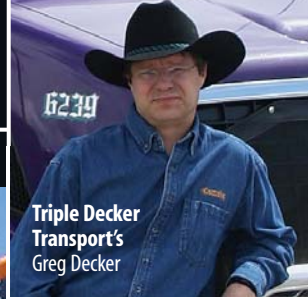


ECO-DEPENDENCE: "My tax money is subsidizing my competition," PG. 21



Triple Decker Transport's Greg Decker

July 2009

www.todaystrucking.com

# Today's Trucking

The Business Magazine of Canada's Trucking Industry

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To hedge or not to hedge

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# Today's Trucking

The Business Magazine of Canada's Trucking Industry

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 **Kenneth R. Wilson  
Award Winner**

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**Not enough, already**

Re: "Power Trippin'" by Rolf Lockwood, May, 2009.

How much is Detroit Diesel going to charge for the 600-hp version of the DD16? It would be nice to have a 700-hp or 1,000-hp version because with the government caving in to the multinational companies, they are raising weight limits and allowing more double 53-ft trailers and lowering top speed limits so you can't take a run at a hill anymore. How are you going to make any miles if you don't have enough horsepower?

If the government and the companies think one truck and one driver can do what two trucks and two drivers used to, then they should pay double the rate because it takes one driver longer and there's a lot more liability and responsibility when pulling those huge 53 footers.

I think we need to start a strong union like the Teamsters used to be 40 years ago. We need to get some decent working conditions for the men and women who actually move the freight.



If the trucking companies were like me, they would have all been parked since last year and the rates would be up by now but what they do is cut rates trying to keep freight volume when they know it is not there.

It just seems they're always thinking they need to expand and grow and get all the business instead of limiting themselves to enough to make a living and leave some loads for the other guy to earn a living.

Gord Currie,  
Chilliwack, B.C.

**Spelling relief?**

We own one single-axle tractor and two self-loading/unloading trailers, and we travel to Toronto from northern Ontario up to three times a week.

There's a new brake check area on top of the hill in North Bay. It is a nice big area to



pull into, check things out and walk around if you need a stretch.

My question: "How can a government justify spending several million dollars blasting to create an area like this and not add perhaps another \$200,000 to the total bill for a well and a building with a septic system?"

I watched them carve two pull offs out of solid granite along the 400 south of Parry Sound. Luckily they blew enough rock out of the way to make room for two plastic port-a-potties on each side of the road, a northbound potty and a southbound potty, what a relief!

Southbound on the 416 near Ottawa, there's a real nice area to pull off, this time we have a port-a-potty and a phone booth.

Last week, I stopped at the North Bay brake-check area for my walk around and I did what everyone does because there is no facility. Even if there was a port-a-potty there, I would still go on the pavement. Sitting for hours under the sun doesn't make breathing in a port-a-potty a pleasant experience.

Peter LaRocque,  
Haileybury, Ont.

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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By Rolf Lockwood



# Biofuels Take a Hit

You think carbon dioxide is bad news for the planet? Your dentist's favorite gas, nitrous oxide, is far worse.

There's no shortage of major decisions made on foundations of poor logic or maybe bad science or that old favorite, wishful thinking.

The worst offence, it seems to me, is the major decision inexcusably based on incomplete information. And in that category, I strongly fear, is the world's nearly wholesale embrace of crop-based biofuels. I've said as much before, namely that companies and whole countries have been embracing biodiesel made from corn or rapeseed or soy without understanding the larger picture, without seeing all the implications. In their race to trim dependence on fossil fuels or to slow climate change, they've taken big steps without thinking big.

There's new evidence to support this notion of mine, and it comes from no less than the Paris-based International Council for Science (ICSU, the acronym based on its former name, the International Council of Scientific Unions), which is a federation of egghead associations from 133 countries founded way back in 1931. The ICSU is essentially a clearing house for scientific ideas and information and the development of standards. Its members are responsible for hundreds of conferences every year around the world, not to mention the publication of a zillion newsletters and journals. In short, it's about as credible as you'll get.

So here's the deal: a report was recently released by a group of ICSU scientists that says the production of crops for biofuels—not the use, but the production—is doing more harm than the fuel can do good in terms of global warming. They supported the same conclusion reached by a 2007 report done by the Max Planck Institute for Chemistry in Mainz, Germany. The two research efforts agree that the science community has been underestimating the effect of nitrous oxide (N<sub>2</sub>O) on global warming by a factor of between three and five, according to an article entitled 'Biofools' in the April 11th edition of *The Economist* magazine.

"The amount of this gas released by farming biofuel crops such as maize [corn] and rape probably negates by itself any advantage offered by reduced emissions of CO<sub>2</sub>," the article says, quoting the ICSU report.

The amount of this gas released by farming biofuel crops such as maize [corn] and rape probably negates by itself any advantage offered by reduced emissions of CO<sub>2</sub>.

The thing is, N<sub>2</sub>O is a far more damaging gas than CO<sub>2</sub>—it's 275 times better able to warm the planet. And in 500 years that same volume of nitrous oxide will still be 156 times more potent than CO<sub>2</sub> in global warming terms. It doesn't go away.

See what I mean? The world has jumped on a crop-based biofuel bandwagon without knowing enough. Whether the ICSU research is good or not, though I suspect it is, the point is that we've very likely been assuming too much, hoping for a neat and tidy solution before we could safely decide to take it. Check out [www.icsu.org](http://www.icsu.org).

Letters will surely follow, as they always do when I say negative things about biofuels, but that's fine. I like hearing what folks think. And in any case I feel a strong obligation to be a professional sceptic in this editorial space, to challenge assumptions.

Note that I'm not talking here about biofuels made from sources like animal tallow and recycled restaurant grease. Unlike crop-based fuels, these don't make nitrous oxides and they have no effect on land use or on food supplies. But there just isn't enough of this stuff to go around.

We're heading elsewhere anyway, toward things like biogas, a methane variation extracted from sewage treatment plants and garbage dumps and the like. Or more likely synthetic diesel made from biomass. And we'll have learned to make decisions based on real science in the meantime. ▲

## CORRECTION:

### 'HITTING OUT OF THE ROUGH,' MAY ISSUE

The feature story entitled 'Hitting Out of the Rough' on pages 33-35 of our May issue contained incorrect information about the services provided by Purolator to Dell Canada.

To clarify, Purolator is not Dell Canada's only service provider. Dell Canada utilizes several carriers to bring freight into Canada as well as manage its distribution requirements once the freight clears Canada Customs, a process which Dell manages independently.

The Custom Delivery Service (CDS) referenced in the story is a proprietary service offered by Dell that is executed by multiple LTL providers in Canada.

The solution to handle different Dell shipment types was designed through a joint effort and not solely designed by Purolator.

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

## No Holds Barred

The gloves come off in the EGR-SCR engines debate as Navistar takes the fight to the courts.

Complacency is certainly not part of Navistar's M.O. these days.

The Chicago-based company raised its us-versus-the-world tone another octave recently when it threw a new twist into the ongoing EGR-SCR emissions technology debate, prompting its industry rivals to return serve.

Despite the Environmental Protection Agency's (EPA) refusal earlier this year to extend by two years the deadline for 2010 engine emission standards, as Navistar had requested, the truck and engine maker has launched a new challenge—this time in real court, and not just that of public opinion. In fact, a petition was filed against the EPA in the federal Court of Appeals on March 31 but it only recently came to light when *Today's Trucking* and a couple of American publications obtained the court documents.

It's unclear whether Navistar's goal is still to win postponement of the Jan. 1, 2010 deadline. Jim Hebe, Navistar's senior vice president North American sales, recently told a group of customers in Toronto that the previous requested delay had nothing to do with his company's ability to meet the deadline with its advanced EGR engines (Navistar, of course, is the sole holdout against SCR solutions for 2010, admitting that it will have to use accumulated emissions credits to meet '10 as part of its EGR strategy). Rather, he said it was more a matter of allowing carriers, especially smaller ones, to grow accustomed to the new engines and to more gradually infiltrate them into their fleets.

But that isn't stopping the company from openly questioning in court the legitimacy of the EPA's

**IN YOUR GRILLE:** Navistar is taking on all comers in its battle to protect EGR as the engine solution of choice for 2010.





# Ches

allowing SCR as a 2010 emission-control strategy when it apparently represents a reversal of the agency's 2001 position. Can the EPA certify 2010 SCR engines without going through a lengthy review process to amend its own 2001 rules? Navistar's

petition—using words like “arbitrary,” “capricious,” and “an abuse of discretion” to describe EPA's actions—says no. Navistar says the EPA stated once upon a time that SCR would not be a feasible technology because, among other reasons:

There was not or would not be a distribution infrastructure for diesel exhaust fluid (DEF); there were no safeguards in place to ensure that drivers fill DEF tanks; that there were “considerable uncertainties regarding the effectiveness of SCR” in reaching the 0.20 g/hp-hr NOx limit; and there were expectations that a “substantial number” of failures to replenish DEF would result in a “total loss of NOx control.”

Furthermore, although most of those issues are proving in field tests to no longer be of concern, Navistar also insists the EPA improperly allowed SCR systems to incorporate a “ramped shut-down” or “limp home” feature in case diesel exhaust fluid (DEF) tanks run dry.

Navistar and the EPA are unwilling to comment on the court action. Meanwhile, the head of one other truck and engine maker privately scoffs and says this suit is unlikely to delay things.



Show truck with some Spidey spice.

## TRUCK SHOW CURRIES FAVOR

**T**here were no Slumdog Millionaires here. Just a bunch of hard-working truckers, who took a short break from the road to celebrate their industry and their culture.

In spite of high winds, unseasonably cold temperatures and an early evening rainstorm on the main day of the event, organizers of the first ever **Road Today Truck Show** have deemed the event an unqualified success. The show attracted over 8,000 visitors and anyone who attended would agree there's never been a truck show like it.

Sponsored primarily by **Road Today** magazine, which is produced for the South Asian segment of the trucking business, the show was held at the Powerade Centre in Brampton, Ont., home to a large population of South Asians.

In addition to an indoor and outdoor trade show, the event included a show'n'shine competition, job fair, a pit crew challenge, children's entertainment and an ethnic food court.

Linda Jeffrey, MPP for

Brampton Springdale, and Brampton Mayor Susan Fennell formally opened the show. Gurbax Malhi, MP for Bramalea-Gore-Malton and Harinder Takhar, Ontario Minister of Small Business and Consumer Services also visited the show Saturday and presented Road Today Trucking Excellence Awards to several participants.

The show'n'shine awards were won by: Sukhwinder Atwal (Best Light Show), Vic Pannu (Best Chrome), Dan Prentice (Best Truck in Show), Harjeet Singh (Best Interior), Avtar Chauhan (Best Dump Truck) and John Composeo (Best Owner-Operator Truck).

The Pit Crew Challenge was won by JBH Truck Centre. The trucking excellence awards were presented to Dara Nagra of Avaal Technology, Harnek Kang of Ontario Best Carrier and Derek Hambly of Western Toronto International in the Entrepreneur, Owner Operator and Technician of the Year categories respectively. The grand prize of two free air tickets to India was won by Sandeep Singh Sidhu.



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There was some speculation that Mack, Volvo and Daimler would counter-sue. But, for now at least, it appears the SCR coalition has chosen to collectively file what's known in legal jargon as an *amici curiae* (AC) motion (literally translated from Latin to "friends of the court"). ACs are not party to the litigation, but believe that the court's decision may affect their interest or that of a particular industry.

As the defendant, the EPA does not oppose this motion, while, not surprisingly, Navistar responded with another petition to stop its competitors from intervening. At the same time, Navistar took the opportunity to further attack the EPA and SCR as a viable technology, likening the "ramp down" provision

## FINAL CHAPTER ON CHATHAM?

The chances that Navistar's Canadian truck plant is operating much longer aren't so hot all of a sudden. In fact, it might already be shuttered by now. Not only did the truckmaker issue layoff notices to all its remaining Chatham, Ont. plant workers a couple of months ago (as it's required to do so by Ontario law even if it is only considering layoffs), but around press time, chairman and CEO Daniel Ustian told *The Wall Street Journal* that the company is seriously considering moving at least some of Chatham's heavy-duty truck production to its Escobedo, Mexico plant.

Navistar spokesman Roy Wiley told us back in April that the layoff notices are "precautionary and procedural." (However, the company did follow through with layoffs the last two times it issued advance notices, letting go most of its 1,200 workforce.

The current contract between the company and Canadian Auto Workers expired on June 30. Ustian's comments were interpreted by some as posturing as contract talks between the truckmaker and the CAW got underway. Or, as others predict, here come the mothballs.

**Be sure to check out [todaystrucking.com](http://todaystrucking.com) for the latest updates.**



in the rare instances DEF tanks run empty to "pollution for convenience."

Volvo spokesman Jim McNamara says Navistar's latest move is a "desperate attempt to mislead the court." He blasted Navistar for lifting a quote from

Volvo's website out of context and using it in its petition. Ensuring that its competitor is not feeding the court similar "wildly inaccurate and misguided conclusion(s)" is precisely why the AC is necessary.

The AC's other objective is

ensuring that the EPA rule is not delayed by Navistar's proceedings. The AC "would offer a unique and important perspective on the issues raised in Navistar's petitions for review that would assist the court in understanding the industry



## LOG BOOK

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

### July 10-11

**2009 Ontario Truck Driving Championships**, Sarnia, Ont. Professional truck drivers demonstrate their excellent skills in a rigorous driving test. Winners head to the national championship in Abbotsford, B.C. on Sept. 6, 2009. Organized by the Transportation Health & Safety Association of Ontario. Contact: 416/242-4771 or click on [www.thsao.on.ca](http://www.thsao.on.ca).

### July 23-26

**Fergus Truck Show**, Fergus and District Community Centre, Fergus, Ont. The show is back and in full force and promises to be better than ever. Named one of the top 50 events in Ontario, the event offers a show 'n shine, truck pull, and star studded live music. Contact: Call 519/843-3412 or click on [www.fergustruckshow.com](http://www.fergustruckshow.com).

