 2004, the U.S. Court of Appeals threw them out because they failed "to consider the impact on the health of drivers."

The government complied with a court order to tighten up the rules—much to the chagrin of many carriers and drivers—by dumping the popular split sleeper berth provision. Drivers were required to take eight consecutive hours off rather than be allowed to split their 10 off-duty hours into two periods of their own choosing.

The rules, based heavily on circadian sleep rhythm science, generally allow drivers to drive 11 hours, one more than previously permitted, but require them to take more time off in a day, including the eight consecutive hours off. Plus, the rules shut drivers down at 60 hours in a week.

In 2007, after another round in court, FMCSA was

ordered to better explain its justification for adopting the 11-hour drive time and 34-hour restart provisions. The agency did that and the provisions have since been upheld, triggering the last challenge by Public Citizen et al.

The American Trucking Associations (ATA) has spent years refuting "myths", oft-repeated by mainstream media, that the current rules allows significantly longer driving and on-duty times in a week than the pre-2004 rules. "Longer hypothetical hours in driving and duty schedules" envisioned by critics "requires an imaginary world with nearly perfect logistics," states ATA. "In the real world, drivers have found that the restart gives them more rest and time off, not less." Ironically, although the groups claim to advocate the well-being of drivers, the biggest complaint wheelmen have is that the split sleeper allowance from the original 2004 rule was scrapped after the first challenge.

"The critics just don't get it," says Canadian driver Robin Doherty. "There is nothing wrong with the rules except for the removal of the split sleeper option. If there is anything in the rules that is contributing to tired drivers behind the wheel it would be that."

**ROAD OPERA:** The Windsor-Detroit bridge saga continues.



## GATEWAY GOSSIP

**S**ometimes it appears that plans to build a new public truck crossing between Detroit and Windsor, Ont., are about as sturdy as a wide-loaded truck crossing the Confederation Bridge on a windy day.

On the U.S. side, the Detroit River International Crossing (DRIC) survived yet another attempt by cynical politicians this fall to sink the binational border study team.

A Michigan budget passed allowing the bridge-planning group to continue its design, engineering and environmental work.

However, the Michigan Department of Transportation (MDOT) budget for spending on DRIC is capped at \$2.5 million for 2010 (DRIC will still have about \$12.5 to spend thanks to an 80/20-percent match from the federal government).

The budget, passed just a few hours before the end of the state fiscal year, also prohibits activities that bind the state to any construction work.

Vehemently opposed to DRIC is the owner of the private Ambassador Bridge, Matty Moroun. His criticisms are shared by a handful of state legislators, including Senate Majority Floor Leader Alan Cropsey, who has been trying to kill funding

to DRIC for years.

Meanwhile, Maroun had been busy fending off his own government challengers. U.S. Rep. John Dingell, (D-Mich) obtained a private safety report of the Ambassador and threatened to release it.

The inspection was ordered in 2007 by the U.S. Federal Highway Administration before it would approve construction of the \$230-million Gateway project in Detroit.

The bridge company quickly obtained a restraining order preventing the report from being publicized, arguing that its release could irreparably harm the company.

A U.S. District Judge didn't think that would happen and allowed Dingell to distribute it to media. In the end, the episode was about as climactic as turning a calendar page, as the engineering firm concluded the Ambassador was in overall "fair" condition. Though, the once-secret report did note that there are some minor problems that needed attention such as cracks, corrosion, exposed electrical wiring and missing rivets.

A bridge spokesperson said that every deficiency identified in the report has either been fixed or is in the process of being corrected.



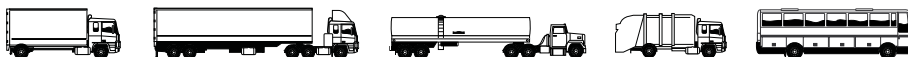
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Curiously, neither the DOT nor its Federal Motor Carrier Safety Association (FMCSA) arm issued an official press release after the announcement from Public Citizen. Asked for a comment by *Today's Trucking*, U.S. Transport Secretary Ray LaHood emailed the following statement: "Safety is our highest priority at the [DOT] and so we believe that starting over and developing a rule that can help save lives is the smart thing to do."

But, as ATA President Bill Graves responded in a letter to the department, it's "extremely perplex[ing]" that the DOT would backtrack after all this time considering the overwhelming data that highway safety has improved under the existing rules.

"As officials have pointed out on many occasions, both

the available scientific research and the safety data provide a strong and substantial basis for retaining the existing HOS rules," Graves said in his letter.

His Canadian counterpart, David Bradley of the Canadian Trucking Alliance (CTA) says there's little doubt the move is politically motivated. "Although somewhat of a bombshell, it was not out of the question that the anti-truck groups would prevail considering the new administration is talking tougher with respect to truck safety and it is one that owes a lot of its political credit to the unions."

According to Washington-based online logistics magazine *DC Velocity*, behind-the-scenes powerbrokering was definitely at play. The publication revealed that the

DOT caved-in because a senator loyal to unions was interfering with the nomination of former Baltimore Trucking Association boss Anne Ferro as FMCSA administrator. It remains unclear if Ferro, who defended the current rules during her Senate testimony, was aware such a deal was being negotiated before accepting the nomination.

### WINDS BLOWING NORTH?

While Bradley doesn't think a rewrite stateside would immediately undermine the Canadian federal rules (which, he notes, have "their own problems" being adopted by all the provinces), Bradley did say that it "will certainly be a big issue for cross border trucking" if the two sets of rules "become more incompatible."

(A comment on the matter from Transport Canada officials wasn't received by press time).

Owner-operators Business Association of Canada (OBAC) executive director Joanne Ritchie doesn't think Canada would be able to hold firm on its own rules for very long if the two regimes differ significantly. "Both countries cannot manage totally different regulations," she says, adding she's disappointed by the revision, but admits it was probably "unavoidable [since] the pressure groups have been hammering for a revision for years."

She says the timing couldn't be worse for independent drivers who are already overburdened with compliance costs in this depressed economy.



## LOG BOOK

Go online for more events, visit [www.todaystrucking.com](http://www.todaystrucking.com)

### Jan. 10-14

#### Transportation Research Board 89th Annual Meeting

Marriott Wardman Park,  
Washington, DC.

**Contact:** 866/229-3691

**Website:** [www.trb.org](http://www.trb.org)

### Jan. 18

#### Heavy Duty Manufacturers Association's Heavy Duty Dialogue

The Mirage, Las Vegas.

**Contact:** 919-406-8847

**Website:** [www.hdma.org](http://www.hdma.org)

### Jan 19-21

#### Heavy Duty Aftermarket Week 2010

The Mirage, Las Vegas  
Following HDMA's Heavy  
Duty Dialogue.

**Contact:** 708-226-1300

**Website:** [www.hdaw.org](http://www.hdaw.org)

### Jan. 20-22

#### Associated Equipment Distributors (AED), 2010 Annual Meeting & CONDEX Show

Henry B. Gonzalez Convention Center,  
San Antonio, Tex.

**Contact:** 800/388-0650 x334

**Website:** [www.aednet.org](http://www.aednet.org)

### Feb 2-5

#### 2010 TMC Annual Meeting

Tampa Convention Center, Tampa, FL

**Contact:** 703/838-1763 or email

[tmc@trucking.org](mailto:tmc@trucking.org)

**Website:** [www.truckline.com](http://www.truckline.com)

### Feb. 10-11

#### Hybrid Vehicle Technologies Symposium

Doubletree Hotel San Diego Mission Valley,  
San Diego, California

**Contact:** 248/273-4085

**Website:** [www.sae.org](http://www.sae.org)

### Feb. 17-19

#### Future of Trucking Symposium

University of Winnipeg, Winnipeg

**Contact:** Paul D. Larson at:

[larson@cc.umanitoba.ca](mailto:larson@cc.umanitoba.ca); 204/474-6054

**Website:** [www.umanitoba.ca/asper/ti/](http://www.umanitoba.ca/asper/ti/)

### Feb. 22-24

#### Schulich Executive Education Centre: The Logistics Management Course

Miles S. Nadal Management Centre, Toronto

**Contact:** 416-360-8850

**Website:**

[www.seec.schulich.yorku.ca/home/](http://www.seec.schulich.yorku.ca/home/)

### Mar. 2-3

#### The Strategic Supply Chain Management Forum

Toronto Board of Trade, Toronto

**Contact:** Rhonda Bradbury at

416/481-1904

**Website:** [www.conferenceboard.ca/conf](http://www.conferenceboard.ca/conf)

## Back on Track?

— FROM MARCO BEGHETTO'S RIGHT TURN BLOG



**November 5, 2009:**

There's been lots of noise this week about rail making a big comeback after Warren Buffett—one of the world's savviest investors—went **"all-in" by putting over \$34 billion down on the tracks.**

While his confidence in the future of the general freight market should be encouraging to truckers as well, much has been made by freight analysts that, long-term, the scales could be tipping away from highways.

This **interesting Forbes article** says as much:

*Two big trends are conspiring to make rail attractive, not only to Berkshire Hathaway, but to shippers everywhere in North America.*

*The first is America's failing roadways... Crumbling roads and bridges, extended transportation delays and added uncertainty in supply chains based on truck haulage.*

*The second trend is environmental pressures adding cost to road transport. Regardless of whether cap-and-trade legislation passes anytime soon, it is clear that environmental costs, including carbon emissions, will impact logistics choices by big shippers.*

I believe many of these points, along with the fact that diesel prices will skyrocket once again, are mostly true. But what's missing—and what's always missing whenever we hear about an inevitable rail renaissance—is that the sector has been here many times before.

Fuel prices cripple truckers and related surcharges frustrate shippers every few years; congestion is mostly an urban issue and, arguably, more trucks would be needed at those major rail stops along the line to load and offload the additional freight; plus, trucks have been coping with far more stringent engine and fuel rules than rail for years.



Yet, over and over rail has failed to react. It hasn't been able to take advantage of similar friendly market conditions before; it's slow and inflexible and, in Canada at least, bogged down by union grievances all the time.

So, we'll see...

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Instead, the Owner-Operator Independent Drivers Association (OOIDA), who were interveners in the recent court action, says that opening the books means an opportunity to address other safety issues, such as exploring shippers' responsibility for loading and unloading, allowing more short rest periods, and including a split sleeper berth for team operations. "Truckers need the flexibility to get rest when needed rather than more restrictive rules," said Jim Johnston, OOIDA presi-

dent and CEO.

The CTA's David Bradley says carriers as well would welcome some of those provisions, but believes they're wishful thinking on the part of truckers. "I don't have a crystal ball, but the chances that things get tighter as opposed to more flexible are significantly greater today than they were [before]. Clearly the things the opponents have focused on—the 11 hours and 34-hour restart—are going to be under the microscope. It's going to be a fight to keep those things."

Bradley also points out that, ironically, Canada's rules are arguably more flexible than the Americans' and yet "safety hasn't at all been denigrated," north of the border. As such, despite their safety record, the U.S. rules have always been at the mercy of political whims.

Joanne Ritchie too echoes a thought expressed by former FMCSA director Annette Sandberg, who, before leaving the agency in 2006, said she didn't think HOS would ever be settled in our lifetime. "This debate," says Ritchie, "has been going

on since 1995. Fifteen years later, we still don't have a rule that satisfies everybody. If the industry hasn't been able to agree on a rule in 15 years, we will likely never will get one."

For Public Citizen and the Teamsters, though, "never" could be closer than many truckers would like to think.

## Drivers

### Fatigue Program Test Put to Rest

As special interest groups, unions and trucking lobbyists continue to battle over hours-of-service regulations, a separate body of government and industry stakeholders has quietly been working on a new approach to battling driver fatigue and the results are finally in.

Launched about a decade ago, the North American Fatigue Management Program (FMP) wrapped up its third phase of testing and the details are expected to be published as this issue hits the streets.

Roger Clarke, executive director of vehicle safety and carrier services with Alberta Transportation, says the last version of the report didn't require many changes and should be accepted by Transport Canada as is.

The FMP was launched in Alberta at the start of the millennium, but included participants in eastern Canada and the U.S.

The project was designed to determine when truckers should be driving or whether they need to pull over, based on personal differences involving health issues, a driver's circadian rhythm, his scheduling, and



lifestyle variances.

“It’s a way to ensure professional drivers don’t fall asleep at the wheel; basically that’s what hours-of-service is—fatigue management,” noted Clarke back in 2008. “It’s not just (about) one thing and that’s why it’s comprehensive.”

Phase three of the FMP began in 2007 and was operated in three different regions by three different carriers: ECL in Alberta, Robert Transport in Quebec, and J.B. Hunt in California.

In total, 77 drivers participated in the project and following sleep screening results, 71 percent were diagnosed with sleep apnea—39 percent with a moderate to severe case.

One of the conclusions of the FMP is that during driver on-duty days participants had more sleep during the “main sleep period,” improved sleep quality, less reported fatigue and fewer reported critical events, but more PVT minor lapses.

For carriers, the FMP led to improved knowledge, perceived effort and experience, regarding fatigue management. As well, in Quebec, drivers experienced a reduction in crashes and convictions, and a reduced number of sick days.

With positive results in the books, the roll out of the program is up next. Procedures for carriers to implement an FMP will be developed, along with training materials, medical health protocols, and a business case for carriers.

“Carriers will have to do their own math to see if it makes sense for them,” notes Clarke. “It will all be up on a

## EXHIBIT EPA

**Y**ou may know the **Environmental Protection Agency (EPA)** as the gargantuan U.S. government agency in charge of pollution controls. But one heavy truck and engine maker thinks the enviro watchdog is in the pollution-licensing game—at least as far as its competitors are involved—and is opposing attempts by the EPA to delay a lawsuit brought against it.

Navistar—which, as it’s well known by now—is the only major truck OEM not using selective catalytic reduction (SCR) technology in upcoming 2010 engines. It is suing the EPA for what it claims is the agency’s betrayal of its own official guidance, issued 2001, which states that SCR would not be a feasible technology.

In particular, Navistar contends EPA is improperly allowing SCR systems to incorporate a ‘ramped shutdown’ feature in case the diesel exhaust fluid (DEF) required for those engines runs dry. Navistar likens this allowance to a “licence to pollute” and “pollution for convenience.”

In late October, EPA asked a federal appeals court to grant a 60-day stay (which, incidentally, would expire just as the Jan. 1, 2010 emissions regulations take effect). The delay would give the agency time to revise the original guidance in order “to address Navistar’s concerns,” EPA says.