### July 30 - August 2

**Rodéo du Camion**, Notre-Dame-du-Nord, Québec. This is one you won't want to miss as the infamous Québec truck rodeo and street festival will have you talking long after its over. Bring a camera! Contact: 819-723-2712 or go [www.elrodeo.com](http://www.elrodeo.com) for more info.

### August 5-9

**Association of Diesel Specialists 2009 Convention**, Gaylord National Resort, National Harbor, Maryland. Consisting mostly of U.S.

and Canadian heavy-duty repair shops, the ADS is the diesel industry's leading trade association, dedicated to the highest level of service on diesel fuel injection and related systems. Contact: 913/851-9840 or go to [www.diesel.org](http://www.diesel.org).

### August 20-22

**Great American Trucking Show**, Dallas Convention Center, Dallas. One of the five largest annual truck and product shows in the U.S. Contact: 888/349-4287 or click on [www.gatsonline.com](http://www.gatsonline.com).

### September 6-13

**National Trucking Week 2009**, Nationwide. An annual Canada-wide event held to spotlight the contributions made by the 400,000 Canadian men and women who keep the country's freight moving. Sponsored by the Canadian Trucking Alliance and regional associations. Contact: 416/249-7401 or go to [www.cantruck.com](http://www.cantruck.com) for ideas on how to celebrate the week at your company.

### September 13-19

**Brake Safety Awareness Week 2009**, North America-wide. Sponsored by the Commercial Vehicle Safety Alliance and your local ministry of transport, the event aims at educating drivers at roadside about brake safety. Contact: 202/775-1623 or go to [www.cvsa.org](http://www.cvsa.org).

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as well as significant consequences” to SCR manufacturers and related suppliers if Navistar’s suit “undermines” the SCR Guidance.

In particular, the motion notes the SCR companies spent “considerable time and effort participating in the EPA rulemaking and expended significant resources” to develop and test SCR engines. In the absence of the SCR Guidance, manufacturers would “face substantial uncertainty as to the EPA certification procedures” for 2010.

“AC,” the coalition writes, “also have an interest in ensuring that a level playing field is maintained among all industry manufactures.”

Of course, not exactly all industry manufacturers would agree.

## HOS

### Proof: EOBRs Coming To a Truck Near You

Like Cinderella’s carriage just before midnight, the hour is approaching when truckers who don’t follow hours-of-service rules to the letter of the law could have their carts turned into proverbial pumpkins.

Well, okay, it isn’t the 11th hour yet—not even close—but the Canadian government, at the behest of carrier groups, has given every indication that electronic on-board recorders (EOBRs) will one day be a reality in Canada.

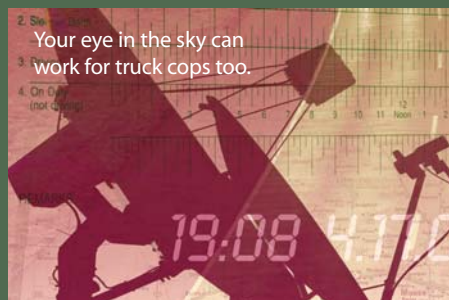
EOBRs—still commonly referred to as “black boxes”—are technologies used to automatically track, collect, and record electronic information about the operation of a truck and its driver. And Canada’s Council of Deputy Ministers Responsible for

# on the Docket

## OH BROTHER, BIG BROTHER:

Welcome to audits 2.0. Starting this month, over the objections of the province’s main trucking group, your fleet’s satellite GPS records are fair game for scrutiny by the Ontario Ministry of Transportation. The MTO began phasing in the use of satellite records for enforcement purposes on July 1. The new policy applies to the use of GPS records in the Facility Audit for scoring purposes only and not for investigations or compliance verifications that may result in enforcement action.

In a statement, Ontario Trucking Association President David Bradley greeted the news with disappointment: “OTA had hoped that MTO



would hold off on using satellite records until they had put in place a policy framework for the mandatory use of Electronic On Board Recorders.” (Please see the “HOS” story on this page for more on EOBR planning in Canada).

Last year, MTO put a moratorium on the use of GPS/Satellite records. OTA had insisted it remain in place until a universal EOBR mandate is realized because, as the association says, the “use of satellite records to enforce HOS compliance creates an uneven playing field between carriers that use satellite technology and those that do not, exposing those carriers who use the technology to a higher degree of enforcement scrutiny.”

According to the trucking association, MTO has tried to address carriers’ concerns by having the new policy take into account overall CVOR violation rate to determine whether and when GPS records would be required. OTA reports that this three-phased approach will work as follows:

■ **PHASE I:** No GPS records will be used in any Tier 1 or Tier 2 Audits until June 30, 2009. (Tier I Audits are CVOR system generated enforcement audits

triggered once a carrier’s overall violation rate exceeds 50 percent of its allowable threshold).

■ **PHASE II:** As of July 1, 2009, GPS records will be used only for Tier I Audits. And from July 1, 2009 to December 31, 2009, GPS records will not be used for Tier II Audits.

■ **PHASE III:** Starting January 1, 2010, GPS records will be used in all tiers of Facility Audits in accordance with new auditor guidelines that are still under development.

## NO JAKING AROUND:

Ontario should do a better job of enforcing the existing noise pollution laws rather than make carrier inspections of engine brakes mandatory.

According to the OTA, the Ontario Traffic Conference—an organization that acts on behalf of municipalities to co-ordinate traffic management—is working on a proposal that would require carriers to conduct annual noise level testing for all trucks.

OTA is calling on provincial enforcement officials to instead enforce existing laws, which require that all vehicles have properly functioning mufflers.

“The real problem with unnecessary noise from trucks has to do with modified truck exhausts not engine brakes,” says Geoff Wood, VP of Operations and Safety at OTA. “The fact is that modern engine brakes, when operated properly, do not actually cause any increase in noise levels. Proposing new laws and by-laws prohibiting the use of engine brakes is a mistake based on a misunderstanding of the real culprit causing the excessive noise problem that municipalities are trying to address.”

It’s already illegal to modify exhausts in a manner that would increase the noise they create, adds Wood.

## CANADA DAY REGS:

Don’t forget, as of the first of this month, amendments to Alberta’s Commercial Vehicle Safety Regulation (CVSR) and the amended Vehicle Equipment Regulation (VER) are in effect. According to Alberta Transportation, the changes are necessary to ensure provincial regulations are consistent with current Canadian and North American standards. Key changes for commercial vehicles, among others, include: daily trip inspection written reports, mandatory brakes on all wheels; the use of an advance warning triangle as the only recognized advance warning device; and new compliance label or mechanical fitness certificates.

Not getting there is the part that costs the most.



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Transportation and Highway Safety has instructed regulators to follow in the steps of U.S. officials and get on with the job of establishing a National Safety Code (NSC) standard for the devices.

The NSC standard for hours of service rules currently requires drivers to fill out paper logbooks and allows for voluntary use of electronic media provided it captures the required information.

Before proceeding with a proposal, the Canadian government decided to see what the Americans were going to do. Trouble is, they're still waiting.

Last December, former FMCSA boss John H. Hill said the final rule the agency issued had more teeth than its original proposal, which—because it only required EOBRs for carriers with two or more “serious” HOS violations in a two-year period—was criticized even

and recovery provision,” which, says Bradley, was proposed in the 1990s by CTA.

Proponents also argue that an EOBR rule could be the catalyst that forces a change in shippers' attitudes about truck delays and extending delivery windows.

But some truckers—especially owner-ops—are worried that such a mandate would be too rigid and make it nearly impossible to operate in real-world conditions. What's a driver to do, for example, when the EOBR forces him to shut 'er down on his way home, just a few clicks away from the wife and kids?

Scenarios like that won't be pretty. In fact, the introduction of EOBRs could trigger, as Navistar exec Jim Hebe predicts, the pending extinction of the North American owner-op as we currently know him. “The day of the owner-operator as an independent stand-alone is coming to an end,” he said recently. “Running legal doesn't work for a lot of (their) business models.”

Not even a fairy godmother is likely to change that.

## Regulations

### Speed Limiter Review Redux?

This past spring a group of owner-ops angry at the mandatory speed limiter rule in Ontario staged a protest at Queen's Park. Less than a dozen working truckers showed up, though. Organizers tried it again on a sunny Saturday in mid-June and there was only a modest improvement in attendance.

There's little doubt that a



Frank Klees expects to be PC Party leader. And you can expect a second look at speed limiters if that happens.

majority of independent truckers and small fleets quietly oppose the idea of capping truck engines at 105 km/h, but unfortunately for the audible voices in the wilderness, their brethren don't seem to want to do anything about it.

Of course, speed limiter compliance in Ontario and Quebec is a forgone conclusion (hard, roadside enforcement kicked in on July 1). But is the rule absolutely untouchable? Perhaps not if the Progressive Conservatives win the next provincial election with Frank Klees as their party leader.

By the time you read this, we'll know for sure who the Ontario PC boss is (the party election took place on June 27). Klees, a former transport minister under the former Harris government who has been a vocal critic of speed limiter legislation since the idea was introduced, was trailing in the polls at press time to frontrunner Christine Elliott (wife of federal Finance Minister Jim Flaherty) and Tim Hudak. The more conservative Klees was banking

The image shows a 'DRIVER'S DAILY LOG' form. At the top, it says '© 1989 Ottawa Trucking Association'. The form is filled out with handwritten information: Company Name 'Cotnamer Thelme Trucking', Address '448 Main St. Wintarpeg', Driver Name 'Hansmerin Hank', and 'Hank'. It includes fields for 'Original Submit to Carrier', 'Original Driver Address', 'Day' (12), 'Month' (July), and 'Year' (06). There are also fields for 'Total Miles' (1165 km), 'Total Hours' (9.00), and 'Total Hours' (24.00). A section for 'DUTY STATUS' has a bar chart showing sleep, driving, and on-duty periods. The 'REMARKS' section contains handwritten notes: 'Cambridge Out', 'Kingston Out', 'Quebec Ave', 'Riviere de Loup Ave', and 'Edmonton N.B.'. At the bottom, there are checkboxes for 'Speed + Power Unlimited' and '3+ fuel'.

**PAPER PLAIN:** EOBR proponents argue that paper logs are as obsolete as the rotary phone.

In 2006, Transport Canada issued a discussion paper that concluded there were no insurmountable challenges to introducing an EOBR mandate in Canada. It found that an array of EOBR technology was readily available, evolving rapidly and becoming less costly; and EOBRs represented an improvement over a paper log system. Although it noted that there are privacy concerns and competitive issues among large and small fleets that need to be dealt with, by and large, EOBRs would drastically improve HOS compliance because of the relatively high percentage of drivers who tend to falsify their logs.

by sister DOT agencies for being too soft. There were rumors that the toughened revision included a universal mandate for all carriers, but it's hard to say for sure because it stalled when the Obama administration took power.

While it's clear that the process still has a long way to go, CTA chief David Bradley says it is time Canada got off the fence. “Had Canada, for example, adopted a wait-and-see approach to the federal hours of service regulations, we would not have achieved one of the more constructive aspects of both the Canadian and U.S. regulations—the voluntary rest

# If the bridge fits you must acquit!

— FROM MARCO BEGHETTO'S RIGHT TURN BLOG

May 15, 2009:

The Ambassador Bridge brought out the big guns in its ongoing fight to halt construction of a new downriver, public bridge spanning Windsor and Detroit.

Trucking mogul and Grosse Pointe billionaire Matty Moroun is now playing the race and class cards in this never-ending game of political chicken.

As you can **read by clicking here**, his bridge company filed a lawsuit complaining (probably correctly) that a public bridge underwritten by the government would siphon away truck traffic from the Ambassador just as the company and U.S. taxpayers have spent millions on a new span and supporting highway infrastructure.

But that isn't all. The bridge company also frets that a new bridge would devastate the impoverished "community" of Delray (the location proposed for the bridge landing on the U.S. side). Poor, minority citizens on the U.S. side will be negatively impacted, the bridge argues, while affluent, white residents in Windsor, Ont. are being left alone.

Obviously, the bridge company is counting on the sympathies of decision makers in Washington and Ottawa who have never taken a step in Delray. I'll ask those with fragile PC sensibilities to pardon me here, but anyone who's been through Delray—and I've done it at length more than once—knows that it's anything but a community.



Drive-by video of the 'community' of Delray

I'm borrowing this phrase from a friend close to the action there, but moving people out of this section of greater Detroit should be seen as a human rights accomplishment.

I empathize with the good citizens (who are mostly minorities) that helplessly remain there, but there is no conceivable way you could call this a "community"—at least not in the sense that the anti-DRIC folks would like you to think it is.

Most of the stores and countless houses are boarded up, burnt, or falling down. It is possible to travel the entire township for an hour in the middle of the afternoon and count on two hands the number of open shops or people on the streets. And I mean that quite literally. It is a place ravaged by poverty and crime—so much so that there's hardly even a black market for street gangs anymore.

The bridge company deserves some sympathy as a private company that will be **forced to compete with a government-backed structure**. And I think it's a very legitimate question to ask whether a second bridge should be a priority in the wake of plummeting north-south commercial traffic numbers. Do we really know what NAFTA will look like 10 or 20 years from now (especially after more 'Buy America' protectionism) and whether trade—that until now has been **largely predicated on the auto sector**—can support two bridges for the next 100 years? I don't know myself but I'm not convinced many of those questions have been properly answered.

That said, anyone who thinks that a second bridge will do anything but help Delray is mistaken, I think. There's the desperately needed infrastructure investment, sure, but the spin-off businesses and strategic relocation of some industry suppliers and manufacturers alone will bring jobs and revitalization to the area.

As I said, there are good reasons to rethink a new bridge, but Delray alone shouldn't be the reason why—quite the opposite, actually.

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complications and costs" on truckers and small fleets considering the recessionary pressures they face.

Asked if he'd be willing to band with fellow candidate Randy Hiller—the populist, rural-issues advocate from southwest Ontario—to press the issue with whomever the leader is in the event neither he or Hiller wins the race, Klees said pointedly: "I expect to win."

And with that also lies whatever expectations that the speed limiter issue may be revisited—probably for good.

## Borders

### Checkmate for hazmat on Bridge?

A local Detroit magazine, *MetroTimes*, recently depicted on its cover Ambassador Bridge billionaire owner Matty Moroun as Mr. Burns, the ruthless powerbroker who monopolized the fictitious town of Springfield on the popular 20-year-old animated sitcom, *The Simpsons*.

Mr. Burns, whose oral trademark is devilishly muttering "excellent" under his breath whenever he gets his way, is an omnipresent figure in Springfield—unlike Moroun, who hardly ever makes public appearances or gives media interviews. Those close to Moroun say he's nothing like a Burns-like powerbroker. They say he's a successful businessman, at times even a philanthropist, who has done a lot of good for the Detroit-Windsor border region. Others, though, like the owners of the many businesses that stood in the way of Moroun's

on coming up the middle if his opponents split the vote of the liberal-minded wing of the party.

He recently told *Today's Trucking* that if selected leader he would "order a review of the impact of speed limiters on road safety and the industry."

If the review presents evidence that the rule has had a negative effect on road and truck safety, he says he "would not hesitate to repeal it."

As he claimed during legislative debates, Klees

told us that the Ministry of Transportation didn't properly consider all the evidence before recommending the policy, including a series of Transport Canada studies that concluded there are several safety and enforcement-related concerns with a mandatory speed limiter rule. Furthermore, although the government was aware such data existed, it didn't give MPPs the opportunity to review it before they voted on the bill. "I believe this was a error on the part of the government to ram this

bill through without the proper consultation and without all the information being made available," says Klees.

Echoing arguments made for years by independent driver groups like OBAC and OOIDA, Klees says the McGuinty regime's goal was to deflect the responsibility of speed enforcement. "The day this bill was introduced I said we already have speed limiters in Ontario. They're called speed limits," says Klees, adding that this is the worst time to impose "all the



expansion plans over the years, might not agree. It appears that next on the hit list is the Detroit Windsor Truck Ferry.

According to documents obtained by the truck ferry's owner Gregg Ward through the Freedom of Information Act, the Detroit International Bridge Company is requesting a change to the National Hazardous Materials Route Registry (NHMRR), which would allow certain flammable, corrosive, and explosive materials to cross between Canada and the U.S. via the 81-year-old Ambassador Bridge. Many of those materials are currently barred from the structure.

FOIA documents also reveal that the Michigan Department of Transport initiated a review of the NHMRR earlier this year, which includes reassessing the non-radioactive aspects of the rule.

Although the truck ferry is the only mode designated to transport hazmat trucks across the Detroit River, several media outlets, including *Today's Trucking*, have reported in the past that the bridge (which has complete autonomy over its own operations) routinely allows such vehicles to cross anyway via special permit that it writes for select fleets. Some of those passing trucks belong to carriers owned by Moroun.

It appears, then, that the private company is seeking to more openly accommodate all types of hazmat transporters.

According to documents obtained by *Today's*

*Trucking*, Ambassador Company president Dan Stamper wrote to the MDOT last fall officially requesting a change to the NHMRR. He suggested that the state relax restrictions so that they're more in line with allowances given to the Blue Water Bridge in Sarnia-Port Huron.

In addition to the security issues "these dangerous trucks" would pose to what is currently the only major span at North America's busiest trade gateway, Ward acknowledges the "obvious detrimental impact" to his business if the Ambassador got its way.

The loss of the truck ferry, he says, "would eliminate the primary crossing for very large shipments of oversize, overweight trucks, which are essential in support of manufacturing and energy projects.

"Repeatedly," he adds, "the ferry has played an important role in keeping manufacturing facilities open when there has been severe delays at the bridge."

Not only would such a move "strengthen the bridge's monopoly on cargo traffic," but it would also eliminate any crossing redundancy, which is essential in the event of a major hazmat-related accident or terrorist attack on the privately owned bridge.

"I do not think people really appreciate the danger of allowing Moroun as the owner of a private bridge to be in total control of the border."

## Intermodal Canuck Ports Twinning TWIC

Canadians are known for speaking softly, but soon a couple of our container ports will be known for carrying a big TWIC—or something like it.

Truckers working two of Canada's three major container ports are facing tighter security and will require special credentialing to get on the docks.

The ports of Halifax and Montreal are in the process of developing an identification card for

different pass system for trucks since 2005. All container truckers are required to obtain a truck licence in order to access the port).

Currently, Transport Canada does not have a specific national security program for truck drivers. Transport spokesman Brad McNulty said drivers who need to get to high-risk areas on a pier are now escorted by someone who has the proper clearance.

However, he said amendments to the Dangerous Goods Act recently have received final approval which "opens the door" to



**TWICS and Mortar:** Canadian container ports are starting to mimic security rules currently in effect in the U.S. for truckers and other workers.

truckers, which resembles the Transportation Worker Identification Credential (TWIC) required at U.S. ports. American ports made the cards mandatory April 15 but some ports had a "soft" implementation until the beginning of June.

The two Canadian ports, meanwhile, have decided to launch their own card systems. (The Port of Vancouver has had a

pursue such a credentialing program. But, he added, there would have to be consultation with industry before anything was created.

Yves Gilson at the Port of Montreal, says the port supports the idea of truckers being included in security control measures.

"We have always said we would welcome a system similar to the TWIC cards, however, the

responsibility is Transport Canada's to take action" and that has not happened.

In the meantime, Montreal has decided "with all partners on the terminals to go ahead with an access control card for the truckers. So we are in process of doing so but it is going to be without the security background checks."

The port doesn't have the authority to do the background checks so the port plans to have truckers' employers sign employment documentation on the drivers. Gilson said the cost of the access cards and implementation date have yet to be determined.

Halifax has been providing temporary restricted area passes to truck operators but is moving toward a regular pass for drivers going into restricted areas.

The port says it has been working with the Atlantic Provinces Trucking Association on the issue. Peter Nelson, with the APTA, has been informed of port's plans and says he will put the matter before the APTA board and let the board decide if it wants to support the Halifax program.

—by Tom Peters

## heard on the Street

■ **GREATWEST KENWORTH** of Calgary was recently named 2008 Kenworth Medium Duty Dealer of the Year for the United States and Canada at the company's annual Kenworth Dealer Meeting in Columbus, Ohio. GreatWest Kenworth operates dealerships in Calgary, Clairmont, Lethbridge, Medicine Hat and Red Deer, Alta. Inland Kenworth of B.C. and Kenworth Montreal were also recognized for the good jobs they do.

■ **MACKINNON TRANSPORT** has come a long way since Leslie MacKinnon purchased his first used straight-truck in June 1929 to haul livestock and farm supplies. This month, the Guelph, Ont.-based truckload carrier is celebrating its 80th



anniversary. "Obviously I'm very proud as the third generation of our family's heritage in the trucking industry and sincerely appreciate the success and prosperity we have all been blessed with," said **Evan MacKinnon**, President & CEO.

■ Fitting that a dealership named after Canada's national animal would be **VOLVO TRUCKS'** choice for Canada Dealer of the Year. **BEAVER TRUCK CENTRE** of Winnipeg won the coveted Volvo award. **Barry Searcy** is the dealer principal of the dealership, which has won numerous awards from Volvo over the years for sales and service.

■ **WEBASTO** has named **Dr. Rolf Haag** president and CEO of Webasto Product North America. He takes over for Fred Olson, a WPNA board of directors member who became interim president and CEO after former boss Mark Wallace left the company last year. Haag has been working for tier one and two global automotive suppliers as well as machinery companies in the U.S. for more than 20 years.

### OEMs

#### GM Stops Truckin'

After a fruitless four-year search for a buyer of its medium-duty truck business, GM says it will shut the division down by July 31, 2009.

In a statement the company made in mid-June, GM announced it will "wind down" production of the Chevy Kodiak and GMC Topkick medium duty trucks, which are built in Flint, Mich.

After "working with

multiple potential buyers," the beleaguered automaker couldn't finalize a deal to hand over the business. The company controlled 10 to 12 percent of the mid-range market and will be leaving a decent-sized marketshare void for companies like Navistar, Isuzu, Hino and Ford to try and capture.

Last year, GM was on the verge of selling the division to medium-duty market-share leader Navistar, but at the 11th hour, the truck company—citing a severe

drop in mid-range demand—got cold feet and backed away from the non-binding agreement.

Later, there was speculation that GM and Isuzu were close to a deal.

Isuzu, which markets re-badged GM trucks in North America, had said that it was staging "an aggressive offensive" to increase its MD marketshare in North America and reports suggested that the two companies had entered negotiations. ▲

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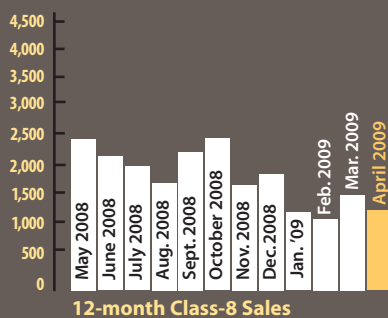
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Canada: Truck Sales Index

April 2009

CLASS 8	This Month	YTD '09	YTD '08	Share
International	343	1413	2040	29.0%
Freightliner	222	1082	1651	22.2%
Volvo	136	505	676	10.4%
Kenworth	135	463	1440	9.5%
Mack	101	399	536	8.2%
Sterling	94	397	639	8.1%
Western Star	101	374	342	7.7%
Peterbilt	65	242	948	5.0%
<b>TOTAL</b>	<b>1197</b>	<b>4875</b>	<b>8272</b>	<b>100.0%</b>



CLASS 7	This Month	YTD '09	YTD '08	Share
International	70	186	417	31.8%
Kenworth	22	94	214	16.1%
Freightliner	12	91	182	15.6%
Hino Canada	22	83	170	14.2%
Peterbilt	31	76	241	13.0%
Sterling	11	55	94	9.4%
<b>TOTAL</b>	<b>168</b>	<b>585</b>	<b>1318</b>	<b>100.0%</b>



CLASS 6	This Month	YTD '09	YTD '08	Share
International	40	111	176	41.6%
Hino Canada	23	105	77	39.3%
Freightliner	12	30	36	11.2%
Sterling	8	16	16	6.0%
Peterbilt	1	5	0	1.9%
<b>TOTAL</b>	<b>84</b>	<b>267</b>	<b>305</b>	<b>100.0%</b>



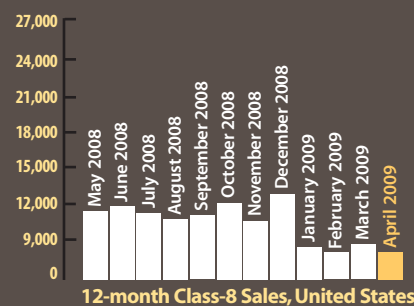
CLASS 5	This Month	YTD '09	YTD '08	Share
Hino Canada	24	159	255	43.3%
Sterling	33	117	299	31.9%
International	24	64	188	17.4%
Kenworth	8	19	0	5.2%
Peterbilt	1	5	0	1.4%
Freightliner	0	3	11	0.8%
<b>TOTAL</b>	<b>90</b>	<b>367</b>	<b>753</b>	<b>100.0%</b>



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U.S.: Retail Truck Sales

CLASSE 8	This Month	YTD '09
Freightliner	1551	7930
International	1068	7160
Peterbilt	802	3237
Kenworth	752	3101
Volvo	618	2542
Mack	652	1808
Sterling	243	1430
Western Star	57	267
Other	2	9
<b>TOTAL</b>	<b>5745</b>	<b>27,484</b>



Canada: Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
International	11	76	10	16	117	85	19	4	0	5	343
Freightliner	9	23	14	23	95	26	15	17	0	0	222
Volvo	4	3	13	28	58	20	1	9	0	0	136
Kenworth	16	32	8	7	26	39	3	4	0	0	135
Mack	4	10	9	10	55	6	3	4	0	0	101
Sterling	16	13	1	2	34	24	4	0	0	0	94
Western Star	10	20	8	3	24	19	5	12	0	0	101
Peterbilt	7	16	11	7	5	16	3	0	0	0	65
<b>TOTAL</b>	<b>77</b>	<b>193</b>	<b>74</b>	<b>96</b>	<b>414</b>	<b>235</b>	<b>53</b>	<b>50</b>	<b>0</b>	<b>5</b>	<b>1197</b>
<b>YTD 2009</b>	<b>325</b>	<b>816</b>	<b>247</b>	<b>275</b>	<b>1783</b>	<b>1035</b>	<b>216</b>	<b>153</b>	<b>10</b>	<b>15</b>	<b>4875</b>

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



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# Street Smarts

## INSIDE:

27 Avoiding truckstop fender benders

29 Learning business at mom's knee

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



### TAKING THE MEASURE OF THE MAN:

Decker's worst tanks of fuel this winter were better than the best last winter.

## The Greening of Greg Decker

**business** *Why making environmentally correct fixes isn't only for the big-time operators. By Steve Macleod*

**G**reg Decker and his wife Dannelle have been environmentally conscious for a number of years and a quick glance around their home reveals a number of simple green-friendly choices like low-flush toilets, low-energy light bulbs in any socket that'll take them, window sealer, and a programmable thermostat, among others.

The green bug has carried over into the owner-operator's business and Decker has made a number of changes to his truck

and trailer to reduce his carbon footprint out on the road.

"Trying to improve without major dollars is difficult. As much as I'd like to do, it all comes down to dollars and cents," says Decker.

"Each individual one, you can measure and it'll be say, one-tenth or two-tenths off the mileage, but all the little things add up. My worst tanks of fuel this winter were better than my best last winter and this winter was much worse to drive in."

Decker's one-truck operation—Triple Decker Transport—is based just 15 minutes north of Calgary in Airdrie, Alta., and he's been leased to Caneda Transport for 11 years. He's typically on the road for 10 days and home for three, traveling mostly to the east coast of the U.S. hauling reefer LTL loads.