In recent court filings, EPA stated that the 2001 guidance is not binding and was only meant to advise truck OEMs of potentially acceptable solutions that could meet the agency’s 2010 emissions regulations.

Navistar—which will not be ready with a heavy-duty engine that meets EPA’s targets by Jan. 1 (For a finite period, it will use emissions credits it has earned to continue selling existing models and offset the full 2010 demands)—isn’t budging from its challenge, however.

It said that the EPA’s request is “a pointless strategic maneuver” and that “tinkering with the guidance will not address the issues Navistar has raised in this litigation.”

Navistar’s opposition to SCR as an approved 2010 engine solution has led to some heated exchanges between the Chicago-based company and many of its competitors in the heavy-duty truck market.



Navistar says ‘no way’ to EPA stay.

website for everyone to view, and any carrier that wants to use it can use it.”

It could be a year before the final product is finished, but when it is produced, Clarke insists it’s not meant to replace current HOS regulations. The FMP, in fact, was conducted within the current HoS regulations in mind, so the two can mutually coincide.

“It was developed as a voluntary program,” says Clarke. “It’s not a regulatory thing, but it’s a smart thing.”

— Steve MacLeod

## Futuretech Green Mile Paved to 2030

You won’t be able to beam truckers in and out of cabs as their hours-of-service rules run out, but the future certainly holds a lot of other technological possibilities for transport and logistics, including, perhaps, auto-guided vehicles and fully-integrated modal “coopetition.”

Futuristic unmanned transport equipment and other predictions—such as

those related to rising energy prices, reverse-globalization, and carbon-based transportation pricing—were recently explored in a major PricewaterhouseCoopers study released in November.

Respondents anticipate more flexible and efficient usage of transport modes will emerge and “revolutionize” freight transport, such as “autonomous and self-controlled systems, agent systems and automatic guided vehicles.”

Titled “Transportation and Logistics 2030,”

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researchers asked 48 transport and logistics executives and several PwC specialists from around the world how they foresee sectors coping with evolving trends, specifically in an “energy-constrained, low-carbon world.”

Among the questions: Will oil hit \$1,000 per barrel in 2030? “No,” answered most respondents, although the scarcity of oil and the resulting price of energy over the next two decades is definitely a concern.

“The respondents overwhelmingly agreed that a massive hike in the oil price would have serious ramifications for the industry. Should oil prices soar to a four-digit figure, regionalization of supply chains and relocation of production sites would be the consequence,” states the executive report.

Over half of the respondents predict an “optimistic future scenario” in which alternative energy accounts for up to 80 percent of their overall energy mix as carbon and other emissions are targeted.

To achieve that, say 70 percent of respondents, expect that by 2030 all

emissions will be tracked along the supply chain and the costs factored into the price of the product.

The supply chain will direct the cost of emissions to be paid proportionately by the “causers” of the emissions and “those who reap the benefits.”



**GREEN ARE THE WORLD:** Logistics and transport experts predict you’ll one day be factoring your emissions output into the cost of your service.

“Whether or not they see it as a business opportunity, logistics providers will most likely need to track, document and disclose their caused CO2 emissions in the future,” states the report.

Tracking carbon emissions may only be the first step, though. “In the more distant future, logistics service providers will need to document all types of emissions, such as noise and nitrogen oxide, in order to measure

the full environmental impact of their activities over the long-term.”

(The study didn’t reveal whether it surveyed end-users on how much more they’re willing to pay for more eco-sustainable goods).

How products get from the assembly line to the consumer is also likely to change. “The heated debate around the balance between different transport modes looks unlikely to cool.”

Respondents predict logistics service providers will have to cope with different transport architecture, such as ultra-large vehicles, more bundling

efforts and ongoing experimentation with modal splits.

Collaboration within and among different modes is also critical to maintaining flexibility. Dubbed “coopetition”, options could include “sharing warehousing, transport networks, or last mile delivery solutions in crowded urban centers.”

Kinda’ like what’s happening today in many cases, except, hopefully, truckers would get paid for their role.

## AZ Testing

### No Licence to Drive in Ontario

Veteran Ontario truckers have won a very small victory in their battle with the province to loosen up what many drivers and carriers view as those archaic rules requiring wheelmen over 65 years of age to take an annual road test for their AZ licences.

No, the ministry hasn’t scrapped the policy (as it promised industry officials behind closed doors it would consider doing), but starting in November it allowed drivers over 65 to take the road test using an automatic transmission.

Anything that makes it easier for senior drivers to be retested is welcome, but trucking groups want more. They argue that the retest given to these drivers is the same on-road test for all new class A applicants; so there is nothing in the exam that would reveal shortcomings related to age, such as eroding cognitive skills, reaction time, decision-making capability, or physical dexterity.

Ontario is the only province (and, perhaps, the only jurisdiction in the world), that requires a blanket annual age-based test for commercial drivers.

“A year ago, we were advised that Ministry officials had made recommendations for changes in the testing regime that would take our arguments into consideration,” says Joanne Ritchie of OBAC. “The minister has been sitting on the file all these months and the process can’t move forward

## SPEED LIMITERS COASTING WEST?

**S**illy trucker, you didn’t think they’d just stay in Ontario, did ya? In a recent blog op-ed on the Vancouver Sun website, Paul Landry of the B.C. Trucking Association (BCTA) urged the province to follow Ontario and Quebec and pass speed limiter legislation.

When the Canadian Trucking Alliance (CTA) revealed back in 2006 its intention to have speed limiters required in heavy trucks, provincial associations across the country all backed the idea.

It hasn’t been confirmed whether B.C. is considering it, however. New Brunswick is the only other known jurisdiction to be toying with a speed limiter proposal. And, so far, only the governments of Alberta and Saskatchewan have gone on the record in opposing the idea for their provinces.

Debate on the issue was contentious right from the beginning, as drivers and owner-operator advocacy groups on both sides of the border seemed to be unanimously against the law, while many larger fleets backed the law with support from the provincial trucking associations.

without his approval.”

The group advocates that licence renewal should be based on medical fitness and driving records.

As for auto trannies, the Ontario Trucking Association (OTA) would like to see the exception extended beyond the re-testing of drivers over 65 years of age.

“There is a growing recognition that automatics are becoming increasingly popular in the industry and if, as they continue to do so, the requirement that other drivers be tested only on manual transmissions will need to be reviewed,” says Bradley.

According to Bradley, OTA is in discussions now with MTO on the best way to approach this.

All of this testing talk could be moot, though, with the majority of the province’s testing centers closed at press time. Nearly 600 DriveTest workers have been on strike since mid-August. After the union employees flatly rejected a final offer in November, Serco DES, the private company that operates the test centers, instructed supervisors to open six locations on a limited basis to commercial drivers. And select driving

schools were supposedly given authority to conduct tests for students off-site as well. Lines, however, were long and drivers had to make their way past pickets to even get a chance to take their exams.

The 12-week strike has taken its toll on drivers waiting to get back on the road. Tyson Horan, a temp agency driver from Sarnia, had been out of work since last winter for medical reasons and, unfortunately for him, was scheduled to write his exam a few days after workers hit the bricks. “I have been waiting since August and cannot get a job until I write my test to upgrade it back to AZ,” he told Today’s Trucking. “I cannot collect welfare, not that I want to, because my wife works part-time, but it isn’t enough.”

He says he can’t even afford the drive to Kitchener (the closest open facility), assuming he even gets a test.

“I have no heat on here. My wife has been really good about this, but I am fed up with the strike. Why won’t they open up these testing facilities all over so that I and other drivers can just get back to work so we can survive.”

Why, indeed?

## Competition

### Rates Sinking Yellow Submarine

Sometimes the highway can look like the jungle landscape in Mutual of Omaha’s Wild Kingdom.

Marlin Perkins narrated the ’60’s show but now it’s The Wall Street Journal reporting predatory activity in the LTL food chain.

The Prey? Beleaguered LTL freight giant Yellow-Roadway Corp. (YRC),



which has been under raptor-like attack from competitors trying to price the carrier out of business.

And because of the size of market share controlled by the carriers involved, the cutthroat pricing is keeping rates depressed across the entire North American sector.

David Congdon, CEO of Old Dominion Freight Line, told the paper that although the recession has led to the worst pricing environment he’s ever seen, some pricing trends “likely stem from

deliberate moves to undercut YRC,” which has flirted with bankruptcy more than once this year.

Congdon didn’t name names, but admits that his company has defended contracts by “matching price cuts,” but hasn’t leveraged price as an offensive weapon, adding that such a business model is “absolutely not sustainable.”

At the same time, the company is moving pieces all over the board in anticipation of a possible YRC failure—buying \$90 million in terminals and real estate. Congdon told the Journal he’s “absolutely” prepared to pick up new business should YRC exit the market.

Industry estimates peg the LTL sector as over-capacitated by as much as 25 percent. That could be cut significantly if a player like YRC, which at one time controlled nearly that much of the sector, goes under in the next few months.

Although direct, larger competitors would be the immediate beneficiaries if that happened, the effect would eventually trickle-down to smaller niche fleets who have watched the larger OTR carriers encroach on their lanes as well. ▲

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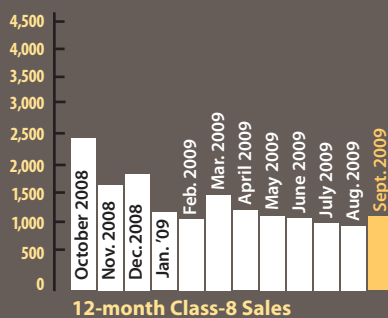
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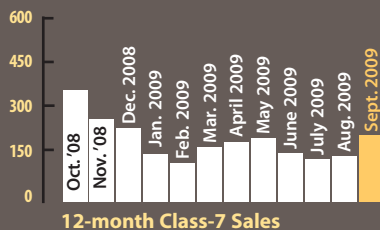
Canada: Truck Sales Index

September 2009

CLASS 8	This Month	YTD '09	YTD '08	Share
International	275	2861	4450	28.7%
Freightliner	236	1977	3443	19.8%
Kenworth	187	1263	3102	12.7%
Volvo	88	984	1773	9.9%
Mack	68	771	1331	7.7%
Peterbilt	138	741	2053	7.4%
Sterling	35	700	1627	7.0%
Western Star	44	683	934	6.8%
<b>TOTAL</b>	<b>1071</b>	<b>9980</b>	<b>18,713</b>	<b>100.0%</b>



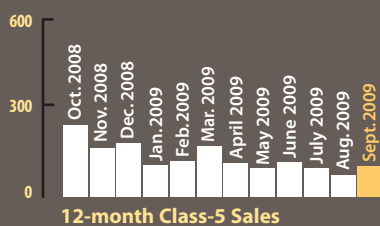
CLASS 7	This Month	YTD '09	YTD '08	Share
International	69	441	995	32.7%
Peterbilt	65	270	541	20.0%
Kenworth	24	228	529	16.9%
Hino Canada	14	170	303	12.6%
Freightliner	19	156	347	11.6%
Sterling	3	84	215	6.2%
<b>TOTAL</b>	<b>194</b>	<b>1349</b>	<b>2930</b>	<b>100.0%</b>



CLASS 6	This Month	YTD '09	YTD '08	Share
International	24	204	293	41.5%
Hino Canada	8	187	156	38.1%
Freightliner	5	49	110	10.0%
Sterling	5	32	39	6.5%
Peterbilt	1	19	0	3.9%
<b>TOTAL</b>	<b>43</b>	<b>491</b>	<b>598</b>	<b>100.0%</b>



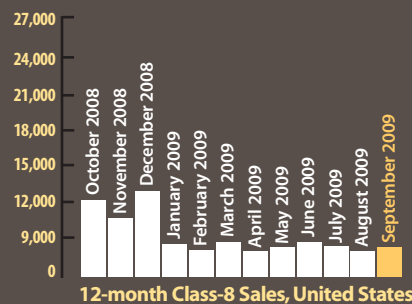
CLASS 5	This Month	YTD '09	YTD '08	Share
Hino Canada	26	292	504	39.7%
Sterling	22	252	676	34.3%
International	15	131	444	17.8%
Kenworth	7	47	176	6.4%
Peterbilt	0	9	0	1.2%
Freightliner	0	4	41	0.5%
<b>TOTAL</b>	<b>70</b>	<b>735</b>	<b>1841</b>	<b>100.0%</b>



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U.S.: Retail Truck Sales

CLASSE 8	This Month	YTD '09
International	1985	17,911
Freightliner	1963	17,264
Peterbilt	1204	8625
Kenworth	1187	7934
Mack	647	4952
Volvo	548	4913
Sterling	163	2728
Western Star	72	529
Other	0	12
<b>TOTAL</b>	<b>7769</b>	<b>64,868</b>



Canada: Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
International	11	44	7	12	118	55	13	3	3	9	275
Freightliner	9	20	15	11	92	45	23	18	3	0	236
Kenworth	19	44	17	14	42	48	3	0	0	0	187
Volvo	3	8	1	15	25	27	7	2	0	0	88
Mack	3	8	3	2	36	13	1	2	0	0	68
Peterbilt	12	33	20	17	20	28	4	4	0	0	138
Sterling	4	6	2	1	5	7	0	0	5	5	35
Western Star	0	14	2	3	6	13	4	2	0	0	44
<b>TOTAL</b>	<b>61</b>	<b>177</b>	<b>67</b>	<b>75</b>	<b>344</b>	<b>236</b>	<b>55</b>	<b>31</b>	<b>11</b>	<b>14</b>	<b>1071</b>
<b>YTD 2009</b>	<b>697</b>	<b>1553</b>	<b>541</b>	<b>636</b>	<b>3453</b>	<b>2133</b>	<b>511</b>	<b>325</b>	<b>37</b>	<b>94</b>	<b>9980</b>

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



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# Street Smarts

## INSIDE:

23 Avoid CSA 2010 hiccups

25 Downtime savers

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



**TRUE GRIT:** Construction work has been good to Verkerk, but only because he's paved his own road.

## CONSTRUCTION'S TIPPING POINT

**R**on Singer, owner of Ron Singer Truck Lines, recently took over as president of Alberta Construction Trucking Association (ACTA) and he's determined to re-establish the once-floundering organization as a prominent voice for truckers in the construction industry.

From 1983 to 2000, ACTA was well supported and represented in the Alberta construction trucking industry, says Singer. Then, for five years, membership dwindled.

After a 2005 jump start, the group began working with all levels of government to seek positive legislative changes for the Alberta construction trucking industry.

One campaign saw the association play a central role in creating new weights and dimensions for three-end dump configurations. The ACTA worked with a federal and provincial task force to create new weight limits for eight-axle reverse super B, seven-axle truck and full quad trailer, and eight-axle tridem drive truck and full quad trailer (super quad).

In the end, the gross vehicle weight on the seven-axle truck and full quad trailer went from 53,500 kg to 55,300 kg.

"If you were to work this unit five days per week, 12 months per year, that would be a gross revenue increase of at least \$20,000 per year," says Singer.

Most recently, the ACTA successfully lobbied the Alberta government to reconsider its decision to lower the GVW of trailers built before 1993 by 1,000 kg per year, beginning in January 2011. Ultimately, the government wanted all non-conforming trailers (a.k.a, pre-'93 trailers) modified or replaced by conforming trailers. After the ACTA pointed out how detrimental that would be to about 350 trailer owners and how viable their equipment still is, the government backed down.

ACTA also prepares an annual haul-rate survey. The results are averaged and published as a recommended minimum haul rate range standard for the province.

## Aggre-great Trucking

**drivers** *Being tied to the construction business has meant being down in the dumps for lots of operators, but not all of them.*

*By Steve Macleod*

**W**hen the economy in a place like Calgary is thriving, it's hard not to make money, if you own a dump truck.

In 2001, native Calgarian Mike Verkerk stepped out of the company rig he was driving and purchased his first dump and got busy, largely on the strength of Calgary's rich array of building projects.

The boom meant dump operators kept

their wheels turning and their rates rising. Things stayed so buoyant that four years later, Verkerk traded up, to his first brand-new, powder-blue Kenworth T300.

Expansion continued. In 2007, he added his second; the same color, but this time a T800. During that period, dump truckers had been raising their rates annually; housing starts were increasing at a furious pace, new communities needed



paving; and road projects across the province were in abundance.

Fast forward to a sunny but brisk November afternoon, 2009. I'm riding shotgun with Verkerk as he waits to deliver asphalt to the parking lot of a newly built condo on the city's south side. His Kenworth's turned off; he's not idling.

The economy has tanked.

But his boxes are still full.

"It's been a little tougher and now I really have to watch costs," he says. "I've got more customers with two trucks, so I can keep the wheels turning, but this is the toughest year since I've been in business. I've fared well, but lots of people have gone under."

Part of Verkerk's success can be tagged to his business acumen but another part to his ability to create and hang on to a growing network of contacts and associates.

"It can be tough especially when things break, with the shop rates and cost of repairing things. You really have to keep up on maintenance and do your due diligence. If you don't, all of a sudden you have 10 things wrong," he says. "Every year I



**LOADS OF WORK:** Verkerk says staying connected is key.

take them into the truck inspection. I have nothing to hide and if they go through and pass with flying colors then I know I'm doing my job as an owner."

As he's telling me this, his cell rings. It's a friend, looking for work as a driver.

But it's late in the construction season and Verkerk says all he knows of is what his trucks are doing.

"A lot of people fall victim to circumstances. I feel bad for some people. They have truck payments, mouths to feed and with trucking couldn't do it all. They worked for the wrong people and didn't get paid. You really have to watch who you work for in the downturn because you might not get paid."

## SPIFFING UP YOUR DUMPS

**V**ocational haulers in Ontario are getting a final kick at the spec cat over the next few months as the **Ontario Ministry of Transportation (MTO)** seeks input for the last stages of its nine-year-long SPIF program.

**SPIF** stands for "**Safe Productive Infrastructure Friendly**" vehicles, and represents the province's efforts to standardize vehicle weight and dimensions.

OEMs and user groups have been consulted on the first three of four stages over the past nine years; and as a result the province has issued new weight-and-dimension standards for all configurations of tractors and trailers and other fifth-wheel vehicles.

(Among countless other changes, the SPIF program, in its early stages, was responsible for the introduction of the 53-ft. multi-axle trailer to the provincial roadways.)

But now, they are considering the final SPIF dimensions; those for straight trucks, vocational trucks with multi-axes, and straight trucks with pony trailers.

Says Ron Madill, a senior policy analyst with the MTO and the man who has been at the heart of the project since its inception, "once it's all in place, we'll be in a much better position, the system will be much more streamlined, there'll be more compliance and trucking will be safer."

He also says the straight-truck section of SPIF, which he calls SPIF 4, is the most complicated of all the stages.

Eddy Tschirart is the Director of Technical Programs for the Canadian Transportation Equipment Association (CTEA), whose members build the equipment and the component parts of the rigs that SPIF applies to. He says it's incumbent upon truckers in the province to monitor SPIF specs, if only to maintain their competitive advantage.

He says the forums for end users and builders and user groups have enabled the process to meet the needs of the industry. "I don't care if you're a carrier or a manufacturer of equipment, you better be involved in what it takes to make it work," says Tschirart.

"Somebody who bought a truck December 31 could be driving with 1,500 kgs less than the guy beside him who put a new truck together on January 31, because the second guy has a SPIF allowable truck. In that particular example, it could be advantageous to make the move sooner than later.

"It's time to speak up or forever hold your peace."

If you want to know more about the SPIF and see what the proposed weight and dimension changes are for your trucks, go to [mto.gov.on.ca](http://mto.gov.on.ca) and type SPIF into the search bar. — Peter Carter



Verkerk insists he gets his jobs paid by the hour and he in turn pays his driver by the hour.

"It's safer because nobody is rushing to get jobs done," he explains. "When you're getting paid by the load you tend to rush to get that extra load in during the day. But I prefer it to be done safe and proper with no pressure to rush and make mistakes."

When construction season shuts down for the winter, Verkerk stops his Kenworth

and heads north, to work in the oil fields.

But he never stops connecting. In 2007 he joined the Alberta Construction Trucking Association (ACTA) and just last month joined the board of directors.

"I want to help get more members and set standards. Right now in the gravel business it's a free-for-all and we want to set standards, work with the community and create a professional image," he explains. "Right now nobody likes gravel haulers." ▲

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# No Bubbles No Troubles

**safety** *There's only one way to make sure you're not sidelined by CSA 2010.*

*By Brian Botham*

In case you have not heard by now, 2010 promises to be a big year for changes to U.S. trucking legislation.

Not only are we looking at a possible complete re-write of the HOS rules, we are now being forced to worry about something called CSA 2010. It stands for Comprehensive Safety Analysis. Coming to you from the American Federal Motor Carrier Safety Association (FMCSA), CSA 2010 is a brand new way of monitoring carriers' and drivers' safety performance.

Should you be worried? That depends on how much of a safety program you have in place now. For those of you without one or one that looks good on paper but falls flat in practice, the answer is yes, you should be worried.

Those of you who take safety seriously and already have a comprehensive program I say, "hey no bubbles no troubles...stay the course."

Here's the scoop on what you can expect with CSA 2010. You and your drivers will be graded more stringently than ever on your on-road performance.

What exactly will FMCSA be monitoring and reviewing? Try this acronym: BASIC. It stands for Behavioral Analysis and Safety Improvement Categories.

Those are the main categories that will be monitored and scored to produce an overall safety rating for each carrier and driver. The BASICs—those things that

will be monitored and measured—are:

- Unsafe driving;
- Fatigued driving;
- Driver fitness;
- Controlled substances and alcohol;
- Vehicle maintenance;
- Improper loading/cargo securement;
- Crash/incident experience.

Each of these categories breaks down according to different violations and behaviors that will be used

roadside inspection; off-site investigation; on-site investigation; warning letter; cooperative safety plan; notice of violation; notice of claim and consent agreement. As you can see, the FMCSA can come at you quite a few different ways.

Don't forget to let your drivers know that they too will be scored under the BASICs. There will be a database that carriers can access to view a driver's score; a first in compliance.



to track and rate carriers.

But based upon your performance as measured by the BASICs, you will be given one of the following grades:

- Continue to operate;
- Marginal;
- Unfit.

These are self-explanatory. Yes, an "unfit" will get you a suspension or possible cancellation. "Marginal" will result in any one of or a combination of the following interventions: targeted

service, vehicle inspections, cargo securement, defensive driving, transportation of dangerous goods, air brakes, etc.?

Do you schedule safety meetings throughout the year and reinforce and remind drivers of all their responsibilities and requirements?

Do you have a discipline policy in place that is followed and documented for all driver infractions and incidents?

Do you retrain drivers who have had preventable collisions or incidents or citations?

Are you continually monitoring your safety performance and records and making improvements to ensure you reduce and eliminate collisions, citations and OOS defects?

Do you have a strict maintenance policy that is followed to the letter?

Is safety and compliance the number-one priority for every person in your company from the president to the janitor?

If you answered yes to all eight questions, then CSA 2010 won't ever be an issue for you and your drivers. But if you answered no to even one of them, CSA 2010 will be a huge problem.

Don't wait until mid-2010. Be able to answer yes to all of the questions before CSA 2010 becomes a reality. ▲

Should this concern you as a carrier who enters the U.S.? Answer yes or no to the following questions:

Do you screen, background check, verify experience, check and verify driving history and records, interview and have stringent hiring criteria that never wavers for all your new hires?

Do you orient all of your drivers before dispatch to your policies and procedures and refresh train on hours of

Brian Botham, CDS, is a certified director of safety through NATMI. He can be reached at 519-533-3656 or [bbotham@cmvsafety.ca](mailto:bbotham@cmvsafety.ca).



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# Wait Not Want Not

**strategies** *A few tips for turning downtime into uptime.* By Derek Hurst

**A**gain I have chosen a lane at the border that does not move. I'm thinking of downtime.

You know; those times when the wheels are not rolling and the revenue stops. Perhaps you are in a garage waiting for a mechanic to tickle your piece of iron's innards and make them well. Or you could be on the plains of Indiana waiting for a load to get you home.

Downtime is the missing variable in the trip plan, the dispatcher's schedule and your home time. Is downtime the interruption of our quest to do whatever? Or is it a gift?

I choose to look at it as a gift of time. Whatever the cause; the result is the same. Our world has stopped. How we use this time is totally up to us. To rage against the cause, to assign blame and dwell in what might have been is a waste of this gift. Step out of that box. Downtime can be a breath of fresh air in our stale routine. The opportunities are only limited by our imaginations.

Today's technology has provided us with cell phones, wireless mobile Internet, laptops and portable power inverters to run it all. The opportunity to catch up on our book keeping, pay bills or track the most recent bounce of our investments is but a click away. But let's be real. The last thing we want to do is work when we have free time.

So the question arises: What do we do with this unplanned void in our schedule? Here are a few suggestions.

## HAVE SOME FUN

We all have a secret wish list of things we want. Mine is populated mostly with cars I cannot afford. If you are computer savvy you can Google your dream machine but nothing can replace a test drive. Find a dealer and take one for a spin.

## WORK OUT

I know of drivers who carry a set of dumbbells in the cab. Even if a delay is short there is time to get in a few reps.

## FLY A KITE

The fresh air and the exercise will do your body and mind a world of good. Some of the kites they have these days are pretty incredible. Not at all like the home-made jobs flown in our childhood.

## RIDE A BICYCLE

You will be surprised what we miss when we are driving. Bicycling recaptures the freedom and the adventure of the road.

## TRY SUDOKU

It is a puzzle but unlike a crossword it uses the numbers one to nine. All you need is to be able to count and a little imagination. But be warned that it is highly addictive.

## GET A HAIRCUT

But not at your one-cut-fits-all franchised store. Go to the barber who learned his trade when cutting a man's hair was considered a profession. You know the place. It has a small TV in the corner play-



**THINKING OUTSIDE THE CAB:** Don't waste downtime stewing; make the most of it.

ing football. The shop smells of shaving lather. If you want a treat, get a haircut and a shave. While he snips at your hair you can unload your woes. Now you look, feel and smell great.

## READ

If puzzles are not your thing consider reading a book written by your favorite sports writer. A book has seen me through many line-ups. It may take a while to finish but books can be taken in small doses. Or just treat yourself to a new edition of your favorite magazine.

You get the drift. Downtime

can be depressing. But the cure may be found in the disease. Our lives are spent in a hectic haze of production and consumption. Downtime may be a necessary pause. It provides the opportunity for reflection and renewal. Above all else downtime is a time to heal. The ancient Roman poet Ovid may have been thinking of downtime when he advised "Rest, for a field that has rested gives a beautiful crop". ▲

Derek Hurst is an owner-operator with Utopia Express, serving the Toronto-to-Buffalo corridor for Jencorp Logistics.

**LOCKING UP THE FUTURE:**

The recession has meant more people socking away more money.





# The New Normal

You know things have changed when the only good news is that there's less bad news. | **BY PETER CARTER**

**Y**our mother told you not to spend all your money, right? Put as much of it as you can in the bank for a rainy day is what she said, isn't it?

Your mother clearly wasn't a trucker.

Truckers want people to spend. If people spend, manufacturers have to build things and trucks get used to deliver them.

And while Canadians haven't been hit by the mortgage meltdown and the credit crisis as severely as our American neighbors have, it would seem that the fear of recession has made us all heed our mothers' advice and sock more money away, which, at the end of the domino effect, has meant thousands more trucks backed up against the fence.

Michael Burt is the Associate Director of the Industry Sector Economics at the Conference Board of Canada (CBC). He has spent a good deal of time over the past few weeks analyzing transportation patterns in Canada, and last month the CBC released its 2010 forecast for the manufacturing and transportation sectors.

While Burt's study predicts a "leveling out" of the economy over the next few months, he also told *Today's Trucking* that people are socking away far more money than they did a year ago.

"If you go back two years ago, in the U.S., the saving rate was about two percent, meaning people were spending about 98 cents of every dollar they earn. Now it's about seven percent.

"That translates to a five-percent drop in consumer spending and that's a huge decline," he says. Consumer spending accounts for about two thirds of the economy.

"For Canadians, that means less [American] money being spent on cars and timber and stuff we send to the U.S. market."

So not only is the American unemployment rate at its highest level since the '30s but those with jobs aren't spending the money they do have.

The question is, "What's to like about the North American economy, going into 2010?"

Is there reason for optimism?

**Short answer:** There is no short answer.

**Longer answer:** Most signs—at least the ones we can read—point toward an economic recovery. Painful and at an arthritic snail's pace but expansion is indeed on the horizon. And the end result might be an economy that not only grows by unprecedented inputs but also measured by new voltmeters.

The rules and the goalposts keep changing.

Jerome Nycz is a vice president and economist with the Business Development Bank of Canada (BDC).