As part of Decker's effort to go green, he enrolled in the U.S. EPA SmartWay program in June 2008. He has a rating of 1.25, which is as high as he can get, and is now required to show a five-percent improvement from year-to-year.

There wasn't a cost to join up with the SmartWay program and Decker says it has provided him with a good starting point for finding methods and vendors to improve his operation.

Really, his only regret is that our federal government isn't doing more to help out

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with environmental measures, especially with the little guys.

Decker's current rig is a purple 2008 Volvo 780 500-hp truck. He purchased the truck in August 2007 and added a RigMaster APU as part of the sale, which was installed before he took possession.

After purchasing the truck, Decker applied to Transport Canada's ecoFREIGHT program. The program is part of Transport Canada's ecoTRANSPORT project, which is aimed to help the freight transportation sector limit the emission of greenhouse gases and other air contaminants.



Greg and  
Danelle Decker

As part of the program, companies could be eligible for grants equaling 50-percent of the purchase cost for fuel-reducing technologies. But, as it turns out, Decker wasn't eligible.

"The lady who called said it was the best application they had seen and wanted to know when we were going to put it on the truck," Decker says. "I said it was already on and they said we couldn't get any money because they had to approve the application first."

Decker figures the application process would have taken eight to 10 months and since he took possession of the truck in August that would have spanned the entire winter.

"We have a seven-percent idle time on that truck," adds Decker. "I wasn't willing to wait. The little guys can't afford to wait. If you're buying a new truck and you want to put a GenSet on it, that's the only time you can do it."

In the latest round of funding for the ecoFREIGHT program, a \$25,000 floor has been put on the grants. The grants are being provided by the federal government as part of a study to see how much impact these technologies will have. According to

## HOW TO TALK HYBRID

### COMING TO TERMS WITH THE GREEN-TRUCKING BUSINESS

**ALL ELECTRIC RANGE:** The distance or time that a vehicle can drive in all electric mode without engaging another means of powering the vehicle.

**BATTERY CELL:** An assembly of at least one positive electrode, one negative electrode and other necessary electrochemical and structural components. A cell is a self-contained energy conversion device whose function is to deliver electrical energy to an external circuit via an internal chemical process.

**BATTERY MANAGEMENT SYSTEM:** Electronic components needed to provide communications between the battery pack and other vehicle components. It may also monitor and/or control other battery functions (watering, temperature, electrolyte flow, etc.). It may also provide an operator interface.

**BATTERY PACK:** Interconnected battery modules that have been configured for a specific energy storage application.

**BATTERY SYSTEM COMPONENTS:** The components comprising a traction battery system in an electric vehicle. These include the battery modules, interconnects, venting systems, battery restraint devices, electronic controls, and the battery box or container that holds the individual battery modules.

**CYCLE LIFE:** The number of cycles each to specified discharge and charge termination criteria, under a specified charge and discharge regime that a battery can undergo before failing to meet its specified end of life criteria.

**EV CHARGING SYSTEM:** The equipment required to condition and transfer energy from the constant frequency, constant voltage supply network to the direct current, variable voltage EV traction battery bus for the purpose of charging the battery and/or operating vehicle electrical systems while connected.

**FULL HYBRIDS OR DUAL MODE HYBRIDS:** This system often utilizes an electric motor as the sole source of

propulsion for low-speed, and low-acceleration driving. The combustion engine is utilized during a determined demand or speed. The electric-only driving mode can further increase fuel efficiency under some driving conditions.

**GRADABILITY:** The maximum percent grade that the vehicle can traverse for a specified time at a specified speed at a specified weight.

**HEV (HYBRID ELECTRIC VEHICLE):** A vehicle powered by two systems—one an electrochemical device and another form of engine such as a diesel internal combustion engine.

**HOTELING FOR HEAVY TRUCK:** Idling of long-haul heavy-duty trucks during mandated rest periods.

**HYBRID:** A vehicle with two or more energy storage systems both of which must provide propulsion power; either together or independently.

**PARALLEL HYBRID:** A hybrid vehicle which has multiple propulsion systems that can be operated independently or together.

**PEAK POWER:** The maximum power obtainable from a cell or battery for a specified period of time when discharged at constant current, generally determined as a function of the depth of discharge.

**POWERTRAIN:** The elements of a propulsion system that converts electrical energy from a battery to mechanical energy at the wheels of a vehicle. It includes all drivetrain components, plus an electrical power inverter and/or controller but not the battery system.

**REGENERATIVE BRAKING:** A conversion of vehicle retardation force stored in the rechargeable energy system. Also known as "regen" braking

**SERIES HYBRID:** A hybrid vehicle in which both sources of energy go through a single propulsion device.

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Transport Canada, a minimum threshold of \$25,000 for federal money is necessary because projects of at least \$50,000 in scope are best suited to meet program objectives and provide broader scale emissions impacts in the sector. This doesn't sit well with Decker either.

"We're paying our tax dollars and there's a \$25,000 floor on it, so the little guy is shut out to even buy an APU," remarks Decker. "All the upgrades I want to put on a new trailer doesn't even come to that. It shuts the one-truck guy out on the spot."

It's too bad because the trailer Decker plans on purchasing in 18 months (Dannelle knocks on wood) is a beauty. Decker has his eye on a Utility trailer with a ThermoKing hybrid reefer, trailer skirts, a lift axle, and rims to go with wide-based singles (which might find their way onto the truck as well). All in, Decker figures it will run a total of about \$75,000.

"With ecoFREIGHT they'll only look at the upgrades, which are only about \$10,000, which is under the \$25,000 floor," Decker says candidly. "My tax money is subsidizing my competition."

**GOING GREEN**

Despite how frustrated Decker is with how the federal government is handling environmental grants in the trucking industry, he's not going to let it stop him from making some green adjustments where he can afford it.

When Decker purchased the truck he had the APU installed, and had extensions added to the sleeper to close the gap between the truck and trailer.

He's installed Eco-Flaps on the truck and trailer, which cost a little more than US \$220 for the set. He bought Airtabs as well, which cost US \$2.75 each and it takes about 80 of them to outfit the truck and trailer.

"The stability the AirTabs add in windy conditions is absolutely incredible," says Decker. "I will never again own a truck and trailer without them installed. To me they are as big a safety device as the VEST (vehicle enhanced stability technology) installed standard in my current 2008 Volvo."

The Volvo's truck tires are FuelTech retreads from Bandag and Decker is in the midst of putting Michelin XT-1s on the trailer to get the rolling resistance down as

much as possible. Sticking with the tires, there's also Balance Masters on all the wheels to reduce tire wear, and a tire inflation system.

Decker also runs with synthetic oil and synthetic fluid in the diffs and tranny, and runs a laptop in the cab with ALK CoPilot 11 to reduce miles.

Since all the little changes have been made—September 2008 to April, 2009—

the truck has gotten 5.74 mpg. From September 2007 to April 2008, the truck was getting 5.58 mpg.

"As you know, the weather this winter was a lot worse than last year, so I think it would be safe to say my improvement has been three-tenths, or possibly better," adds Decker. "We should be doing better than we are. You have to do what you can afford because every little bit will help. ▲"

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# It's The Little Dings That Count

**safety** *How to avoid truckstop bumpers and grinders. By Brian Botham*

I remember it very vividly, pulling into a truckstop in the wee hours of the morning, exhausted and wanting nothing but sleep. After laying my head down for about an hour in the bunk, it hit!

I have never experienced an earthquake but this sure felt like one. The truck was rocking and banging and I was thrown onto the floor. Once I got my wits about me and climbed out of the truck (in boxers and cowboy boots) I realized that the truck beside me had pulled out and grabbed my bumper which was now at a 90-degree angle to the front of my truck.

I was a victim of the truckstop collision. My boss at the time said it was my fault, that I should not have parked so close to the actual truckstop building, and I am sure all of the folks eating breakfast looking out the window at me in my skivvies and boxers would agree with him (not one of my finest moments and I hope you aren't picturing that while eating) but this type of collision has been happening with greater frequency, for many reasons. Not enough parking, restricted HOS rules, etc.

While our legislators seem to be trying to fix the problem of truck parking or a lack thereof, others are not. The State of Virginia, for instance, has been kicking truckers out of the rest areas after two hours regardless of their availability of hours.

So what is a trucker to do to

avoid being hit in a truckstop? Parking in the back nowadays is just as hazardous as parking up front, but at least the number of people who see you in your skivvies will be drastically reduced. The best advice I can offer is pre-planning every trip. Far too often drivers—and I have been

great way to see what facilities they have for overnight parking and restrooms, etc. Or they may be able to let your driver know of a great spot close by where they can park close to your destination.

Also, drivers must be told to slow down in truckstops.

not sleeping beside a rattling reefer, but backing rather than driving out of a spot increases your chances of being involved in an incident.

Remind your drivers when looking for good overnight accommodations if you will, that they should always consider their safety as



guilty of this—head out knowing their destination and the main routes, but not thinking ahead as to where they will fuel, eat and sleep.

Take your average 500-mile one-way trip, during this run you will probably need fuel and a bite to eat or two. Depending on where you are going you could have fantastic facilities for your stops or none at all. But spending a few minutes to pre-plan where you may get hungry and where you will need fuel and sleep can go a long way to ensuring you are parked in the best spots to avoid a truck-stop incident. Calling ahead to the receiver is also a

**Remind your drivers when looking for good overnight accommodations, that they should always consider their safety as a top priority.**

Your drivers, I am sure, operate in your yard at a restricted speed and they should be doing the same in truckstops and rest areas. Remind them that the drivers on the premises don't all follow the same rules so a truckstop is not as predictable as the yard, so the most your drivers should be operating at is a snail-like 10 km/hr.

They should also back in.

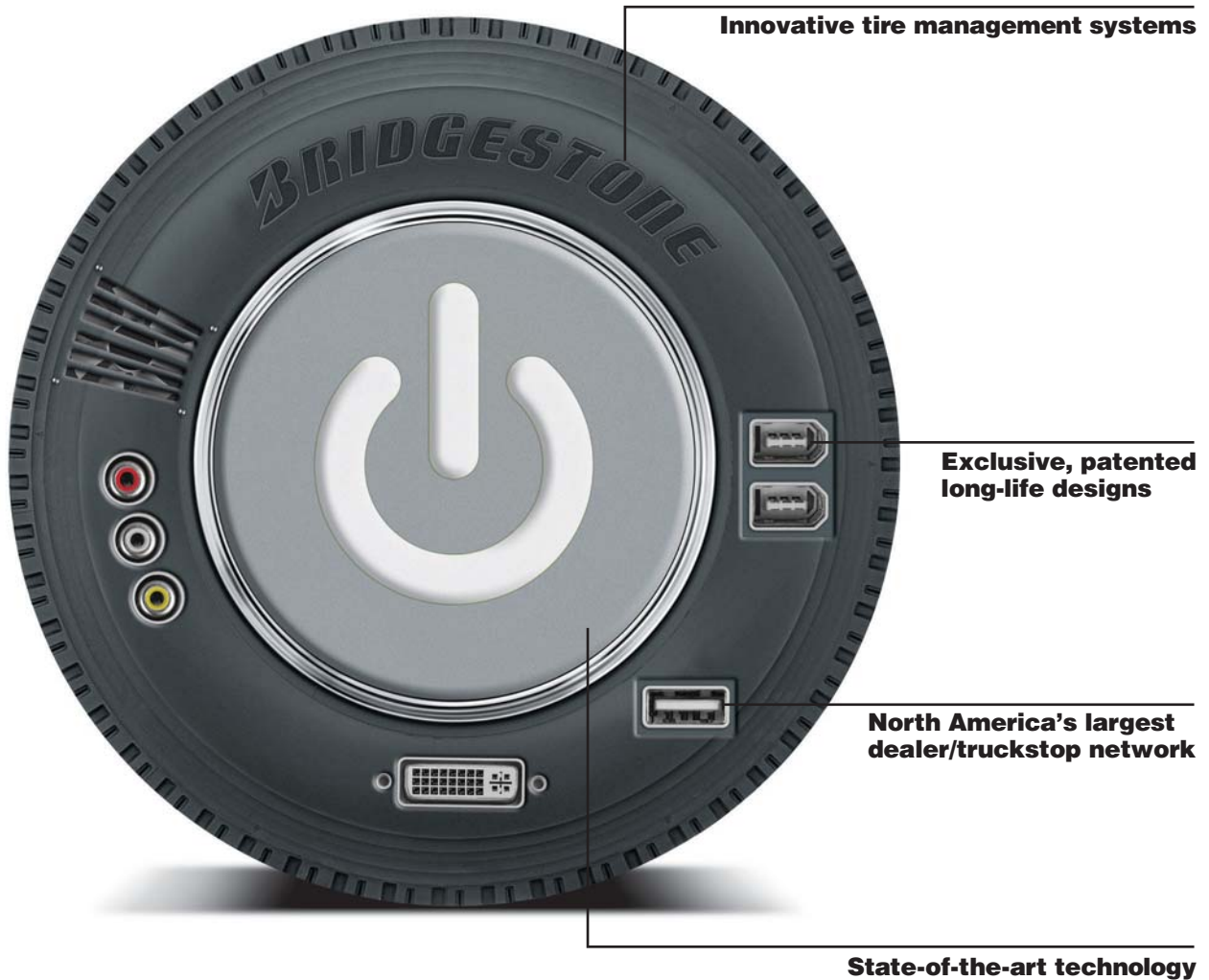
I know there are times when drivers would prefer to drive into a spot so they are

a top priority. Far too many locations do not have security and are less than desirable for parking overnight. Again the receiver or shipper may be able to offer some good suggestions as to what areas are safe and what areas may not be the best place for overnight or even daylight parking. ▲

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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# My Best Teacher

**economy** *A trucking veteran talks about learning the most important lessons.*  
By Allan Robison

**A**s we all know, life comes with changes, some of which are sudden and unexpected and others more gradual and sometimes hardly noticeable. I have been through my share of both but a recent one I would like to mention here involves someone who had a profound impact on my business life.