The BDC has about 650 clients in the trucking industry, about 1,200 if you add in the transportation and warehousing businesses. "We've got about \$350 million in loans to that industry and from what we can tell, when we look at our clients and we see things getting better. Things are moving in the right direction."

Among his list of leading indicators, Nycz includes, not surprisingly, attitude.

When people are optimistic, they invest.

"Opinion surveys are early indicators of where the economy is headed," he says.

And according to Nycz, even the bankers are bullish. Nycz says a recent survey of senior loan officers

## Outlook

across Canada showed that a majority of them say that the tightening of the credit market is easing; and an ongoing survey conducted by the Canadian Federation of Independent Business (CFIB) suggests that Canada's small and medium-sized entrepreneurs are optimistic going into 2010. (Truckers, not so much. See "The trailer: Is it half empty or half full?")

Nycz says his research shows that the

economy will grow by about 2.4 percent in the first quarter of 2010. "That's certainly an improvement over the minus 2.1 percent in 2009," he says.

"What we're seeing right now is profit margins have significantly reduced as an outcome of the credit crisis of last fall. [In the manufacturing sector] we see capacity utilization is up and inventory is down meaning that firms are trying to run out

## HOWEVER TOUGH, SHELL ROTELLA T ADAPTS.



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## THE TRAILER: IS IT HALF EMPTY OR HALF FULL?

During the last three weeks of Q4, the Ontario Trucking Association (OTA) polled the industry and while 71 percent of carriers felt that the Canadian economy has at least hit bottom, most (53 percent) believe the U.S. economy has yet to bottom out.

Sixty four percent said they felt the Ontario economy had also hit bottom, compared to only 46 percent in the previous quarter.

Similarly, while the survey points to growing optimism, there remains a significant level of uncertainty about prospects for the next couple of months.

"There is a growing sense that the worst is now behind us, which is a very good thing. However, I would inject a note of caution and say that things are relatively fragile," noted OTA President David Bradley. "So much of Canadian economic activity is dependent upon trade with the United States and if the U.S. economy continues to falter, then we will be impacted. That, along with the value of the Canadian dollar, continues to be the major wild card in terms of the industry outlook."

In terms of other industry indicators, the proportion of carriers who believe that freight volumes will increase over the next six months outweighs those who foresee volume reductions for intra-Ontario, interprovincial and northbound U.S. traffic, where 35 percent, 43 percent and 38 percent, respectively, are calling for improvement.

A more negative forecast exists for southbound U.S. freight where only 27 percent see improvement and 24 percent see decreases in volume.

There are also signs of tightening capacity. Twice as many respondents (there were 74 in total) said that capacity in their segment of the industry had decreased instead of increasing, while 37 percent say that capacity has stayed the same.





their inventories to make sure they control their costs and their expenses. A lot of the manufacturing firms have put themselves in survival mode so they stopped investing in machinery and cut expenses to protect their working capital.”

Nycz sees the depletion of inventories as well as entrepreneurial optimism as a sign of potential. “We’ve got 56 percent of entrepreneurs saying they’re going to be investing over the next 18 months.”

Of course that’s in Canada. And as Michael Burt put it, “the Canadian economy will be able to grow next year, but until the U.S. starts firing on all cylinders, our growth will be weak.”

The Nashville, Indiana-based FTR Associates are deemed by many in the U.S.A. the oracles of all things logistic across North America. FTR issues regular and respected equipment-building forecasts and at a recent panel discussion on the economy, FTR’s team of prognosticators went through the entrails of the economic mess and came up with conclusions similar to Nycz’s.

FTR started more than 25 years ago, during the economic downturn of the early ’80s. Capacity in the industry, FTR consultant Noel Perry says, remained high for almost a decade after that recession and he thinks the same might apply again this time around.

“Beginning right now there’ll be a slow increase in margins,” Perry says. “And that’s happening even though freight isn’t growing; it’s simply an environment that allows people to optimize their loads.”

“There’s still a surplus of trucks out there looking for business. There’s somewhere around 300,000; this is a record.”



FTR president  
**Erik Stark**

Adds FTR’s Senior Consultant Larry Gross: “The first part of 2010 is going to be above four percent but then we see some deceleration into

the rest of 2010 and 2011.”

Recent economic growth was fueled by cash for clunkers, and the American housing market is still in the doldrums, even though it bounced a full 20 percent back in some areas. Plus the American unemployment rate is soaring.

Gross is frank. The unprecedented federal government spending; the changing workplace demographics and the fragile housing market add up to, by his reckoning, a “new normal.”

“Between 3.5 and four percent was the normal rate of growth,” says Gross. “Looking ahead realistically, three percent or maybe just a bit more is what we should look at being normal growth.”

“Unemployment between five and five and a half percent will be normal. The economy will have to rely on things other than consumption.”

“I will see a gradual improvement but I’m not optimistic that it’s going to occur dramatically over the next six months. And there’s a real danger that legislative initiatives coming out of Washington could throw some sand in gears so we won’t see

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In Business Since 1971

## Outlook

the improvement we might if the market were allowed to cure itself on its own.”

Erik Stark is President of FTR and sees another side to the new normal.

To illustrate, he points to the fact that truck manufacturing has been on the increase in the past few months. In previous years, that might be a sign of recovery, but that this time it's not necessarily a

reflection of an increase in the amount of freight that's going to be hauled. “Why do you buy equipment? To move freight. We can't stress that nearly enough.

“Our equipment forecast is growing at a faster pace than the freight forecast. And if they [OEMs] have to build them today; they don't have to build them tomorrow.”

Stark's outlook: “It took four quarters



## In weather like this, “hope” doesn't cut it.

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## THE FUTURE ACCORDING TO CLAUDE

**T**he members of the **Canadian Transportation Equipment Association (CTEA)** build the bodies, trailers and other components that make your vehicles into revenue producers.

In October, at the CTEA's annual conference in Ottawa, the builders wanted to get a look into how trucking is going to be done in the future. So the CTEA asked Claude Robert, one of the industry's most outspoken leaders, to tell them. Here are a few of the memorable Robertisms.

Claude Robert



**WIDE-BASED SINGLES:** “All tires should be wide-based. We will have to adapt our equipment and it's not going to happen over night.”

**DISC BRAKES:** “This, together with stability control, is part of the future. The economy of managing disc brakes is incredible. You save money on p-ms and with disc brakes on trailers, I would not be surprised if we couldn't do as much as 100 to 400,000 miles between brake jobs on trailers.”

**PLASTICS:** “They don't use steel tanks in Europe. Air tanks get rusty now so why don't we use plastic or fiberglass air tanks?”

**DRIVER MONITORING:** “We use EOBRs to minimize our carbon footprint; we have tools to measure the attitude of the driver while he is driving; we can monitor the rpm at which the driver is changing gears, the way he used his fuel pedal and you can improve your fuel consumption by about 30 to 35 percent by monitoring the driver's attitude.”

**MIRRORLESS TRUCKS:** “Mirrors can affect two percent of fuel economy. We don't need mirrors; we could have cameras that are much more effective.”



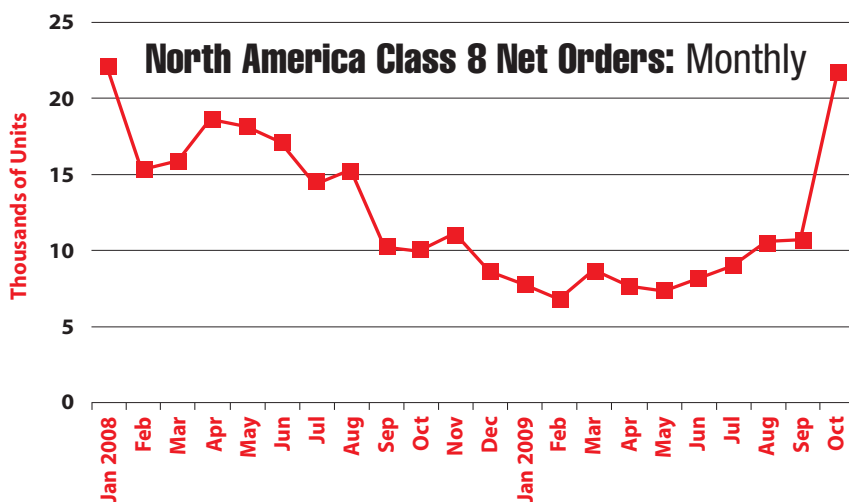
after the 1991 recession to see a recovery in the equipment market. Because this one is so deep and because there's a lot of uncertainty, this one could be out past the second quarter of 2011. That's a problem the industry's going to have to deal with." Says Perry; "We are coming out of the worst event in the history of the trucking business."

Michael Burt from the Conference Board of Canada assesses the situation thusly:

Even though we tend to measure economic growth by GDP, that doesn't necessarily reflect dollars in the economy. "Maybe it's a fault," he says "but economists tend to look at growth in terms of GDP but that doesn't necessarily translate into job creation.

"Even though the economy's growing weakly, you can still see job losses. People are producing more goods but with the same number of workers."

Improved productivity would seem to be a good thing, right? The same with saving money. On the surface, it would appear to be a wise course of action. "But



SOURCE: FTR Associates' N.A. Commercial Truck & Trailer Outlook Report

if the economy's used to operating on one level where people are spending 92 percent of their income compared to 98 percent, that's a huge adjustment of how much stuff is being produced."

It's an adjustment, according to Nycz, that smarter operators started dealing with when this recession first reared its ugly head. "I think a lot of firms out there are in survival mode. But there are firms

that reacted quickly to protect their working capital and cut expenses. They are the ones that will do just fine through this."

And noting that some carriers, such as food transporters and reefer operators tended to do better throughout the freight draught of '09, Nycz adds, "People still have to eat."

Your mother couldn't have put it any better. ▲



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The search has begun for the  
**2010 highwaySTAR of the Year**

We're looking for one driver who embodies the term professional. A driver with that certain outlook on life and the industry that sets them apart from the rest. A driver who gives to the community, operates with the highest regard for other road users, and who generally sits tall in the saddle. In short, we're looking for a driver with STAR quality to be the 2010 highwaySTAR of the year.

The highwaySTAR of the Year award is open to

ALL drivers — company drivers and owner-operators alike. If you know someone worthy of such an honour, please take the time to complete the nomination form and return it to us as soon as you can. We'll be presenting the award during Truck World 2010 at Toronto's International Centre on Saturday April 17, 2010. Forms are available on-line at [www.highwaystar.ca](http://www.highwaystar.ca), [www.todaystrucking.com](http://www.todaystrucking.com), or use the form on the opposite page to tell us about your nominee.

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# We Need Your NOMINATIONS!

Please nominate someone who is more than a little bit special and truly deserves this award. Someone who is more involved in the industry and community than is utterly necessary, and is dedicated to professionalism with a clear commitment to safety and fuel efficiency. We're looking to recognize the whole person for all they do in life, not just the person behind the wheel. Our "highwaySTAR" will be honored during Truck World in Toronto on Saturday April 17, 2010.



**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: \_\_\_\_\_

Company driver  Owner-operator

Current employer/contracted to \_\_\_\_\_

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.

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**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](http://www.highwaystar.ca) and can be electronically submitted. You may e-mail your nomination with all of this information to [rolf@highwaystar.ca](mailto:rolf@highwaystar.ca), or, mail this entry to:

highwaySTAR of the Year  
451 Attwell Drive, Toronto, ON M9W 5C4

**Deadline for entries is March 1st, 2010**

### Description of selection criteria

In keeping with highwaySTAR's mandate, we are looking for a well-rounded, community-minded company driver or owner-operator 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 extent of their community and industry involvement, efforts to improve our industry's image, general outlook on life, safety record, and years of service.

Nomination forms will be reviewed by a panel of editors and contributors to highwaySTAR magazine. A short-list of finalists will be peer-reviewed by a panel of drivers and owner-operators from across Canada.



## BY PETER CARTER

**D**epending on who you talk to, CSA 2010 is either just another pain in the neck coming at the worst possible time because of the recession or CSA 2010 is one of the biggest and best changes to be foisted on trucking in decades and it will make the industry safer and more profitable for all law-abiding carriers and drivers.

But one thing everybody agrees on is that CSA 2010 will affect anybody running in the U.S. And some in the industry think it's only a matter of time before CSA 2010 crosses the border and invades the Canadian trucking scene, too.

CSA incidentally, stands for Comprehensive Safety Analysis 2010, and in case you hadn't heard, it's already on stream as a pilot project in a few states and in July, rollout starts in earnest.

CSA 2010 is an initiative of the American Federal Motor Carrier Safety Administration (FMCSA) and has been in the works for more than a decade. The American trucking industry had been lobbying for a retrofit of the Department of Transport's (DOT) fitness, safety and rating systems and this is the result.

In short, CSA 2010 employs comprehensive data collected at roadside inspections. That data is reviewed every 30 days to assess every carrier's safety performance.

That information will then be used to grade the carriers and if their grades start to flag, the carriers get put on notice by the DOT; if they don't shore up their operations as instructed, the DOT will conduct an audit. The audit will be "surgical" and target those problems identified at roadside, but if things worsen instead of improve, fines, operating restrictions or worse will ensue. (See "No troubles, no bubbles," by Brian Botham, on pg. 23.)

What's more, as Jeff Davis the vice president and safety director for the Dayton, Ohio-based Jet-Express Inc., told an audience in Toronto recently, the more infractions your drivers collect at roadside, the more frequently they will be inspected.

And the more inspections you get, the more likely DOT inspectors will find infractions.

Davis calls it the "vicious cycle of non-compliance."

There are, he says, about 3,580 different truck violations, ranging from a broken turn signal or misaligned trailer tape to speeding, collisions, inaccurate logs or driving with malfunctioning brakes. Under CSA 2010, each of those has a severity weighting and they will be used to determine the carrier's rating, which is called an Inspection Selection System Number (ISSD).

"Your ISSD number is the most important number you'll know," Davis says.

And that number determines how many times your trucks will be checked. When the DOT stops your truck and enters your identification number and learns your ISSD, if it's in the one-to-49 range—you get a green light. If it's between 50 and 74, you get a yellow light and according to Davis, "if it's over 75, the inspector's already on alert because he's

Jet-Express's Davis put it this way: "literally the safety fitness rating of a motor carrier is held in the hands of the driver wrapped around the steering wheel. Safety fitness determinations in the future will be performance based."

Brian Taylor runs Liberty Linehaul out of Ayr, Ont., as well as Liberty Linehaul West Inc., out of Montebello, Calif.