Last year, my mother reached her 90th birthday and took her entire family of 48 to Hawaii for a week to celebrate that event. Then this spring she was diagnosed with cancer. It was only four weeks later that she lost the battle and suddenly my mother was gone. Some 10 years ago, I lost another great mentor, my Dad, and so this sudden change of events caused me to reflect on what I had learned from her that helped me in business—something I'd like to share here.

My mother was a remarkable woman, but there were two things she taught me that seemed always to stay with me when I was involved in the daily challenges of business. The first was honesty. I was a very young man when I had purchased something at a store a couple of miles from our house, and the clerk made a mistake and gave me too much change so I ran almost all the way home to let my mother know how lucky I had been to receive the extra change at the expense of the clerk. My mother shocked me

when she didn't congratulate me but told me to go right back to the store (remember I said a couple of miles) and return the extra change. Keep in mind the extra change was in today's economy a pitance. She told me that it was dishonest to take something

lawyers involved, as seems always to be the case. After the closing, a dispute arose and we had to come back together with the lawyers to try to determine who was right and who was wrong in the interpretation of the legal documents—the issue was



**We all play on the stage of life and our interaction in business either will condemn us or leave lasting positive impressions on others.**

that was not mine and I should return it immediately to the clerk. My trip back to the store was quite slow and seemed to take forever as I couldn't quite understand why I had to do that. Did I ever forget it? Obviously not and when faced with business decisions throughout my life, that trip to the store has come back to my mind time and again.

Some years ago I was CEO of a company, and we were selling off part of that company. There were numerous

worth \$250,000. After half a day of lawyers arguing, the CEO of the other company finally said he had heard enough and simply looked across the room at me and asked what I understood the document to say or should have said. I told him what I understood and he said that was enough—they would pay the \$250,000, "as this man doesn't lie." I was shocked and humbled by the remarks, but aware once again that my mother's lesson had saved the day.

The second lesson she taught me was, when faced with tough decisions, to always take the high road and not just the one that would benefit me at the expense of others. Mother had a great love for others and felt all should be treated fairly. We were never to gain something at the expense of those who rely on us for fair treatment. She also taught me that people may accuse you of things you have not done but if you take the high road and do what is right, those opinions should not weigh on your mind, instead you should learn from them. She taught me to think about what the other person might be feeling and then make a wise decision rather than just thinking about myself.

We all play on the stage of life and our interaction in business either will condemn us or leave lasting positive impressions on others. I have been fortunate to have two parents who taught me some extremely valuable lessons that gave me a solid foundation in business relations. Sure, I miss my mother, but she has left me so much that just thinking about her makes me smile! ▲

Allan N. Robison recently retired as president & CEO of Reimer Express Lines after 13 years. He has extensive experience leading medium and large trucking firms in the U.S. and Canada. He started in the industry at age 11 with his father's trucking firm in Nevada.



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**DOWNTIME UPGRADES:** Ports are taking advantage of lower freight volumes to consider their next move in staying competitive globally.



# Hard to Port

Why you should know whether Canadian freight facilities are poised for recovery or not. | **BY JASON RHYNO**

**S**urprise surprise. Traffic is down at all major entry points into Canada. The number of inbound containers at the Port of Vancouver, for example, was down 28 percent in January and February, compared to last year. Halifax, meanwhile, is running at less than one-third capacity.

One way of looking at it is, the economic downturn has given everyone a chance to catch their breath.

It's also giving people in the trucking business, particularly those who pick up and deliver off the docks, an opportunity to be prepared for when the economy takes off.

Many ports had already started rolling out expansion plans well before the recession. And while it's true that some of those plans have been put on hold (Prince Rupert, for example, has postponed construction of Phase 2 of its container port terminal

for a year), many other projects are moving forward. In fact, most ports are taking advantage of slow times to invest in projects that will improve efficiencies.

Trois-Rivieres, for example, plans to invest \$120 million over the next 10 years. Montreal has a \$2.4-billion vision for 2020. And the two most important ports—Vancouver and Halifax—are venturing forward into an unpredictable global market.

Halifax has been trying to increase traffic with the Atlantic Gateway marketing campaign, but Cliff Mackay of the Railroad Association of Canada (RAC) says he'd also like to see improved inland infrastructure as well as more attention paid to short-sea shipping along the Eastern seaboard and an improvement in north-south flow in an effort to swell inbound and outbound traffic.

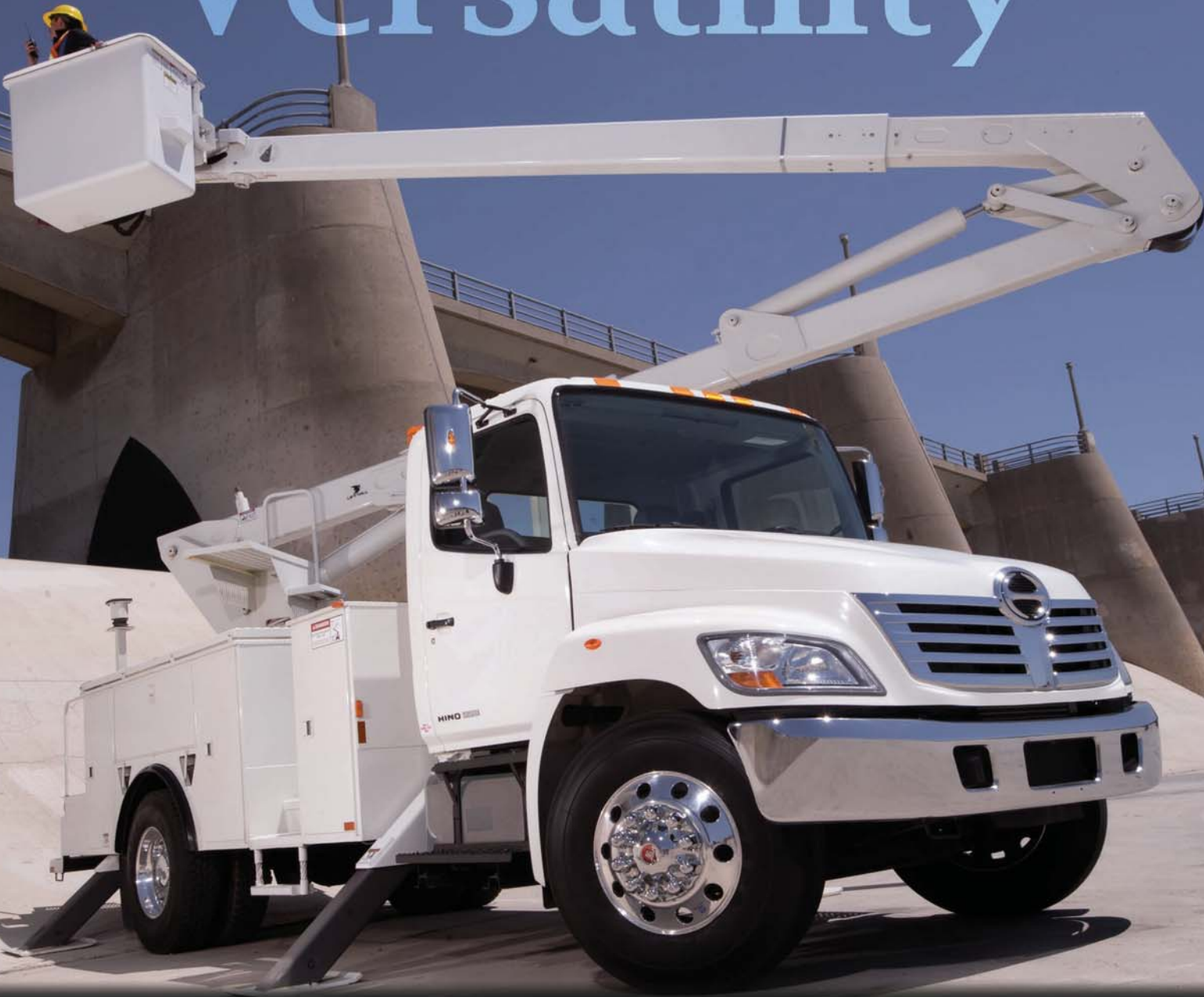
“The other policy issue on the east coast is, you've got either existing ports or a number of new port ideas up at any one time. That, frankly, makes it difficult to concentrate capacity and traffic to a port like Halifax.”

Professor Mary Brooks of Dalhousie University, however, says inter-regional competition is common for parts around the world.

“As a port, you're always fighting to get that traffic on short-term contracts to cover the costs of the investment you've made, which leads to really nasty competition,” she says.

Gary LeRoux, executive director of the Association of Canadian

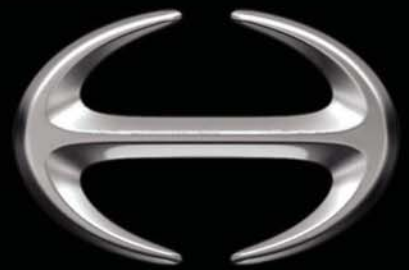
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Port Authorities (ACPA) sees the Atlantic Gateway concept as something that will bring a new focus, not just by the port authority, but also by a council of “private-sector interests—like Irving and Armour Transportation, and other shippers.”

“They’re all focused on ‘what can we do?’” he says. “These are the guys who pick up the freight from the ports and move it. They’re focused on this now, and I think that will bring returns over the long term because everybody is looking at it, not just the port authority. Now there’s a bigger community of interest land side, so I think eventually there will be a critical mass of attention and action.”

Halifax has another advantage: India.

Mackay says the route through the Suez Canal, which has opened up Canada’s east coast to trading with Asia and India, offers significant time-savings compared to east-bound routes across the Pacific.

He is hopeful, noting that there have been several recent trade missions involving Indian shippers who have visited Canadian ports and government officials to see what Canada has to offer.

Then there’s China.

Brooks predicts it will become increasingly expensive to manufacture there as Chinese workers start to demand higher wages.

“A fair amount of manufacturing in the globalized world [could] move to places like Vietnam [or] Malaysia. Halifax is uniquely positioned to pick that up over west coast ports because you get a dividing line where it’s actually more cost-effective to go to an east coast Canadian port than to go trans-Pacific.”

But that’s contingent on many variables. David Seath, vice president of CRSA Logistics, a division of Ryder, says his company has some incremental origins from southeast Asia that may be added to the Halifax route, provided the service and pricing are not compromised. He finds that the transit times from Asia via the Port of Halifax are longer than what can be achieved through Vancouver.

Which, of course, has issues all its own.

According to Mackay, in Vancouver, the elephant in the room is labor.

“You’re just never sure that things are going to stay calm,” he says.

According to Chris Badger, chief operat-

ing officer for Port Metro Vancouver, the situation has cooled down. “From the truck perspective,” he says, “recent events in Vancouver have shown that we have a much more mature and robust trucking situation than we’ve had in the past.”

He’s referring to the agreement that says that drayage carriers must pay independent truckers a set, standard pay and fuel-surcharge rate.



**IMPROVING THE BREED:** Halifax is facing increasing competition from other East Coast ports—not just regional ones, but larger American ports like New York-New Jersey and Savannah, Georgia (pictured here.)

He says the collective-agreement process for the owner-operators was dealt with, well and appropriately. “There were no shutdowns or attempted shutdowns of the port, there was no impediments put in place with the flow of cargo.”

LeRoux agrees, adding that truckers realize that it’s not wise to have shippers from around the world view Vanport negatively. “They realize that ultimately everybody loses if they get a bad rap.”

Prior to the economy taking a dive, the other major issue at Vancouver was capacity. Badger believes the economy is going to recover “fast and it’s going to be big.”

He says ongoing capacity improvements—including the introduction of a third berth, coming online at the end of this year—will provide about 30-percent more capacity than what’s in demand. “We believe [it’s] an appropriate situation to be in if one is expecting an upswing in goods.”

And then, of course, there are other problems on the horizon, like excessive security. As reporter Tom Peters writes in “Canadian Ports to twin TWIC,” on page

11 of this issue, port access for drivers is becoming a bigger issue by the day.

Also, as Mackay says, container screening could become more widespread as the economy heats up.

“Right now it’s not an issue because everyone has got tons of capacity, but if we get back into a situation like we were in ’07 where you are starting to push the limits... screening is something we’ll have to

address in the future,” he says.

Fortunately, it does look like initiatives are being taken on the regulation front, and the federal government’s national policy framework for gateways and national corridors has focused a magnifying glass on what’s needed to make freight more fluid.

“We’re looking at everything in corridors that could hamper the flow of freight,” LeRoux says. “Infrastructure capacity is one thing, regulation is another.”

He says any impediment to the free flow of goods needs to be addressed for Canada to thrive in the global economy.

“Is it an environmental assessment that’s taking long? Then speed it up. If it’s marine service fees that shouldn’t be there, get rid of them—get rid of anything that’s negatively impacting freight movement.”

Ultimately there is cause for optimism in Canada, says Brooks, who notes the number of infrastructure projects and new examples of stakeholder collaboration.

“Canadians should be proud. We’ve got some great ports in this country,” she says. ▲

BY MARCO BEGHETTO

**I**t used to be, not so long ago, that a single-day \$2 swing of a barrel of oil would be front page news. Now, as En-Pro senior analyst Roger McKnight quips semi-sarcastically, “it gets put somewhere at the bottom of the comics pages.”

It’s amazing what you get used to, eh? It might still leave a bitter aftertaste, but the near-daily price convulsions in the on-road fuel market—like rust-jacked brake shoes or rubbery take-out chicken—is just another one of those cost-of-doing-business aspects you’ve learned to swallow.

The fuel forecasting game has drastically changed. Five years ago energy analysts could still give a decent projection based on the “fundamental factors” of inventory levels, refinery runs, consumer demand, and to a certain extent, geopolitical issues. Today, it seems there aren’t any rules—or at least, there’s less emphasis on the traditional ones—as currency values and speculators cherry-picking commodities markets (not to mention the economic rumor mill) all play significant roles.

“It used to be that the price of crude was a function of how happy or sad the stock market was,” explains McKnight, whose Oshawa, Ont.-based firm is one the premier energy market consulting companies in Canada. “That has since switched to the strength or weakness of the U.S. dollar versus the Euro and commodity-based currencies like the loonie.”

The lower US dollar is considered by stock market speculators as inflationary. “So,” continues McKnight, “to protect their portfolios they invest in commodities such as crude oil and gold, thereby driving up prices. The reverse happens when the U.S. dollar shows strength as this lowers crude prices and investment then goes back to equities.”

Complicating matters further is that spikes or dips in the greenback are also being triggered by the “faintest rumors” dealing with the U.S. economy, however obscure the source may be.

As fuel prices became extremely volatile this decade, companies have looked for new fuel purchasing strategies that mitigate



# That’s How We **ROLL**

Time was, playing the oil-futures market was a game for Bay street gamblers. But these days, more and more truckers are stepping up to the table.

pricing turbulence and keep cash flow steady. Hedging or buying fuel contracts, while still not as popular in trucking as it is in other equipment-intensive industries (in part because truckers are leveraged somewhat by fuel surcharges), is slowly gaining traction among roadway carriers, albeit mostly larger, big-bulk buying fleets.

Contrary to what some people think, hedging isn’t a negotiation between carriers and their fuel supplier for a fixed supply price. Like the name suggests, “hedging” is like insuring your fuel costs. A carrier buys or “locks in” to a certain amount of contracts or “futures” on the commodities market for delivery at a “future” date, except there is no actual delivery. The inventory is only on paper and whatever gains or losses you take based on market prices is the difference you can apply when

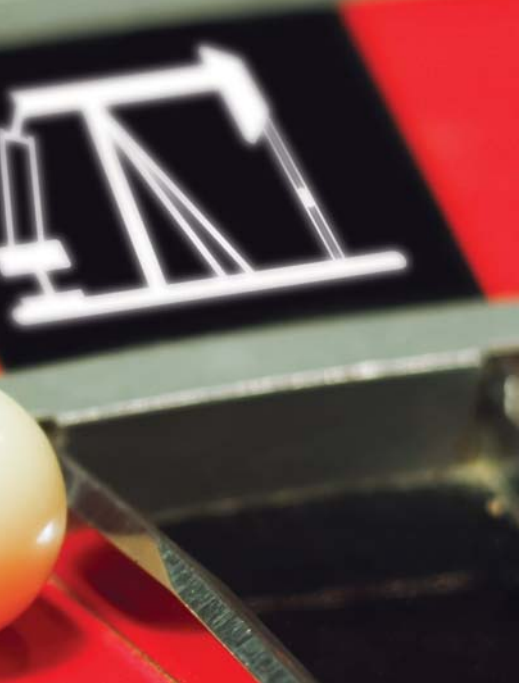
actually buying fuel on the spot market.

Enno Jacobson, vice president of risk management for Challenger Motor Freight, says his company hedges between 25 and 30 percent of its fuel purchases. For him, hedging is a no-brainer in this twitchy energy environment. “If you’re a trucking company, you have to look at hedging as insurance,” he says. “You can look at it purely on a speculative basis to make money, but that’s not the game we’re in. We’re basically trying to protect our margins. At the end of the day, it’s a risk management tool.”

But isn’t hedging itself risky as those folks who locked into distillate futures last fall found out after diesel prices plummeted over the next 10 months?

True enough, says Aaron Fennell of MF Global Canada, but even moreso is the



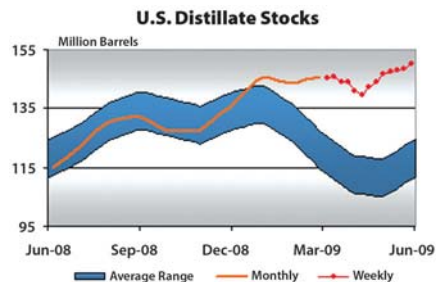


ing and hedging specialist with Peregrine Financial Group. “Demand is [on the rise]; we’ve got prices to where they were in 2006-2007, and the economy’s starting to come back. So why wouldn’t [you] be a fuel buyer?” he asks rhetorically. “Once supply and demand are balanced ... you start showing price increases, and that’s what we’re seeing now.”

But hold on. Fennell says the time to hedge once again is fast approaching, but admits that there’s still plenty of room for diesel prices to retreat between now and the fall. He says that the lack of economic freight and manufacturing activity is mainly to blame for middle distillate inventories being absurdly high for this time of year. Usually, spring and summer is a seasonal low point as the market recovers from winter’s high home heating demand. Worse, that inventory is expected to rise even further throughout the summer driving season (since each barrel of oil produces both gas and diesel).

As Roger McKnight elaborates: “If the refineries keep ramping up for the gasoline season, a necessary evil in their mind is also the production of distillates. So, those inventories are going to keep growing. That means huge inventory with flattish demand at best.”

That bodes bullish for truckers looking for cheaper diesel over the next couple of months. “As we come out of the recession,



we’ll also come out with a lot of fuel in the marketplace that needs to get burned,” says Fennell, who warns, though, that the window won’t be open long. “Once the economy shows some real signs of life, you won’t have a lot of time to lock into the most desired price. Early fall, I would say, is when we’ll be in a really good position to set up hedges.”

Challenger’s Jacobson doesn’t think hedging should be particularly limited to only big fleets. One thing’s for sure, though, hedging isn’t like buying RRSPs. You need to do your homework—constantly—no matter what size your company is. “You can be small and hedge, but you need to really understand the market, the seasonality of the market, inventory levels and even geopolitics and things like that,” says Jacobson. “There is no slam dunk, of course—if there was, guess where I’d be—but staying vigilant is essential.”

Who said, again, that trucking is just about hauling from point A to point B? ▲

decision not to hedge. “It used to be that hedging wasn’t necessary because prices didn’t move that fast. That’s not the case anymore,” he says. “Basically, not hedging is just as much a speculation. Because if the price goes up, you’re stuck just the same. Saying ‘we could lose if we do this’ isn’t really a valid argument because not doing it often costs you more money.”

Lower fuel prices since the latter half of 2008 have chased fuel buyers away from hedging and into the spot market sandbox. But the price of crude is shooting up again, enticing hedgers to ask themselves if it’s time to get back in the game. So, is it?

Absolutely, says Bob Tebutt, an invest-

## KNOW WHEN TO HOLD’EM

**N**early a nanosecond after Goldman Sachs raised its annual forecast for oil prices last month, the actual market price of oil jumped more than \$2 to over \$70 per barrel. That’s just life these days in the hair-trigger fuel-pricing world.

Well, the American Trucking Associations (ATA), among others, has seen enough. The trucking body has joined a coalition of about 80 trade associations that’s urging Congress to rein-in excessive speculation in the commodities markets.

They want more full transparency and preventive measures against “excessive speculation.”

Energy commodity prices have surged over the last month or so, despite low on-road demand for most petroleum products and significantly high inventories.

And it seems that just about any type of economic news can rock prices back or forth. Weeks before the Goldman Sachs predictions, oil topped \$70 a barrel for the first time since October after a U.S. Labor Department report showed the number of layoffs wasn’t as high as expected.

“Absent strong and sweeping reform, we will continue to witness extreme price volatility and excessive speculation,” said the letter from The Commodity Markets Oversight Coalition to congressional leaders. “Trading will continue to grow in ‘dark’ or unregulated markets and investment speculators will continue to elude federal oversight, data reporting requirements and position limits.”

The letter recommends establishing aggregate position limits, requiring reporting of over-the-counter trades, closing various trading loopholes and subjecting these trading platforms to regulatory oversight, and requiring a review of emerging environmental markets, including emissions trading products.

Roger McKnight of Oshawa, Ont., energy consulting firm En-Pro International, says there’s little doubt speculators have changed “all the rules.” Combined with the strength or weakness of the U.S. dollar, prices are now “directed by movements in the stock market with the standard supply-demand factors being virtually ignored.”

For his part, he predicts crude being somewhere around \$120 a barrel or more by this time next year and a maximum of \$72 a barrel for the balance of 2009. The road there will be bumpy though. “To get to that there’ll be a lot of profit taking along the way. It’ll go up one day, down the next... as the speculators pick their spots where to withdraw.”



BY PETER CARTER

# MOVING

**Q**UESTION: What do death, divorce and moving house have in common?  
**A**NSWER: Everything. Anybody who has ever so much as relocated from one part of a city to another knows how stressful, expensive and potentially explosive a household move can be.

Especially if that move has been foisted on you by your boss.

And then you, in turn, foist it on your spouse.

“Yes,” says Graham Currie with a smile, “you might say we find ourselves in some pretty delicate situations.”

Currie is one of four traffic managers and a 22-year-veteran of United Van Lines, (UVL) and Mayflower Canada, which together make Canada’s largest privately owned household mover: “That’s why we rely on guys like Bud,” he says.

The “Bud” he’s referring to is Burton “Bud” Rush, Canada’s newest highwaySTAR of the year.

Since 1972, Rush, who lives in Oak Bank, Man., has been an owner-operator with United, specializing in household moving. For the last 10 years, he has been under contract with Toronto-based Armstrong Bros. Armstrong is one of the 230 member companies across Canada that make up UVL.

Rush has logged about 4.4 million accident-free miles “without so much as a traffic ticket,” and was recently honored by the brass at UVL Mayflower with a special ceremony at the company’s head office in Mississauga, Ont.

You don’t get to be highwaySTAR of the year just by being a good driver.\* You have to be active in your community (Rush is. He’s a long time hockey coach, volunteer fireman and all-around great guy) and a conscientious trucker. (Rush can tell you story after story about pulling four-wheelers from wrecks or just helping out the way truckers do.)

Among Rush’s other attributes?

He’s a diplomat extraordinaire. He’ll admit that some of that comes from growing up as a local hockey star. Rush was drafted by the L.A. Kings for the ‘69-’70 season, and personally knows fellow Manitobans Rick Leach, Bobby Clarke, Butch Goring and former NHL head ref Andy Van Hellemond. Any kid that good learns how to keep his game face shining.



Burton Rush

But—and this relates back to what Currie was referring to when he says his company relies on guys like Rush—hockey rinks aren’t the only places where the gloves come off on a regular basis.

A regular middle-class Canadian household moving day can be as potentially lethal as any old hockey game.

You never know what you’re going to walk into when you’re a household-goods mover.





As the president of UVL and Mayflower Anne Martin says, “even if it’s a two-income family, it’s almost always the woman who’s in charge of the household.”

And yes, they’re often extremely unhappy about the fact they’re moving.

Although forced moves are nowhere near as prevalent as they used to be, they still happen and they’re still unsettling.

Exacerbating the fact that you’re being transferred is the fact that if you’ve hired movers, you are putting your treasures and personal items in the hands of strangers; and, what’s more, the strangers get to go through your precious stuff. It’s not a business for the faint of heart.

And these days, it’s tougher than ever.

Anne Martin is going through a big move of her own. The nature of her business is going through changes that are just as unsettling as if she were being

distance moves of over 700 km, they register the moves with UVL, which is administered out of Mississauga, Ont. UVL directly employs 87 people. But in total, the family of company has thousands of drivers, office staff, and shop personnel. Until six years ago, 25 percent of the company was owned by its American analog, United Van Lines, but in 2003, the board of directors voted to buy that quarter of the company for \$3.2 million.

Under the umbrella you’ll find industry leaders such as Williams Moving and Storage in B.C. and Alberta, or Armstrong Moving & Storage Ltd., based in Toronto. Others range from Hoyt’s, based in Halifax, to Star Moving and Storage Systems in Happy Valley-Goose Bay, Nfld. There are 10 members on the board, and Randy Hoyt of Halifax is chairman.

Martin had three daughters, Anne,

# G TARGETS

So what if Canadians aren’t moving house as much as they used to. The van lines business is rarin’ for recovery. 230 trucking companies can’t be wrong.

“You learn early in this business how important it is to hold your tongue,” Rush says. “There’ve been times when we’ve had to call in the police to settle things down before we could start moving.”

Over the years, Rush has developed his own repertoire of tricks for soothing the savage householders.

Among them: pay attention to the kids, compliment the householder’s taste in décor, “but be careful not to tell them the house they’re leaving is too nice, it makes them lonesome.” Finally, he says, with a tap on this reporter’s forearm, “a simple touch on the shoulder reassures the customer that she can trust you.”

And yes, even though it’s 2009, the customers for UVL Mayflower are mostly female.

uprooted, forced to sell her home, pack up her worldly goods and relocate to another part of the world.

Making the most of the changes will take all the business savvy, tact, tongue-biting and trust-building a professional mover can come up with.

UVL is actually a family of van lines across the country that came together in 1953. Anne Martin’s father, Charles, or “Chuck,” was one of the first executives and as president, ran the company for 37 years. Prior to UVL, he had been working for Carling Breweries. Part of his job was organizing transfers.

The member companies are mostly family-owned, some of them into their fourth-generation. They run local cartage businesses but whenever they book long-

Linda, and Ruth. Anne earned a degree from University of Toronto and after working with Canon and Citibank, signed on with UVL as manager of training. Ten years ago, she became president. Linda is special events and planning manager.

“I remember,” Anne says, “when the company hit its first million-dollar-year. I was a little girl and had this huge “United’s First Million” banner hanging in my bedroom.” When Chuck started as general manager, the company was moving about \$300,000 a year. Now it’s more like \$100 million.

The Mayflower part of the name is simply a trusted “brand” that has been around North America moving since 1927. UVL purchased the Canadian rights to the name and they use it in their marketing campaigns.

HQ for UVL/Mayflower seems like most of the other industrial complexes in the neighborhood. Martin’s corner office looks out over the eastbound 401. Down the hall sit Currie and his co-workers, their computers tracking the thousands of

## Profile

moves that are taking place across the country at any given moment.