He's among the carriers who welcome CSA 2010 but, he says, that's because he already prides himself on running compliant. Advocates of the new system all agree that for good carriers, CSA 2010 will be a boon; but bad carriers will despise it.

"This is awesome for us but we try to do everything we can to get it right anyway," Taylor says. "We track all our convictions and tickets and we pay attention to that and we discipline accordingly."

Taylor says the third-party tracking of driver violations as planned by CSA 2010 will give all carriers a "scorecard" that will help keep drivers in compliance. Also, he says, insurance companies will have an



got a criminal coming at him."

Frank Screen is a veteran safety-and-compliance consultant with trucking clients all across Southern Ontario. He has tracked CAS 2010 from its inception.

"At first, I thought it was just going to be another way of putting carriers under the gun," he says.

"But what I'm seeing now is that it's going to be putting the drivers under the gun and you're going to be evaluated on a monthly basis. So maybe it's going to be a little fairer as long as the enforcement people do the things they're supposed to do."

easier time getting information on carriers, simply by logging into the new "Compass" website that the FMCSA is operating in conjunction with CSA 2010.

"It's going to revolutionize a little how we look at drivers," Taylor says.

"Compass," adds Jet-Express' Davis, "is putting SafeStat out to pasture."

Rick Geller is the director of Safety & Signature Services for Markel, the trucking insurance giant. He says insurance companies are welcoming CSA 2010, but not for the reasons one might assume.

"This [CSA 2010] is monitoring high-



risk behavior on both the drivers' and the carriers' part. It should make the highways safer for everyone."

The regular update of carriers' ISSDs along with the specific information about why the ISSD score was earned will give carriers very clear ideas about what parts of their organization need shoring up.

"It's like, if you will, going out to an archery range. Imagine how tough it would be to determine your success if you didn't have targets. Well CSA 2010 will give carriers very specific targets."

The monthly scorecards will remind not only drivers but everybody else including maintenance, dispatch and accounting people who play a role in keeping the company compliant.

Geller: "A lot of dispatch systems work with the first-in, first-out system and that effectively encourages drivers to race with each other.

"Say there are two drivers in Thunder Bay heading to Winnipeg. They know that there's a back haul in Winnipeg waiting for the first guy to get there. Before

ing Canadian carriers, saying that the Canadian trucks he sees in the States seem to be generally in good operating condition.

Andy Malion is chairman and founder of Spectra Inc., which specializes in truck safety and produces the popular Brake Safe, a visual brake stroke indicator. He was at Davis's seminar and afterwards echoed the view that CSA 2010 is a huge change.

"Not too many people are aware that the DOT started keeping scores a year and a half ago."

"One of the big differences is that a drivers' safety record will affect the carriers' record."

Furthermore, Malion adds, there's a possibility that come July 1, 2010, thousands of drivers and carriers in the States will be faced with their scores and face fines, audits or even loss of their licences.

Also, some critics of the proposed changes have determined that the weighting system the DOT has established is somewhat subjective. The weight of some violations is based statistically on the relationship between the violation and the

## FOR MORE INFO

The **FMCSA** has made learning about CSA 2010 as easy as surfing the net.

The organization has scheduled a series of free online webinars designed to help you get the most out of this significant change. To find out about the webinars, receive regular email updates about the program or to simply learn more about CVSA 2010 quickly, visit <http://csa2010.fmcsa.dot.gov>

And while the old system under-valued many infractions in terms of how serious they were because it only counted OOS violations, CSA 2010 might be found guilty of over-stating the case. As the rules now stand, CSA 2010 assigns weight to all crashes, even if the carrier and/or driver were not legally responsible for the event. (The DOT has indicated that this will be re-assessed.)



# Olympics

Run into the States? The DOT is moving the goalposts, and you're going to be measured and scored like never before.

they leave Thunder Bay, Driver A gets a good night's sleep, does a thorough pre-trip and follows the speed limit along that part of the Trans-Canada, right through to Winnipeg. Driver B sleeps in a bit, does a quick, not so thorough pre-trip and gets a later start but barrels along at one-oh-five, one-ten.

"Sure he'll get the return load because the system is first in first out. That doesn't exactly encourage safe driving, does it?"

Last month, at a "Driving for Profit" seminar in Mississauga, Jeff Davis opened his CSA 2010 presentation by commend-

likelihood of a crash while others were determined more by anecdotal and subjective analysis.

To whitt: A driver with a moving violation in one state is required to notify his home state, in writing, that he had the violation. If he didn't inform his home state, CSA 2010 assigns that infraction with a six on the scale of one-to-10, with 10 meaning most likely to be associated with crash risk. It's difficult to see a link between the failure of a driver to write a letter and the likelihood of having a crash.

However, as safety consultant Screen suggests, CSA 2010 will make the industry more efficient and the good guys will get better; the bad guys will be forced to shore up or close down.

"Everything's laid out for you so you know you're not going to get a phone call saying 'we're coming to visit next Wednesday.'"

Screen, who at 72 has been in trucking for longer than most, agrees that CSA 2010 is a radical change for the industry and sums it up thusly, "it's going to be a better system." ▲

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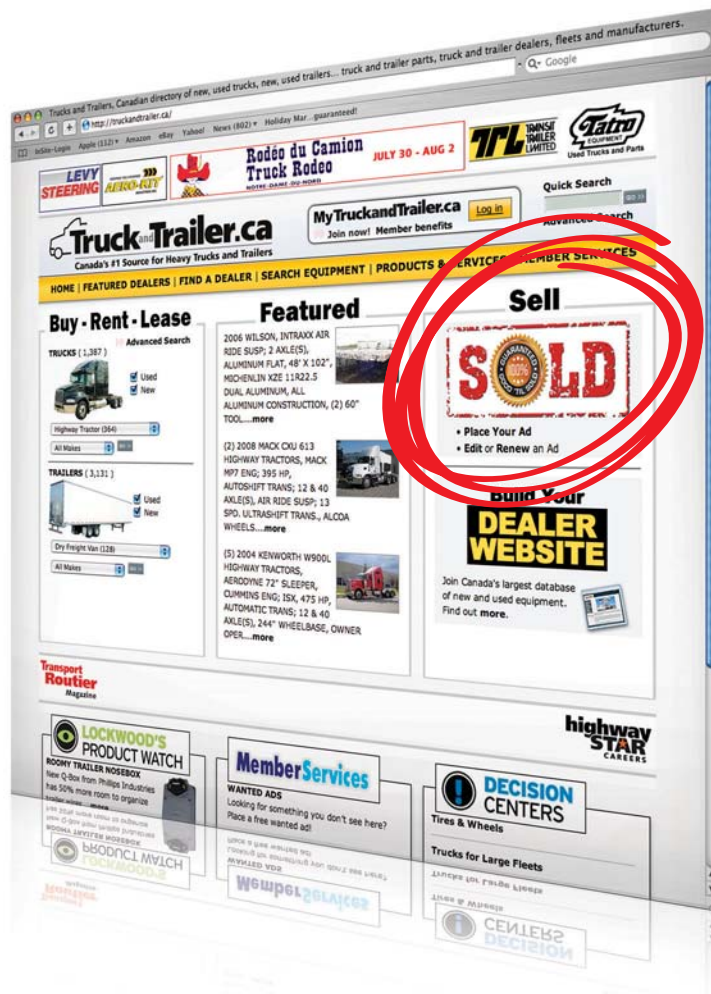
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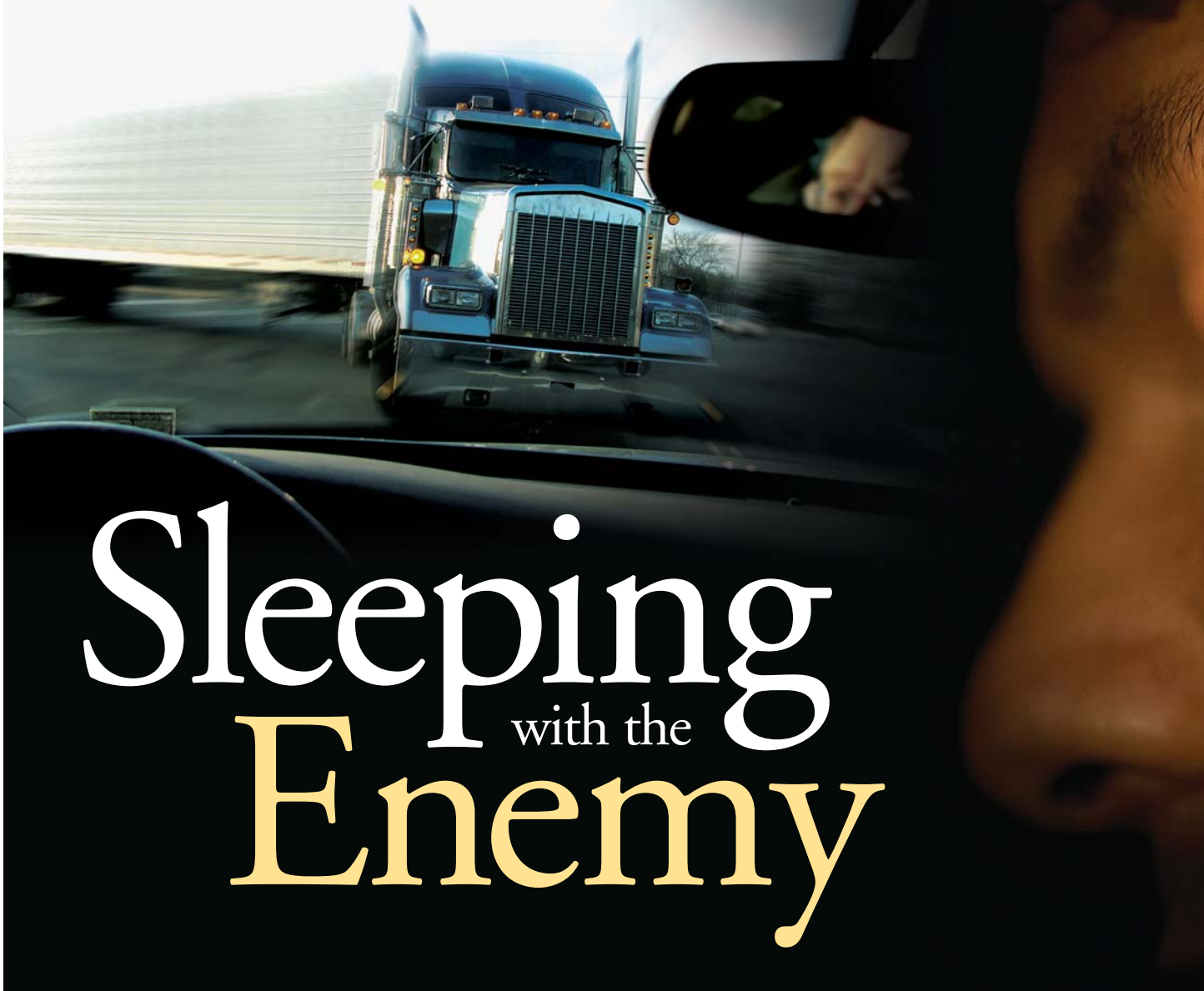
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# Sleeping with the Enemy

BY MARCO BEGHETTO

**F**or a very long time Marc Paquin knew something was wrong. He just didn't know what. After shutting down his rig and bunking down at the end of the day, disjointed interludes of feather-light sleep would often get interrupted by forgettable nightmares, bouts of cold-sweated panic and shortness of breath. Whenever the 10-year trucking veteran awoke, his clock would show he had slept for eight or nine hours, but his wobbly knees and severe exhaustion told him that it couldn't be.

"I would drive two or three hours and had to go back to bed for a couple of hours," he says. "The fatigue never left me."

Then, while on a run through Toronto in 2001, Paquin had—quite literally—a rude awakening. "Without knowing how or why, I found myself in my truck, overturned on the highway."

Upon return to Montreal, his fleet manager wanted to know what had happened. There wasn't much Paquin could say except that he had blacked out.

Soon after, Paquin was diagnosed with obstructive sleep apnea (OSA), which, as the trucking community is now coming to realize with more frequency, is a sleep disorder that causes the closing of

the airway passage at the back of the throat, leading to cessation of breathing during sleep. You're usually not conscious of your inability to draw a breath, which can occur dozens of times an hour for periods that can be as long as a minute each.

It was discovered that Paquin, severely affected, stopped breathing 36 times for every hour he slept. Effectively, the truck driver was getting just over an hour's sleep in an eight-hour period. Hours-of-service downtime meant nothing in his world.

"I felt like my working days were endless," he recalls. "I needed 15 hours to drive 600 miles. And I often stopped to nap. If I had to wait five minutes at a customer, I leaned within the framework of the door and I slept."

Although the troubling symptoms persisted for years, Paquin, like most truck drivers afflicted with the disorder, knew little, if anything, about sleep apnea until he was diagnosed with it.

With treatment, he can breathe easier now. But the same can't be said for the hundreds of thousands of other unsuspecting North American drivers who probably have the disorder.

According to Dr. Allan Pack, director of the Sleep Center at the University of Pennsylvania, roughly 28 percent of commercial drivers are likely afflicted with some degree of sleep apnea. The disease is most common in overweight males with a body mass

The Americans are eyeing a mandatory sleep apnea testing rule. But the legal implications for not screening could throw you in the game way before that.

epidemic-like levels. And that hasn't gone unnoticed by the U.S. government.

The Federal Motor Carrier Safety Administration (FMCSA) began working on a rule this summer that toughens the current 15-year-old physical qualification rules for drivers. And all signs point to a mandatory sleep-apnea screening rule as part of that mandate.

The Notice of Proposed Rulemaking, based on recommendations from medical experts, is slated for publication this month or in January.

It's unclear what the final standard will look like, but there are strong indications that new drivers seeking their CDL would have to undergo screening for sleep apnea at the medical exam level; while the existing pool of drivers could eventually be monitored by their carrier companies for screening and ongoing treatment much like how existing drug-testing rules work. (Depending on the severity, drivers with OSA could still be permitted to work if they're in a treatment program).

The issue is also top of mind in Canada, where government and industry officials are watching the proceedings in the U.S. very closely.

Stephen Laskowski of Ontario Trucking Association (OTA) doesn't know if there's genuine appetite to put forth similar Canadian legislation but he says, "we'll still have to deal with it one way or another.