Currie faces some pretty unique trucking challenges. For one thing, part of the deal when you move with a company like UVL is that your driver not only packs and loads, he (or she) meets you at the other end of the trip.

Also, no way is a UVL truck going to show up in Vancouver with furniture but

leave with livestock. Bud Rush does moving, not general freight. So it's not unusual, given the logistical permutations that such planning demands, for drivers to be away from home weeks at a time.

It's highly specialized work, much of it done with custom-created containers, which double as small warehouses. (One popular option for people who aren't moving to their final destination is to use

one of the containers, for free, for 30 days until they get to the place they're staying.) A driver like Rush can carry as many as seven containers on one trip.

Container drivers are also guaranteed 100,000 miles a year. And most of the drivers are owner-operators.

That way, says Martin, everybody feels proprietary about the deliveries so they assume personal responsibility for the processes, from the initial visits to the final closing of the trailer doors at the other end of the trip.

Two floors down from Currie is the secret world of household moving.

It's there, in the basement, where you see the training facilities. Beside the simulated container where drivers/packers learn the art of handling household goods as gingerly as they would their own babies, there are four expertly decorated and furnished rooms. China cabinets with crystal glasses placed in military-like rows. Brand-new-unscathed oak floors. Dust-free paintings and couches. An upright piano. It's actually kind of weird, as if a platoon of Martha Stewarts had descended, did their fussy thing, and evaporated.

But this, according to UVL's Quality Control and Training Coordinator and 30-year-veteran Gino Di Nola, ensures his people know how to treat customers right. First off, they wrap e-v-e-r-y-t-h-i-n-g in protective matting. If they see a scratch on a piece of furniture, they note it down.

Not only does Di Nola train, he does surprise inspections of moves "without warning," and he follows up with customers to determine their level of satisfaction. He knows they've done their job well, he says, if a customer who has lodged a complaint is placated enough to use UVL's service a second, and third time.

Research shows, incidentally, that people who do move, move again. Whether it's a person getting transferred to a new city who then realizes they aren't in the right neighborhood, or immigrants finding their niches.

About 17,000 Canadians make long-distance moves every year. The problem is—and this is what's shaking Martin's world—is that people don't move like they used to. Business is off 22 percent this year, she says.

Martin identifies several prime con-



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tributing factors, including the turned-down economy in general; technology that allows jobs to be done away from head offices; and the fact that corporations are different than they used to be.

“Cross-border moves are off by 50 percent,” she says. “And the U.S. exchange rate is killing us.

“These days,” she says, “companies refer to their people as talent, and they actually listen to them. So they actually ask if a person wants a transfer or not.”

Also, she says, parents heed their kids, who often don’t want to move, which then translates to lost business.

Drivers, like customers, are increasingly difficult to find. Especially if you’re talking guys like Bud Rush—hard working, clean cut, willing to be away from home weeks at a time, and articulate in either official language.

So for Martin, the future of van-lines trucking rests in adapting to the changes she’s being forced into. She and her team are strategically looking at every individual strength a company like UVL has, and she intends to capitalize on them.

With its specialized containers, phenomenal network of local and national companies, and the highly charged customer-service emphasis, Martin says she’s very optimistic about the coming year. One area she’s interested in exploring is more customized commercial moves. Mayflower and UVL movers, she says, are masters at meticulous packing and unpacking. It’s a talent few truckers lay claim to.

“We can do complete installations, anywhere,” she says.

“We also have an affinity for relationships. We can be go-betweens between people and I’m thinking is there any way we can capitalize on that.”

Look up personalized service in the dictionary, and you’ll see a picture of a furniture mover.

Her company, after all, is not so much a corporation as it is a collection of 200 entrepreneurs working together. “We’ve got eight competitors in the Toronto area alone co-operating here.”

Specifically, she says “we can deliver anything, to any address in Canada, when you want it there.”

It’s her move. ▲

\*The **highwaySTAR of the Year** program is sponsored and organized by Newcom Business Media, which owns this magazine as well as *highwaySTAR*, *Logistics*, *Transport Routier* and *Truck&Trailer*. Other sponsors for this prestigious award are Freightliner Trucks, Ancra Canada, ArvinMeritor, Espar Heater Systems, Caterpillar, Chevron, Michelin, SelecTrucks, and

OBAC, (the Owner-Operator Business Association of Canada). The winner gets an all-expenses-paid trip to Montreal, and a special-edition *highwaySTAR* jacket. Then there’s a road-ready laptop computer from OBAC and an efficient diesel-fired heater system from Espar. And at the top of the heap is a fat cheque for \$10,000.

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EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



**CAGED FURY:** Use portable tire cages at roadside following a tire repair. Never bolt rims to the truck before inflating the tire to working pressure.

## A PSI Worth of Prevention...

**tech tips** ...is better than a ton of cure. It doesn't take much to prevent injuries in the tire shop. By Jim Park

It's a good thing that we have crash-test dummies. To illustrate the destructive power of an inflated truck tire, a British-produced safety video posted on YouTube shows a crash-test-dummy tire technician perched on an inflating tire as it explodes. The event launched the tire and the dummy (minus a leg and possibly an arm) 20 feet into the air. If lift-off didn't do enough damage, upon its return to earth, the tire/rim assembly landed squarely in the middle of the test-dummy's chest.

The near-instantaneous release of 1,650 liters of air compressed to eight or nine times normal atmospheric pressure packs a heck of a punch. According to the Tire Industry Association, there's enough energy in a 11R22.5 tire inflated to 100 psi to hurl a 16-lb bowling ball three-quarters of a mile.

Still, it's not uncommon to see people standing beside an uncaged tire while inflating it. You probably won't see that happen in most of Canada's better tire shops, but at some fleets where the dispatcher doubles as the tire technician and the jani-

tor, and in little out-of-the-way off-the-radar places where they continue to do things their way they always have, it still happens.

To prevent damage and injury resulting from improper handling of tires, the U.S. Occupational Safety and Health Administration (OSHA) developed regulation 29 CFR 1910.177, requiring employers to provide proper tire handling training for all shop personnel doing tire maintenance and service. The regulation also features lists of equipment and facilities required to do the work safely. With the exception of Ontario, there are no specific Canadian tire service regulations.

Sean Doyle, general manager of the Kal Tire outlet in Stoney Creek, Ont., says Canadian tire repairers follow the OSHA rules, but because the "rules" are American, they have no force in this country.

"Until Ontario came up with a definitive tire and wheel installer program in the





**TIRED AND TRUE:** “In the case of a stubborn tire, we use a device called a Cheetah to deliver a quick blast of air pressure, via a nozzle aimed at the seating area, to get the bead to seat,” says Kal Tire technician Rob Atkinson.

late 1990s, we had nothing more than the OSHA rules to go by,” Doyle says. “Other provinces in Canada still use the OSHA guidelines, but the enforcement component is obviously missing.”

Ontario’s Commercial Vehicle Wheel Service Training program was implemented in 1996, mostly in response to a rash of wheel-off incidents that resulted in two fatalities, but it does contain specific rules and procedures relevant to tire and wheel removal, service, and installation.

In addition to the OSHA requirements, the Tire Industry Association (TIA) and the major tire manufacturers have developed safe tire handling procedures and training programs for employers and workers. The tire technician’s world is a safer place because of the regs, but some fleets and tire shops are still servicing tires the old way.

Kal Tire, for example, has developed its own program—a hybrid of the Ontario program, OSHA rules, and other best prac-

## PREVENTING ZIPPER RUPTURES: GIVE ‘EM AN EXTRA 20 PSI FOR 20 MINUTES

**B**eyond doubt, one of the most dangerous and unpredictable occurrences in tire maintenance is the zipper rupture—a circumferential wound in the sidewall of a tire caused by the failure of steel cables in the sidewall cause by excessive flexing while running soft.

While potential zipper ruptures can often be detected while inspecting a tire, they can also occur without warning on an otherwise normal looking tire. The rupture event is usually preceded by a popping sound (caused by the steel cable breaking within the sidewall), or by irregular bulging or swelling of the sidewall in the weakened area—but not always.

One tire shop service manager told us of a tire that had come in for minor repair but had later zippered without warning. He attempted to repair the tire based on the driver’s accounting of what had happened to it.

“The driver told us he’d noticed the tire looked a little soft while he was loading about 15 miles away,” he says. “His inspection report—we found out later—noted that the tire was soft when he began the trip 300 miles earlier. It had been run soft under load for more than six hours, but we didn’t know that. We dismounted it at 40 psi, repaired a

nail puncture, and then began inflating it. It didn’t get much past 60 psi before it let go.”

That same service manager now checks the pressure on every tire that comes in. If there’s evidence that a tire



has been run underinflated or overloaded by 20 percent or more for any length of time, it’s tagged for closer inspection—along with its mate in a dual assembly.

Editor Kevin Rohlwing writes in the Nov. 2000 edition of the International Tire & Rubber Association Foundation journal, *Commercial Tire Service Update*, “Outside of a thorough visual inspection, the only protection against a potential zipper rupture is to over-inflate the tire by 20 psi in a safety cage with the valve core removed, while staying outside the trajectory zone. Any tire suspected of being operated underinflated or overloaded should remain in the safety cage for 20 minutes.”

tices. Even the locations outside Ontario follow the guidelines.

“All the training we do is signed-off on by the trainers and the techs, and it’s all documented,” Doyle says. “From a liability standpoint, this is a necessity, but from a practical point of view, we just won’t have anyone on our staff doing this kind of work in an unsafe manner. It’s not worth it.”

Todd Labbe, the “Metro Manager” of a Wingfoot Commercial Tire outlet in Brunswick, Ohio, says safety is the first

priority at his shop, even before customer service.

“It can be a dangerous job, and that’s why we have all the OSHA programs in place as well as a number of our own, developed by Goodyear and the TIA,” he says. “We have a number of zero-tolerance items on our safety check lists that carry immediate dismissal warnings. On top of that we have all the proper tools and equipment, and we use them the way they were intended—even if that slows the process down.”



# So... what's The Full Story?

The Full Story offers a deeper look at the industry's most important issues such as border-crossing, hours-of-service legislation, the upcoming diesel emission regulations and much more.

To keep on top of these and other issues, you'll want to check out The Full Story next time you visit todaystrucking.com.





## RISKS & RESPONSIBILITIES

There is also some specific equipment required—not just by OSHA, but by common sense—before one starts working on truck tires. OSHA demands that all tires be inflated to working pressure inside a safety cage designed to withstand the force of an exploding tire. Cages should not be bolted to the floor in case the force of an exploding tire shears off the bolts and makes projectiles out of them, too. Multiple tire cages should be three to five feet from each other, and tire cages should be inspected before use for damage or wear that might decrease its effectiveness.

It should be noted that bolting the wheel back on to the truck prior to re-inflation is not a suitable substitute for a tire cage. The wheel hub will restrain the wheel in the event of a rapid pressure loss, but it will not prevent debris from flying outward from the tire. This practice may also cause considerable damage to the body and possibly the chassis of the vehicle.

When inflating a truck tire, OSHA requires clip-on air chucks, not chucks threaded to the valve stem, and there must be a pressure regulator/relief valve accessible to the technician inflating the tire.

Following the application of an approved lubricant to both the rim and the bead surface, and seating of the tire on the rim, inflating the tire to 5 psi is permitted outside the tire cage. In most cases, a properly prepared rim and tire will generally mount using air pressure fed just through

the valve stem—but not always. If not, use only an approved device such as a Cheetah to help seat the bead to the rim.

Doug Jones, customer engineering support manager for Michelin Americas Truck Tires Tire recommends seating the bead with the tire in a horizontal position to ensure concentricity of the bead on the rim.

“This process should never be done in a vertical position. Doing so will often result in beads that are not centered on the rim, due to the weight of the wheel,” Jones says. “This will lead to lateral run-out which can cause a vibration or irregular tread wear.”

With the bead seated and the tire inflated to no more than 5 psi, move it to the tire cage, remove the valve core, and connect the clip-on air chuck, and inflate the tire to 20 psi, Jones advises.

“Technicians should inspect the tire after inflating it to 20 psi,” says Jones. “Bulges in the sidewall often indicate the beginning of a zipper rupture. During inflation, technicians should also listen for popping sounds, which are sidewall cables breaking, signaling that a zipper rupture is imminent.” (see “Preventing Zipper Ruptures,” pg. 41).

The critical element in the re-installation process is getting the proper torque on the wheel fasteners in the proper sequence. The inner and outer sides of the rim should be cleaned to remove rust, dirt, and debris that could affect the clamping force of the fastener. Final torque values should be measured, recorded, and noted on the work

# FOR MORE INFO



## Ontario's CVWS Instructor PROGRAM HAS BEEN REVISED

**E**ffective June 1, 2009, all instructors previously certified to offer training under Ontario's Commercial Vehicle Wheel Service Training (CVWS) program must recertify under the new program in order to continue teaching. All courses taught and certificates issued prior to June 1, 2009, will remain valid, but applications for certification dated after June 1, 2009, will not be processed unless the instructor is certified for the new program and teaches the new program materials. Courses are being arranged by the Ontario Tire Dealers Association, and schedule information is available at [www.otda.com](http://www.otda.com).

**For additional information, contact Hina Brinkworth at OTA, (416) 249-7401, ex 245**

## HOW REAL MEN MOUNT TIRES

**T**wo pivotal developments in the history of civilization were fire and the wheel. With the two combined, it's amazing that we're still here to tell the tale. The tradition of using ether, propane, or some other flammable gas to seat a tire is alive and well—unlike some of the practitioners—and YouTube hosts dozens of examples of the lengths people will go to save a little time and money.

Visit [youtube.com](http://youtube.com) and search “**Tire Mounting 101.**” The video shows a guy about to inflate a tire on his Jeep. He sprays a four-second burst of starting fluid between the rim and the bead of the tire, and then uses a barbecue lighter wand to ignite the ether. A female voice off-camera says, “Kids, don't try this at home.” What happens next will amaze you.