"The question is how? Whether we mandate it or not, what we need is reciprocity [with the U.S.]," he says. "We need the government of Canada and the provinces to at least get behind a made-in-Canada [screening] program that can be recognized."

### LEGAL LIMBO

As more attention is paid to the problem, carriers, including Canadian cross-border haulers, find themselves in legal limbo waiting for concrete federal guidelines while at the same time trying to insulate themselves from overly litigious trial lawyers.

There's little doubt, says Indianapolis-based labor lawyer Angela Cash, that plaintiffs' attorneys are sharpening their claws as the dangers of sleep apnea become more familiar. In fact, trial lawyers are using the available OSA literature—some which suggests that extremely fatigued drivers could threaten highway safety as much as drunk drivers do—to their Machiavellian advantage in court.

"[Plaintiffs' attorneys] love these kinds of stats and studies because it allows them to say 'drunk' six times during the trial



index (BMI) of 25 or larger and a collar size more than 17 in. Loud snoring, frequent night wakings, shortness of breath, and of course, unexplainable daytime fatigue are all telltale signs.



Don Osterberg

More recently, studies have drawn clear lines between OSA-related fatigue and vehicle crashes. A Cambridge University study concluded that car and truck drivers who suffer from sleep apnea are as much as seven times more likely to be involved in an accident.

That number, points out Don Osterberg of Schneider National, would likely be even higher if the study focused specifically on commercial drivers who, since they're generally more obese and lead less healthy lifestyles than the average citizen, are over represented in the aggregate sleep apnea percentage.

Osterberg, who as VP of safety and training runs one of the few fleet-managed sleep-apnea screening and treatment programs for truck drivers in North America (see sidebar, pg.40), says fatigue is the primary causal factor in 36 percent of high-severity accidents. And much of that, his experience tells him, has to do with undiagnosed sleep apnea.

The OSA proportion among truck drivers has arguably reached



# BIG ORANGE SLICES ACCIDENT COSTS BY 63%

**A** former U.S. Army officer, **Don Osterberg**, VP of safety and training at Schneider National, compares the task of retaining truck drivers to a saying used in the Armed Forces: "We recruit soldiers in the military, but we retain families."

It's his response to a question on how the company's elaborate sleep-apnea testing program affects recruitment and retention rates.

Sure, a handful of drivers are embarrassed to admit they may have a disorder, but overall the majority are thankful Schneider took notice of problems many couldn't even explain. So are their families. Just ask any spouse or partner who has to lay next to someone with irritatingly audible sleep apnea.

For the carrier, it wasn't all about benevolence, though. The program significantly cuts down on safety and health-related costs (more on that in a bit).

The first phase of the award-winning program, screening, involves a patented questionnaire developed and administered by Precision Pulmonary Diagnostics. It targets info related to drivers' health and wellness, BMI, and overall lifestyle. That data is put through algorithms and determines the likelihood of OSA. If the risk is high enough, drivers undergo overnight evaluation at a sleep clinic to confirm a diagnosis.

Treatment options vary depending on the severity. Many times it can be as simple as dieting and exercise. But serious cases usually involve the use of a Continuous Positive Airway Pressure (CPAP) device and even surgery, although success on the latter approach is hit and miss.

Schneider's existing program was borne out of two pilot studies, each of which revealed significant ROI for screening and treatment. The first tracked 339 OSA-diagnosed drivers 12 months before treatment and 12 months after.

The conclusion: Preventable crashes were reduced by 30 percent; median cost of crashes (how the carrier monitors high-severity crashes) dropped by 48 percent; retention improved by 60 percent; and healthcare savings averaged \$539 per driver.

The study was expanded in 2006, involving 788 drivers, and the results were similar. This time, though, there was only a 12-percent reduction in accident frequency—"still good," says Osterberg—but the median cost of crashes rate dropped by a staggering 63 percent. "I was very excited to see the reductions from the severity perspective," he says.

Once the company decided to turn the program into policy, the next step was to remove barriers for drivers to be tested, such as the cost to drivers for evaluation and treatment; and reassuring there would be no dismissals or loss of earnings due to time off the road.

Even now, though, the program isn't without its challenges. For one thing, there isn't a DC-powered CPAP machine on the market right now that will run off a standard truck battery for the eight to 10 hours required for full restorative sleep. That means you'll need an AC inverter; and with all the anti-idling laws in North America, probably an APU system too.

"It's not perfect," says Osterberg. "But to people who say 'it's not worth doing it until it's perfect,' that's not a reasonable expectation considering the risks. And [OSA] testing is only part of a larger fatigue management system."



even if the [driver] didn't have a drop of alcohol pass through his lips," Cash tells *Today's Trucking*.

A handful of cases have already tested this approach, with varying degrees of success, she says. Clearly, though, lawyers are increasingly winning judgments by claiming carriers are vicariously liable if their drivers are involved in fatigue related accidents—and more so if drivers are diagnosed with OSA.

"It's kind of a Neverland for carriers because there's enough information out there that suggests this is a problem, so it opens up the question [of liability] if you have such information on a driver and perhaps look the other way."

Even the mistake of "not noticing" could cause the gavel to come down on you. The sort of "information" a carrier is supposed to be alerted to is also open to interpretation. In one case involving a fatality, a judge dismissed a carrier's "sudden emergency" defence even though the driver didn't make the company aware of his OSA condition. The plaintiffs' lawyer reasoned, and the judge agreed, that a single fatigue-related accident on the driver's abstract should have raised flags. Cash says that any fatigue or health-related communication between the driver (or his family) and the company—unexplained accidents, dispatch correspondence related to tiredness, or frequent sick days or lateness records—could convince a judge or jury that a company "should have known."

Fatigue wasn't even an issue in another tragic case in New Mexico where a truck driver suffered a heart attack and struck a road worker after he lost control of his vehicle. Both the trucker and worker died, but that didn't stop the families' lawyers from going after the carrier, arguing that the heart attack was a result of an underlying OSA condition the employer should have been aware of. Luckily for the company there was little evidence to link OSA and the heart attack, but, if anything, the case shows that plaintiffs' attorneys "are being creative in connecting what dots they can with regard to sleep apnea to get to liability," says Cash. "And now there's a lot more dots for them to follow."

This is all the more reason to move forward quickly on a federal rule that provides clear procedural guidelines for carriers, says Osterberg. That's not to say trial lawyers won't circle around anyway, but a legal road map drawn up by the feds would better protect carriers who do their due diligence.

## TESTING, TESTING

For Canadian-based NAFTA haulers—as any carrier required to test U.S.-bound drivers for drugs knows all too well—things could get even more complicated if mandatory OSA testing gets on the books in either country.

Outside of insurance costs, the issue north of the 49th isn't so much crash liability—claims are usually controlled by legislation and Canadian courts don't hand out the punitive damages the

test for sleep apnea, you'd face the same kind of challenge that you are perceiving someone to have a disability; and if they do have a real disability you have to accommodate them."

How do you accommodate someone who can't sleep or is constantly fatigued? Andree speculates: "My immediate reaction would be to say, for example, you can't let them keep the same driving hours because they might get tired much faster than someone who gets a normal amount of sleep."

The anti-discrimination angle isn't lost on Angela Cash in regards to U.S. protections. That's why until legislators pass a firm mandate, she recommends that carriers who want to preemptively protect their liability adopt either an "all-in" policy—screening all drivers regardless of whether they fit the profile for OSA—or the less expensive, but perhaps riskier approach of

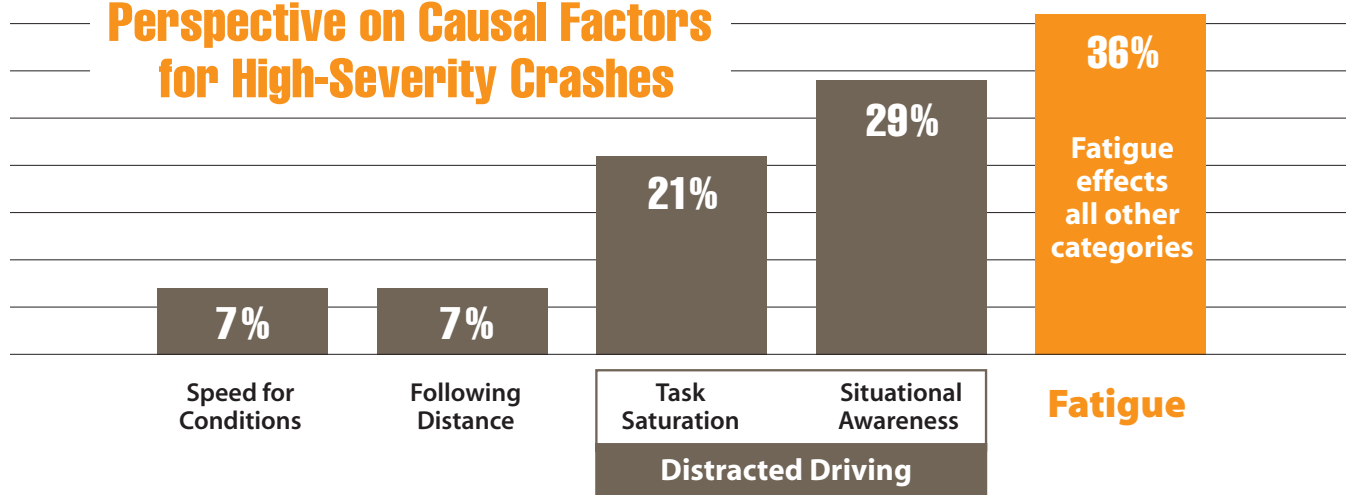
drivers—and, in some cases, even unionized—because the company may have exercised what was deemed to be too much day-to-day control over the owner-ops.

Still, it's apparent that not having any screening and treatment policy at all, even in the absence of a government directive, is a big gamble if your drivers travel on U.S. roadways.

"Quite frankly," says Cash, "with target defendants like trucking companies, unless you can go in there and prove there is absolutely no evidence that you could have known or suspected a driver [involved in a crash] had sleep apnea, then it's very risky because juries want to hold trucking companies responsible because they put people out there behind the wheel of those big rigs.

"I don't think juries will look kindly on trucking companies that in their opinion turn a blind eye."

## Perspective on Causal Factors for High-Severity Crashes



COURTESY: Schneider National, Inc.

Americans do—but there are health and safety pitfalls to mind.

Like drug and alcohol dependence, sleep apnea has already been ruled to be a "perceived" disability by Provincial Human Rights Commissions, says Christopher Andree, a partner with mega law firm Gowling Lafleur Henderson LLP.

In *Dashwood Industries Ltd. v. United Steelworkers of America*, an Ontario arbitrator found that OSA was a disability under health and safety legislation, and therefore all the reasonable anti-discrimination rules, including a prohibition on random testing, would apply.

"It would fall in the same category as drug testing," says Andree. "If you tried to

addressing drivers on a case-by-case basis, depending on the apparent evidence that a sleep disorder could be a factor.

"You can't just assume that just because someone shares physical characteristics with those who generally test higher for sleep apnea, that you should to test for it," she says.

Taking action in advance of FMCSA legislation surely seems complicated. Plus, any testing and treatment policy involving owner-operators involves putting your foot down on an entirely separate legal minefield. Just ask the carriers in both the U.S. and Canada who have watched courts and arbitrators rule that independent contractors need to be treated like company

Montreal trucker Marc Paquin is one big rig operator who's glad his sleep problems, while made plainly apparent once they spilled out on the highway, didn't lead to any serious injuries or land him in a court room before he could get medical treatment and overcome his "enemy."

Sounding a bit like an infomercial, Paquin says, very genuinely: "The results are fantastic. I am alert and energetic all day long.

"If you have several of the symptoms of sleep apnea, you should not hesitate," he says. "The examination lasts one night and your life will be completely changed."

One down. A few hundred thousand to go. ▲

## EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS

**GREASING THE ECONOMY:** Lubricant manufacturers—like Petro-Canada, whose Mississauga, Ont., lubricant plant is pictured here—spent millions developing the API CJ-4 engine oil for 2007 engines. It's the right oil for 2010 engines too, markedly superior to CI-4 Plus products.



## Lubricants & Cans

**lubes** *Questions and answers about EPA '07 engines and the lubes that keep them healthy, plus a quick look at what you can and cannot do for 2010. By Rolf Lockwood*

**B**ack in the days of preparing for the launch of 2007 engines with their new EPA-mandated emissions equipment, we saw at least as much confusion about the lubricant they'd require as there was about the motors themselves. The switch from API CI-4 Plus to CJ-4 oils was a wildly expensive process for oil suppliers as stringent new engine-maker tests demanded lubricating and metal protection capabilities not previously conceived. The concurrent change to ultra-low-sulfur diesel fuel complicated things even further.

Many truck operators were in a tizzy.

Will I still be able to get CI-4 lubes for my older engines? Can I use the new oil in those older diesels? Do I have to stock both lubes in my shop? What happens if I inadvertently fill a new engine with the older oil? Or vice versa? Will my drain intervals change? How much more will the CJ-4 oil cost?

In fact, as things turned out—and this wasn't predicted even by the oil companies and engine makers—it was really much ado about not much. That's an exaggeration, but the transition did not cause

great pain even though CJ-4 lubes do indeed cost a bit more. Balancing that out is the fact that they're really quite superior to their predecessors. And at least one oil company—Shell Lubricants—doesn't even sell CI-4 Plus oils in Canada as of now.

The new oils are so much better that they can even create fuel-economy benefits.

Imperial Oil, for example, says its new Mobil Delvac 1 ESP SAE 0W-40 synthetic lube can improve efficiency by as much as 0.5 percent all on its own.

Still, however, confusion seems to persist, so we present here an edited selection of key questions asked of our resident oil expert, Jim Arner of Chevron Global Lubricants based in Mississauga, Ont. He fielded those questions in our Ask the Expert section within the Lubes and Fuels Decision Center on [todaystrucking.com](http://todaystrucking.com). First, a quick look at 2010.



## BRIEFLY, 2010 DIESELS

Given that the vast majority of truck owners are still using '07-spec engines or earlier, and will likely continue doing so for some time, we can ignore 2010 motors here for the most part.

That said, we'll anticipate the single key question about 2010 engines and their lubricant needs; namely, will CJ-4 oils work in an engine built after January 1 of next year? The answer is yes. There's no new oil spec demanded by this next round of emissions limits.

And will drain intervals remain the same? The answer is less clear here, particularly with International engines using an 'advanced' version of EGR—or 'massive EGR' as others call it—which means a higher rate of exhaust gas recirculating back through the turbos. As far as we're aware no definitive pronouncements have been made there, though Navistar vice president Jim Hebe has said that drain intervals will go out as far as 50,000 miles on the MaxxForce 13 if you achieve a certain unspecified fuel-economy mark, likely over 8 mpg.

The fuel-economy and drain issue is really about the definition of 'severe service'. For the current DD15 engine, for example, Detroit Diesel says, "Severe duty is up to 30,000 annual miles and a vehicle that averages less than 5 mpg." And that presently demands a drain interval of 25,000 miles. Detroit says you can go out to 50,000 miles in long-haul work, meaning over 60,000 annual miles and a truck that averages more than 6 mpg. Both those mileage figures are in U.S. gallons; the equivalent Imperial measures are 6 and 7.2 mpg respectively.

Cummins, Detroit, Mack/Volvo say maintenance intervals won't change in 2010. But those intervals change with driving conditions, length of haul, loads, and other factors. All engine makers will tell you to check with them first before you go too far, no matter what engine you've got. And since there's relatively little field experience with most of the coming engines at this stage, a wait-and-see attitude seems wise.

## LUBES & EPA '07 ENGINES

**Q.** What exactly is it about a 2007-spec engine that demands the new CJ-4 oil category?

# ENGINE OIL RECOMMENDATIONS, '07 SPEC

ENGINE	API CATEGORY
<b>Caterpillar</b> <ul style="list-style-type: none"> <li>■ 2007 or newer on-highway diesel engines</li> <li>■ 2006 and older on-highway diesel engines</li> </ul>	<b>CJ-4</b> <b>CJ-4, CH-4, CG-4, CI4 Plus</b>
<b>Cummins</b> <ul style="list-style-type: none"> <li>■ All on-highway diesel engines except 2007 ISB engines in Dodge pick-up trucks*</li> </ul>	<b>CJ-4, CI-4 Plus</b>
<b>Detroit Diesel</b> <ul style="list-style-type: none"> <li>■ 2007 DDC series 40, 50, 55, 60 4-cycle diesel engines; 2007 MBE 900 &amp; 4000 diesels**</li> <li>■ 2006 and older DDC series 40, 50, 55, 60 4-cycle diesel engines; 2006 and older 4000 diesel engines</li> </ul>	<b>CJ-4</b> <b>CJ-4, CI-4 Plus, CH-4, CG-4</b>
<b>International/Navistar</b> <ul style="list-style-type: none"> <li>■ 2007 or newer diesel engines</li> <li>■ 2006 and older diesel engines</li> </ul>	<b>CJ-4</b> <b>CJ-4, CI-4 Plus, CH-4, CG-4</b>
<b>Mack</b> <ul style="list-style-type: none"> <li>■ 2007 or newer diesel engines</li> <li>■ 2006 and older diesel engines</li> </ul>	<b>CJ-4</b> <b>CJ-4, CI-4 Plus, CH-4, CG-4</b>
<b>Volvo</b> <ul style="list-style-type: none"> <li>■ 2007 or newer diesel engines</li> <li>■ 2006 and older diesel engines</li> </ul>	<b>CJ-4</b> <b>CJ-4, CI-4 Plus, CH-4, CG-4</b>

\* **NOTE:** Oil-drain intervals and diesel particulate filter (DPF) cleaning intervals can vary with the approved engine oils. Refer to Cummins maintenance recommendations for specific details.

\*\* **NOTE:** CI-4 PLUS oils may be used in 2007 engines but will result in shorter cleaning intervals for the diesel particulate filter (DPF). Refer to Detroit Diesel maintenance recommendations for specific details.

Table Courtesy Shell Lubricants

**A.** The 2007 EPA regulations limited the emission of particulates and NOx and that imposed tight controls on engine design and new features—increased levels of EGR and the addition of diesel particulate filters (DPF's). In the case of Caterpillar, their ACERT technology was augmented by a process which they referred to as "clean gas recirculation"—a variation on the EGR theme. The CJ-4 specification requires more robust technology and reduced levels of some additives.

**Q.** Do the differences between synthetic and mineral-based oils take on any added significance with 2007 engines? Are there CJ-4 versions of both?

**A.** The CJ-4 specification requires increased oxidation stability and some oil manufacturers may have to include some synthetics in their formulations in order to pass the approvals testing. The technology advances at refineries continues to improve the general quality of the oils so we are seeing the performance gap

## In Gear

between mineral and synthetic closing. Synthetics offer advantages in extreme operating temperatures, high temp or low temp, and offer some fuel-efficiency opportunities. With the API Base Oil categories, we have conventional mineral oils (Group I), hydrotreated mineral oils (Group II), there are the new Group III Iso-dewaxed synthetic oils (Group III), and the PAO synthetic oils (Group IV).

**Q.** My fleet includes heavy trucks running with '07 engines, some from 2004, and quite a few pre-2002 motors. Can they all use the same engine oil? If not, why not?

**A.** The 2007 engines require the use of API CJ-4 engine oil. This oil is back-serviceable and can be used in older engines. The use of an oil that does not meet the API CJ-4 specification in 2007-spec engines may violate warranty and jeopardize engine perform-

## VALVOLINE GUARANTEES FUEL SAVINGS



**V**ALVOLINE has teamed up with **INTHINC**, a Utah company that develops and sells telematics and driver-mentoring systems, to launch a program that promises fleets better fuel mileage, backed with a limited 'Fuel Proof Guarantee'.

It covers a 120-day customer-demonstration period and is being offered to fleet operators with a minimum demo of 30 trucks. Valvoline and Inthinc work with fleet maintenance managers to establish baseline data, using the tiwi onboard mentoring/ monitoring system. Valvoline's Premium Blue Extreme engine oil and Syn Gard FE gear oil are then installed. Inthinc's 'tiwi' verbal-coaching system is also installed and activated to provide drivers with real-time verbal mentoring about speeding violations, aggressive driving, other inefficient habits, seatbelt use and more.

If the fleet has not shown an increase in fuel economy, Valvoline and Inthinc will remove their products from the vehicles and reimburse the fleet for any incremental costs.

Valvoline says it enlisted two independent test facilities and multiple real-life customers to validate miles-per-gallon gains, using the EPA SmartWay-certified J1321 protocol. Tests were conducted with vehicles operating with Valvoline's Premium Blue Extreme SAE 5W-40 full synthetic engine oil and Syn Gard FE gear oil. Results varied depending on loads, routes and drivers. Less-than-truckload applications and P&D operations achieved the highest fuel economy improvement.

"According to EPA statistics, driving habits affect mpg by as much as 35 percent," says Todd Follmer, CEO at Inthinc. "Fleet testing has proven that using tiwi in-vehicle mentoring will decrease aggressive driving events by 89 percent and speeding violations by 86 percent. The EPA reports that simply obeying posted speed limits will increase fuel efficiency by as much as 23 percent."

See test data and a return-on-investment calculator at [www.fuelproofguarantee.com](http://www.fuelproofguarantee.com). See also [www.valvolinehd.com](http://www.valvolinehd.com), [www.tiwi.com](http://www.tiwi.com), and [www.inthinc.com](http://www.inthinc.com).



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ance as they were not formulated to meet the new and more robust engine specifications. [See the table here for engine-maker recommendations. Note that Cummins is the only one approving the older CI-4 Plus in current engines. Others may allow this too in some circumstances. — R.L.]

**Q.** I believe that ultra-low-sulfur fuel has less lubricity than the diesel we'd been using for years. Can the older CI-4 oil handle this?

**A.** With previous reductions to low-sulfur fuel we experienced some field problems due to the lack of lubricity. With the new fuels, there are additives in the fuel to maintain lubricity.

**Q.** The practice of mixing waste oil with diesel fuel is fairly common. Is that practical or even possible with a 2007-spec diesel engine?

**A.** The addition of any material to the diesel fuel is not recommended as EPA 2007 engines require tight controls on several additive elements. Specifically, the CJ-4 specification limits the contents of sulfur, phosphorus and sulfated ash because these materials were found to interfere with the operating performance of the emission controlling equipment. We have no means of determining the sources of the materials found in waste oils and can't guarantee the levels of the key compounds, and so therefore the only option is to return the waste oil to an authorized waste-oil processing location. This guideline applies to anything the consumer may wish to add to the fuel or to the oil. We advise not to add anything that increases the sulfur, phosphorus or sulfated ash.

**Q.** Are there new air- and oil-filtration implications with the 2007 emissions standard?

**A.** Filtration is a very important factor in the operation of heavy-duty engines. We recommend that you follow OE filtration requirements.

Particulates getting past the air filter can pass through the engine and add to the material that eventually will plug the diesel particulate filter, rendering it inoperable. Proper maintenance of air filters will help reduce the total operating costs.

EPA 2007 engines run with increased

EGR rates and this causes increased stress on the oil. The function of the oil filter is to remove the combustion by-products, debris and dirt from engine, so the use of a filter that cannot do the job will further stress the oil and in the long run that will be more expensive. You may remember an old television commercial that said, "You can pay me now or pay me later." Anything you do to the oil or add to the

fuel or oil that changes the very fine balance of the chemical technology, can and will shorten the life of the diesel particulate filter. The maintenance of those filters will be more expensive than the oil. Protect your assets and take care of the engine each and every day by following the OE-recommended maintenance schedules and use quality parts and fluids designed for your engine. ▲

# The Future's Bright, You Oughta Wear Shades!

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# PRODUCT WATCH

WHAT'S NEW AND NEWS FROM SUPPLIERS

**Online Resources:**  
For more new product items, visit  
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on the web at [todaystrucking.com](http://todaystrucking.com)



## PETERBILT'S NEW 348, 337

RUGGED VOCATIONAL SPECIALIST  
AND A P&D MACHINE

**P**ETERBILT has introduced two new trucks, the Model 348 and the 337. The new Model 348 is for applications such as construction, fuel delivery, refuse and utility work, says Peterbilt. The versatile class 7 or 8 truck or tractor has a GVW beginning at 35,000 lbs. and optional capacity ratings to suit almost any speciality work.

It sports an all-new interior with an “in-mould” color process that imbeds the color permanently into the material to “virtually eliminate peeling, scratches, scuffs and fading that can occur in harsh operating environments,” says Pete. A new driver display package features easy-to-read backlit gauges that are easy to read, with key vehicle performance data located at the top of the dash for optimal viewing. As well, a new HVAC system – also seen on the 337 – not only improves

air flow, but is also claimed to reduce maintenance costs.

The Model 348 offers critical vocational options such as FEPTO, REPTO and application-specific transmissions including a hybrid configuration designed for utility service. The Model 348 is available with two PACCAR engines: in the hybrid configuration there's the 280-hp PX-6 engine while the PX-8 engine (240-380 hp) provides 1050 lb ft or torque for heavier loads.

Both the 348 and 337 trucks have an all-aluminum cab with new exterior enhancements that improve outward vision. The new lowered and slanted side window beltline increases the view outside the passenger side window, creating an overall 17 percent improvement in side-window visibility. There's a lowered dash sightline as well.

For serviceability, both also have removable dash panels provide easy access to electrical and HVAC components. A new electrical system offers proven multiplex technology that simplifies wiring behind the dash and facilitates troubleshooting.

The new Model 337 significantly expands Peterbilt's medium duty presence with a truck for pickup and delivery, beverage and food service vocations—in fact, for virtually any business.

Like the 348 it gets the all-new driver display package, with an optional GPS system. Power windows, mirrors and lock switches are located in the new door pad design and you also get dual cup holders.

The Model 337 also gets the same engine choices, including a hybrid electric configuration that's said to offer fuel savings of up to 40 percent.

[www.peterbilt.com](http://www.peterbilt.com)

### DIAGNOSTIC SOFTWARE

MERITOR WABCO RELEASES TOOLBOX 9.0 FOR SMARTTRAC STABILITY CONTROL SYSTEMS AND HYDRAULIC ABS

**Meritor WABCO Vehicle Control Systems** has launched TOOLBOX 9.0, the latest PC-based diagnostics software for its pneumatic and hydraulic anti-lock braking systems, electronic levelling modules, and electronically-controlled

# TRANSMISSION WAR OVER... FOR NOW

The fate of the **FREEDOMLINE** automated mechanical transmission has been a point of confusion in many quarters for the last few years, but that's been at least partly cleared up following the end of a lengthy court case in the U.S.

ArvinMeritor, ZF Friedrichshafen AG, and ZF Meritor LLC have won a patent infringement suit brought by Eaton Corp. on the FreedomLine. Initially filed in late 2003, the suit was heard before a jury.

Eaton originally claimed that the transmission infringed 11 different Eaton patents. The jury found that the technology patents at issue in the trial were invalid and therefore not enforceable against ArvinMeritor, ZF, or ZF Meritor on either current or future products. Further, the jury concluded that Eaton engaged in exclusionary and anti-competitive conduct. ZF Meritor is claiming more than \$800 million in damages. The case will continue on to the damages phase through a separate trial.

The transmission was designed in Europe, where it has significant market share, by ZF but was marketed and serviced in North America by ArvinMeritor within the joint venture known as ZF Meritor formed in 1999. Local assembly of the transmission was launched in the U.S. two years later. ArvinMeritor says it was forced to stop selling transmissions because of Eaton's actions.

Chip McClure, ArvinMeritor's chairman, CEO and president, said in a press release that his competitor's tactics forced Arvin to exit the North American linehaul transmission business altogether, which subsequently led to the demise of Arvin's joint venture with ZF Industries.

In response, Eaton said it was "disappointed with the decision" and is considering its options for an appeal.

"ZF is very pleased at this ruling, as it clearly demonstrates the need for competition in the marketplace," said Elizabeth Umberson, division president for ZF Commercial Vehicles and its Special Driveline Technology Division in North America. "As a result of our competitor's conduct, customers found it difficult to obtain the ZF FreedomLine transmission, which led to the shutdown of local production, and ultimately, the end of our ZF Meritor joint venture in 2004."

Interestingly, ZF doesn't rule out the FreedomLine's return to these shores, calling it "an ideal technology for the North American long-haul commercial vehicle market that ZF hopes to see return in the future."

The automated mechanical transmission market on this side of the Atlantic is dominated by Eaton, the only other player presently being Volvo with its I-Shift product.

air suspensions. First launched in 1999, it's compatible with Windows 7, as well as XP and the unfortunate Vista.

New features include support for RSSPlus, the company's trailer-based stability system, for the "E" version of Hydraulic ABS, for tractor ABS 'E' version 4.3, and for hydraulic power brake releases 1 and 2. Of course it also supports the complete range of Meritor WABCO vehicle control products.

The software displays both active and stored system faults as well as the corresponding repair instructions. It can show constant and dynamic information from the braking system under test, and acti-

vate components to verify system integrity, correct component operation, and installation wiring.

Computer requirements: at least 512MB RAM; 60MB HD space for full installation; a 64- or 32-bit processor; an RP1210A-compliant communications adapter for SAE J1708/J1587 or PLC; and a serial, parallel, or USB port for an RP1210A adapter.

TOOLBOX is distributed by SPX Service Solutions. Meritor WABCO is a joint venture of ArvinMeritor and WABCO Automotive Control Systems.

See [www.arvinmeritor.com](http://www.arvinmeritor.com) and [www.wabco-auto.com](http://www.wabco-auto.com)

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VANCOUVER *	103.1	1.7	69.1
VICTORIA	101.3	1.4	69.9
PRINCE GEORGE	98.6	0.8	70.9
KAMLOOPS	96.1	0.0	68.5
KELOWNA	101.6	-0.7	73.7
FORT ST. JOHN	102.4	3.5	74.5
YELLOWKNIFE	103.0	-0.5	84.9
CALGARY *	89.9	0.2	72.6
RED DEER	91.6	2.3	74.2
EDMONTON	88.3	0.2	71.1
LETHBRIDGE	90.2	-0.3	72.9
LLOYDMINSTER	92.9	2.0	75.5
REGINA *	95.4	-0.5	71.9
SASKATOON	96.2	0.3	72.7
PRINCE ALBERT	95.9	0.5	72.3
WINNIPEG *	93.9	0.0	73.9
BRANDON	94.9	-1.0	74.9
TORONTO *	97.9	2.7	74.9
OTTAWA	93.4	0.0	70.7
KINGSTON	97.9	5.2	74.9
PETERBOROUGH	97.9	3.0	74.9
WINDSOR	93.7	0.6	70.9
LONDON	94.9	1.0	72.1
SUDBURY	97.9	1.5	74.9
SAULT STE MARIE	91.4	0.0	68.7
THUNDER BAY	99.5	0.8	76.5
NORTH BAY	96.8	1.0	73.9
TIMMINS	98.9	0.0	75.9
HAMILTON	93.4	0.3	70.6
ST. CATHARINES	92.2	1.5	69.5
MONTRÉAL *	103.9	1.5	71.8
QUÉBEC	101.9	0.3	70.1
SHERBROOKE	101.4	0.5	69.6
GASPÉ	100.4	0.0	72.6
CHICOUTIMI	99.1	0.3	71.4
RIMOUSKI	102.4	0.0	72.4
TROIS RIVIÈRES	103.9	2.0	71.8
DRUMMONDVILLE	97.9	0.0	66.5
VAL D'OR	103.4	3.5	75.2
SAINT JOHN *	103.5	-0.4	70.7
FREDERICTON	103.7	-0.6	70.9
MONCTON	104.4	-0.6	71.5
BATHURST	106.0	-0.6	72.9
EDMUNDSTON	105.3	-0.4	72.3
MIRAMICHI	105.2	-0.5	72.2
CAMPBELLTON	105.2	-0.5	72.2
SUSSEX	103.9	-0.4	71.0
WOODSTOCK	105.9	-1.0	72.8
HALIFAX *	102.5	1.1	71.3
SYDNEY	105.2	0.9	73.7
YARMOUTH	104.3	0.9	72.9
TRURO	103.0	0.9	71.7
KENTVILLE	102.9	0.6	71.6
NEW GLASGOW	104.5	-0.1	73.0
CHARLOTTETOWN *	101.2	0.0	72.1
ST JOHN'S *	108.0	-0.9	75.1
GANDER	104.5	-0.9	72.0
LABRADOR CITY	115.4	-0.9	81.6
CORNER BROOK	106.7	-0.9	73.9
<b>CANADA AVERAGE (V)</b>	<b>97.5</b>	<b>1.1</b>	<b>72.5</b>

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[www.espar.com](http://www.espar.com)





## WESTERN STAR GETS NEW LEASE ON LIFE

The recent introduction of the Freightliner Coronado SD severe-service vocational truck (see *Product Watch*, November, pg. 54) raised questions about the future of **WESTERN STAR** within Daimler Trucks North America (DTNA). Now, it seems the brand will indeed continue, but as a niche enterprise within DTNA not unlike Freightliner Custom Chassis Corp.

Western Star Trucks Inc. is now a separate organization within the DTNA group, with its own executive team led by new general manager Michael Jackson. It will have its own research and development resources as well. The truck will continue to be built at the DTNA plant in Portland, Ore., not moved to Mexico as was once planned.

Jackson allows that Western Star sales numbers are small overall but strong in certain vocational segments and in Canada. The brand finished 2008 with a market share here of just over five percent but seems poised to finish 2009 at closer to seven percent. The numbers are less pleasing in the U.S., where 2008 sales were fewer than those in Canada (1227 vs. 1290).

But Ann Demitruk, director of marketing, says that in vocations like mining, construction, logging, and the oil industry, Western Star's market share is as high as 28 percent.



## LIGHTWEIGHT FIFTH WHEEL

FONTAINE SAYS ITS NEW ULTRA LT IS THE INDUSTRY'S LIGHTEST FIFTH WHEEL SLIDER SYSTEM

Fontaine's new Ultra LT fifth wheel, part of the company's new Ultra family, can be used only for on-highway applications, where weight makes a difference, including tankers. It's a way to offset the extra weight of 2010 engines and their emission systems. The new product is said to save as much as 100 lb or more over other fifth wheel, as light as an aluminum model but with the strength, durability and cost-effectiveness provided by its steel construction.



The Ultra LT is offered as a complete system that includes the top plate and one of a variety of mounting configurations, including inboard and outboard slide assemblies and a stationary mount. Both the inboard and outboard sliders are claimed to be lighter and more compact than standard slide assemblies.

Like all Fontaine fifth wheels, it has a patented lock design that eliminates the possibility of false trailer couplings to prevent dangerous high hitching. A patent is also pending on the fifth wheel's secondary lock. Air actuation with in-cab air release (operable only when parking brake is engaged) is available.

The Ultra LT fifth wheel offers a vertical load of 50,000 lb and a drawbar pull of 150,000 lb. The top plate is formed steel.

[www.fifthwheel.com](http://www.fifthwheel.com)

## KENWORTH T440

NEW KW TARGETS REGIONAL HAUL, MUNICIPAL, P & D, AND VOCATIONAL MARKETS

Kenworth's new T440, in truck and tractor form, is now available for order with initial production scheduled for Q1 2010. Built on the same platform as the T470 introduced in June, its GVW ranges from a heavy class-7 vehicle at 33,000 lb up to what was once called a 'Baby 8' at 68,000 lb.

Standard power will be the 2010 Paccar PX-8 engine, rated from 260 hp to

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Kenworth's T440

350 hp with 660 to 1000 lb ft of torque, while an option is the 9-liter, 2010 Cummins ISL engine rated from 345 to 380 hp and 1150 to 1300 lb ft of torque. Other key T440 features include 10-, 11-, and 13-speed Eaton manual and 5- and 6-speed Allison automatic transmissions; 12,000- to 22,000-lb front axles; and 21,000- to 26,000-lb single or 40,000- to 46,000-lb tandem rears. Also available are factory installation of a power take-off (PTO) and one lift axle.

Out front the three-piece aerodynamic bumper can be replaced with an optional aluminum or steel channel type. The halo-

gen projector headlamps are standard equipment with high-intensity-discharge (HID) lighting available as an option.

Inside, the T440 sports the same multiplexed dash installed in Kenworth's class 8 products, with the Driver Information Center standard. The optional Extended Day Cab enhances driver comfort with an additional 6 in. of length and 5 in. of cab height compared to Kenworth's traditional day cab. You can also order an air ride cab and a 38-in. AeroCab sleeper.

[www.kenworth.com](http://www.kenworth.com)

## ELECTRIC APU BATTERY

TROJAN'S NEW OVERDRIVE AGM 31 IS FOR ELECTRIC AUXILIARY POWER UNITS **Trojan Battery Company** says its new OverDrive AGM 31, a sealed, absorbed glass mat (AGM).

Battery, was built specifically for idle-reduction technology in heavy-duty trucks.

With the development and installation of electric auxiliary power units gaining momentum, Trojan says it identified the

"urgent" need for a reliable battery that provides clean, steady power for heating, air and critical on-board instruments when truck engines are turned off. The company claims that most truck owners using a new electric APU and Trojan's new batteries will start to see its return on investment as little as 12-18 months.

The OverDrive AGM 31 is maintenance-free, with no watering required, and there can be no acid spills. It's said to have "excellent recharge efficiency" while driving and "superior" vibration resistance over standard conventional lead acid batteries. It has a durable polypropylene case, removable carrying handles, and a flame arrestor pressure vent. The warranty is 30 months.

Trojan, incidentally, built the first golf-cart battery back in 1952.

[www.trojanbattery.com/OverDrive](http://www.trojanbattery.com/OverDrive)



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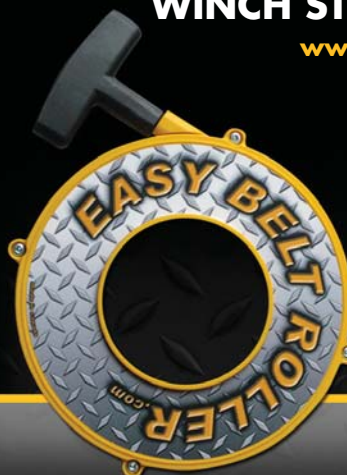
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## DRIVE TIRE

CONTINENTAL HDR1 HAS OPEN SHOULDER TO INCREASE TRACTION

**Continental Tire** says its new HDR1 drive tire integrates tire technologies learned from building tires for regional applications, including features developed to combat wear and tear created by



## HINO PARTNERS WITH FONTAINE

**T**he new partnership between **HINO** and **FONTAINE MODIFICATION** is an expanded alliance that will see the latter open a dedicated modification center in West Virginia to support Hino's truck assembly plant across the street. It will give Hino the ability to offer many more options seamlessly to both dealers and customers, the company says.

The Williamstown modification center will continue to provide Hino Trucks with all current production options, plus additional paint options, bus chassis, RV chassis, and fire/rescue chassis packages.

See [www.hino.com](http://www.hino.com) and [www.fontainemod.com](http://www.fontainemod.com).

rough, unpredictable road conditions. The tire features a "proven" open shoulder design that's said to offer superior wet and dry traction, and 28/32nds of tread depth for long mileage. The manufacturer also says the tire uses a cut- and chip-resistant compound for even wear and durability.

The HDR1 also features stone-ejection technologies that help prevent penetrations to the tire's casing. The stone

bumpers eject small stones or prevent them from reaching the bottom of the groove, where premature casing damage can start. Reducing stone damage can increase the tire's longevity and its potential for retreading.

The HDR1 can be used as an all-position tire and is available in the 11R22.5, 11R24.5, 275/80R22.5 and 285/75R24.5 sizes.

See [www.continental-truck.com](http://www.continental-truck.com) ▲

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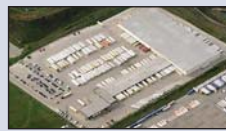
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By Peter Carter

## Your Throne Room

Do you really want to go there?

The following story is about one of the scariest places I've ever been: the bathroom in my father's bus garage.

The garage itself was down the alley from our house in the west end of Sudbury and was one of two primary business properties belonging to my late father Tom and his brother Ed. Together, they ran a bus business for about 40 years.

Ed was the white-collar guy and hung around downtown at the public bus terminal, where there were spacious waiting rooms, Henry Sutter's lunch counter, a few business offices and the dispatcher's desk.

My dad spent most of his time at the garage.

The property was what you might call practical.

Two pits, a painting bay; huge manually operated doors; fuel pumps and a few acres of land. Mountains of tires. Equipment everywhere.

Up against the fence in this yard meant up against the wire fence that separated the garage from the adjoining property, the Eyre Cemetery.

Our property wasn't particularly well lit. So if you visited the place late at night—especially around All Souls' Day which is when the Italians in the surrounding neighborhood put candles beside their loved ones' tombstones—you'd see why more than one of dad's newly hired night watchmen scared themselves so badly they couldn't get through a shift.

Still. The only place more frightening than out around the cemetery was inside, in the bathroom.

I asked a few of my family what they remember about that john.

My brother Ed, who's a few months shy of being two years older than me, put it this way: "Nobody ever spent any extra time in there."

My sister Norma, an RN who runs a clinic in Sudbury, said, "If you lived through that bathroom you probably don't need the H1N1 vaccine."

You walked up a little ramp from the main garage, turned left and opened the wooden door with the hook lock on it. Next

door was the change room so there was actually another access way, too.

Inside the cramped bathroom was a tiny sink, a toilet that probably came from the same military surplus place we got our four-wheel-drive jeeps from, a crooked mirror, several drain holes in the floor, a toilet that constantly ran. Grease everywhere.

To this day, simply thinking about the smell makes my eyes water.

My brother Alex, a mental-health worker in Sudbury emailed me his take on the facility: "I remember thinking you had to wash up after using that sink."

The only place more frightening than out around the cemetery was inside, in the bathroom.

In Dad's defence, there was no reason for much more. And we're talking back when taking safety precautions meant holding your lit cigarette in the opposite hand from the one you were using to fill up your fuel tank.

Further, customers, suppliers and bankers got to go in the fancier facility, downtown.

And no visiting journalist, as far as I know, ever saw the bathroom at Dad's garage.

Which is what happened to a fleet not far from where I work, a few months back.

I was doing research for a story; I excused myself, went into the drivers' bathroom and was whipped back to Dad's garage so fast I think I got a soft-tissue neck injury.

The place stank. Pipes weren't painted. The stall door was hanging loose.

My first thought? "I bet the office staff doesn't have to go here."

That company might brag about how much it cares for its drivers, but after visiting that bathroom, I found it very difficult to believe.

And the same thing occurred to me on other occasions, after seeing the wretched state of some driver rooms. Busted furniture. Zero amenities; not so much as a tv; no windows.

I've visited friends doing time where the guest areas were cozier.

Hey. I just thought of something. Somebody should do a study to find out if that small handful of drivers who apparently toss those icky waste-filled bottles out the window on to the road are hauling for carriers with yucky driver facilities.

I'm just saying... ▲





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