Another video begins with a shot of a truck tire lying on the shop floor. An “installer” walks up to it, sprays a very liberal dose of ether into the tire, applies the chuck to the valve stem, and then flicks his bic. Flames are seen around the bead area of the tire for a good 10 seconds as the residual ether burns off. With the bead now seated, and the locking chuck firmly attached to the valve stem, bubba walks off camera saying, “Now you know why I don't have any arm hair, Papa.” At least he still has his head—for the time being.



order following completion of the work.

The final piece of a safe and proper wheel installation is re-torquing of the wheel after 100 to 150 km of driving. This is almost universally ignored, but Doyle says it is absolutely vital that the wheel be checked once it has been returned to service.

“Only about one-third of the better fleets in Canada do this regularly,” he says. “I'm aware of one Canadian private fleet that spends about \$8,000 a month on re-torques. The drivers will pull over 150 km down the road following a repair and call a service truck to come out and re-torque the wheel. It's hugely expensive, but I have to admire them for putting safety ahead of cost.”

Like everything in life, there's an easy way to service tires, and a right way. Doing it right may take a little more time, and cost a little more money, but there's no excuse for endangering life in the pursuit of savings. We've heard of tire techs being launched 50 ft across a room by an exploding tire, and we've seen people killed on roadways because of improper service practices. Those are events best left to the crash-test dummies. ▲

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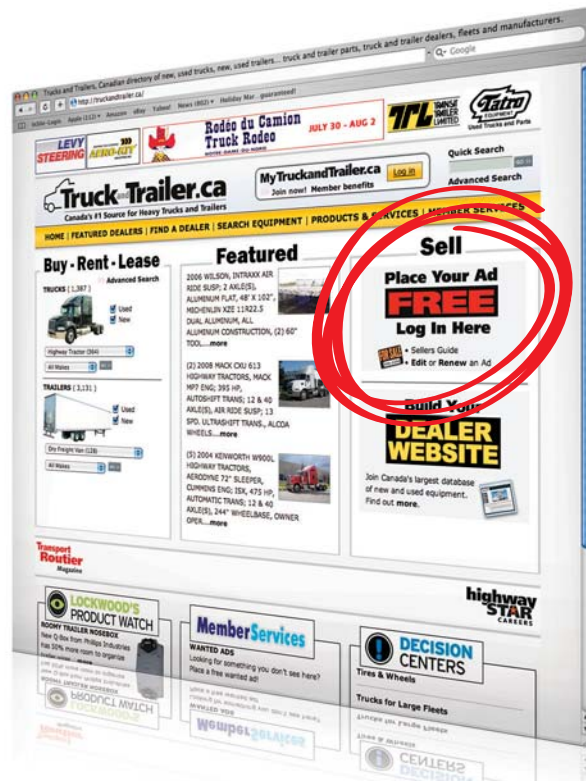
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## URBAN/REGIONAL TIRES

A 'NEW GENERATION' OF REGIONAL TRUCK TIRES FROM GOODYEAR

**Goodyear** says its new G661 HSA and G662 RSA with 'Fuel Max' technology are regional tires offering deeper tread depth along with enhanced tread designs and compounds to maximize tire life in tough

urban and regional driving. The two tires address the needs of multiple applications in city delivery and longer regional runs.

The G661 HSA steer and all-position tire was built with a scrub-resistant tread, the maker says, utilizing multi-compound construction that helps to

extend tread life when used in applications with lots of turning, backing and braking; beverage trucks, emergency vehicles, and tow trucks, for example. These new tires are said to have penetration protectors to help resist cuts and punctures, and sidewall protector ribs coupled with a scrub-resistant sidewall compound to help protect against abrasions from curbing.

The G662 RSA with Fuel Max technology is intended for regional and local haul applications as a steer and all-position tire. It's based on an "innovative" compound that's claimed to reduce rolling resistance significantly and improve fuel economy by up to four percent in longer direct routes. It's the company's first regional tire to offer a pressure distribution groove—to spread weight on the tread for enhanced uniform wear. As well, it gets a new casing design (in most sizes) with full-sized, super-tensile steel belts, to help reinforce the tread—and and to help guarantee multiple retreading.

The tire has a 22/32-in. tread depth, 2/32 deeper than previous Goodyear regional tires, giving both new tires extended miles to removal.

The G661 HSA and G662 RSA with Fuel Max are available now in an 11R22.5 size, with the 295/75R22.5 size coming in June. The G661 HSA will also have the 11R24.5 size available in June.

[www.goodyear.com/truck](http://www.goodyear.com/truck)



## In Gear

### PIMP MY HINO

HINO TRUCKS INTRODUCES HINOSTYLE STAINLESS STEEL ACCESSORIES

The urge to dress up your **Hino** now has a solution. The company has launched a line of stainless steel accessories that will add a custom look, and maybe even enhance its resale value. The assortment of truck accessories is labelled HinoStyle and it's available for 2005-2010 model-year trucks.

Hino says "a leading designer" and manufacturer of superior-quality fenders, attachments and cosmetic accessories helped design the new accessories. All trim pieces are made from premium-quality, highly polished 304-grade stainless steel with non-corrosive and non-magnetic properties.



The line includes items such as a sun visor, hood deflector, bumper covers, door handle trim, window and cab trim, anti-sail mud flaps, steps and step

covers. All these stainless steel accessories (excluding electrical components) carry a 12-month, unlimited-mileage product warranty against defects in material or workmanship.

HinoStyle accessories are available through the Hino dealer network.

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

### SYNTHETIC ENGINE LUBE

ULTRAMAR ENHANCES ODYSSEY WITH NEW PERFORMANCE CREDENTIALS

**Ultramar's** Odyssey XLD Synthetic 5W-40 product has moved "to a new level of performance," the company says, as a premium offering in the light-to-heavy transport market. This fully synthetic engine now meets or exceeds the API CJ-4/ SM industry standards.

It also meets or exceeds the manufacturer's requirements for light-duty diesel engines such as Powerstroke & Duramax; and heavy-duty diesels such as Caterpillar, Cummins, Detroit Diesel, Mack, Navistar and Volvo.

Ultramar says it offers enhanced fuel economy potential over conventional 15W-40 engine oils.

[www.ultramar.ca](http://www.ultramar.ca)

### WHEEL-END SAFETY

FREE VIDEO NOW AVAILABLE FOR DOWNLOAD ON TIA, MICHELIN WEBSITES. The **Tire Industry Association (TIA)** and **Michelin Americas Truck Tires (MATT)** have created a new training video for fleet maintenance personnel and drivers. Twenty minutes long, it's entitled 'Wheel End Safety' and provides installation and inspection guidelines. It addresses several related topics, but the primary focus is to help fleets prevent wheel-off accidents and wheel-end fires.

The video is available as a free download on both the TIA and Michelin websites.

Among other things, the video addresses the dangers of welding on rims and includes dramatic footage that clearly demonstrates the risks of this dangerous practice.

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In order to illustrate the danger of a wheel-off incident, TIA and Michelin engineers created a controlled test at Michelin's Laurens Proving Grounds in South Carolina, where the tire and wheel assemblies could be filmed after they separated from a trailer. After several successful attempts, a parked car was placed in the path so multiple cameras could record the dramatic footage.

[www.tireindustry.org](http://www.tireindustry.org)  
[www.michelintruck.com](http://www.michelintruck.com)

## CREW CAB HYBRID

KENWORTH ADDS AFTERMARKET CREW CAB CONVERSION OPTION FOR MEDIUM-DUTY HYBRIDS

**Kenworth** T270 and T370 medium-duty diesel-electric hybrids can now be ordered with an aftermarket crew cab conversion for P&D and utility applications.

The 157-in.-BBC crew cab uses a one-piece fiberglass roof with 4-in. raised rear section, which provides up to 61 in. of interior height. The remaining crew cab structure is aluminum and provides an additional 52 in. of length. It's 84 in. wide at the rear. Also standard are Kenworth DayLite door assemblies and door panels, Granite Gray vinyl interior trim, Kenworth interior upper B-pillar and exterior grab handles, and DuPont Imron Elite single stage paint.



Kenworth

Crew cab options include an extended horizontal exhaust pipe, separate heater or heater/air conditioner, exterior access steps, carpet and custom trim packages, and DuPont Imron Elite base/clear paint. Bench and bucket seats are available in addition to fire service SCBA seats.

The crew cab conversion is done in partnership with Bentz Transport Products. See your dealer for more information.

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

## POWER INVERTERS

EX-MECHANIC AND OWNER-OPERATOR FROM QUEBEC OFFERS LINE OF TRUCK-SPECIFIC POWER INVERTERS

From **Tundra International**, based in Ste-Julie, Que., comes a comprehensive line of power inverters, many of which were created specifically for trucks. They're said to be the only inverters authorized for use in TransForce trucks, launched by a former mechanic specializing in electronics, who sought investors as well as engineering and manufacturing expertise to create his own after truckers came to him frequently with power-inverter problems.

Tundra says that to be qualified as compatible with trucking use, a power inverter must offer: battery saving features; heavy-duty construction; high cooling capacity; proper installation material; and remote control. The company says its products answer all of those demands.

Of those made for trucks, the compact and affordable Tundra E-Series—the 'E' stands for 'economical'—is intended for moderate use. Three E-Series inverters are appropriate for trucks, offering 1,000, 1,500, and 2,000-watt continuous-power capacities.



Tundra International

Made for heavier duties, the HD Series 'Professional' lineup includes three models aimed at trucks, providing with 1200, 1800, and 2500 watts of continuous power. Tundra says they were developed to support intense use in trucks or almost any mobile or static application

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\*Lucas SAE 15W-40 CJ-4 oils are suitable for use in pre-2007 engines on or off road.

www.LucasOil.ca • 888-878-6973



## In Gear

requiring superior performances and safety. Featuring a steel design, they'll handle intensive vibrations and they offer a "non-compromising" cooling capacity.

Given that batteries shouldn't be discharged or used below the critical point of 11 volts, Tundra inverters are preset with an alarm at 11.5 volts and a complete shutdown at 11 volts. The alarm and shutdown can be customized.

The installation kit includes: 24 ft of high-quality welding cable, with pre-assembled terminal lugs; 24 ft of protective plastic loom; two sets of PVC strain relief (floor pass-through); eight metallic cable clamps; two high-quality compression lugs (for cable length adjustment); 25 high-endurance plastic tie-wraps; a DC fuse kit; and a hardware kit.

Tundra says the provision of properly spec'd power inverters can have a positive effect on driver turnover rates, offering superior comfort, while increasing a driver's autonomy and productivity.

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

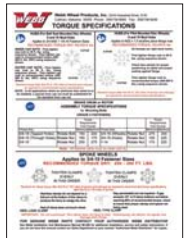
## WHEEL-END TORQUE

WHEEL-END TORQUE SPEC WALL CHART AVAILABLE FROM WEBB WHEEL PRODUCTS

A very useful wall chart identifying the proper torque specifications for truck and trailer wheel ends is available from

### Webb Wheel Products.

Recommended specs are shown for six- and 10-stud ball-seat-mounted and 8- and 10-stud pilot-mounted disc wheel hubs; 3-, 5- and 6-spoke wheels; and brake drum and rotor assemblies.



Webb, quite correctly, says having this information clearly visible in a maintenance shop can reduce wheel-end service times and help train new technicians. This chart is an important addition to any heavy truck and trailer maintenance facility and can be requested online or by calling 1-800-633-3256.

<http://www.webbwheel.com/aftermarket/orderliterature.html>

## MAXXPOWER COMPONENTS

NAVISTAR'S NEW LINE OF FACTORY-INSTALLED PROPRIETARY COMPONENTS INCLUDES FRONT AIR SUSPENSION

Navistar has launched a new global brand of proprietary components called 'MaxxPower' for International trucks, school and commercial buses, and Workhorse chassis products. They'll be designed and engineered by and for Navistar as original equipment and will be factory-installed. Fully integrated with Navistar truck and bus products, MaxxPower products will include drivetrain and suspension components and options like auxiliary no-idle solutions. The first of what the company calls "an extensive line" include the MaxxPower front air suspension and a battery-powered no-idle HVAC system for International ProStar and LoneStar tractors.

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

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

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## TIRE-PRESSURE MONITOR

DORAN 360HD TIRE-PRESSURE MONITORING SYSTEM SAID TO WITHSTAND HEAVY LOADS, STOP-AND-GO HEAT **Doran Manufacturing's** family of tire-pressure monitoring systems includes the Doran 360HD, introduced last year. The company says the system's wireless sensors are "proven"—by way of rigorous SAE tests at an independent lab—to withstand temperatures up to 257 F that can occur in trucks challenged by heavy loads and stop-and-go driving.

The secret, says Doran, is in the sensor material, the potting process, and the three-piece seal design of the sensors.

With at-a-glance status updates, including a new patent-pending 'Green Means Good' indicator, the 360HD is targeted especially at applications like refuse vehicles, recycling trucks, and delivery fleets.

The system monitors up to 36 tires for truck, tractor and trailer applications with wireless tire-pressure sensors screwed onto the valve stems. They transmit a signal to an in-cab monitor,

and the driver is alerted through both audible and visual alarms that provide more than a warning signal—the location and pressure of the problem tire is also sent to the cab. A new

'Fast Leak' alarm is also built in, giving drivers the ability to deal with low pressures early enough to avoid catastrophic tire failures.

The system, which works with traditional dual-tire configurations or wide-base single tire applications, provides an estimated payback of less than nine months per truck (based on driving 100,000 miles annually). Doran says the 360HD is aimed at fleets of all types and sizes, including owner-operators.

Installation takes about an hour per truck or trailer.

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



## GLITZY ADD-ONS

PANELITE OFFERS NEW STAINLESS-STEEL TRIM FOR AERO MODELS

New stainless-steel trim options for the Freightliner Cascadia, Kenworth T660, and Peterbilt 386 are available from **Panelite Custom Truck Accessories**.



They include door and window trim, visor covers, bumper light brackets, lighted under-door and under-bunk trim panels, lower scuff panels, and side fairing covers, among others.

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

## BRAKE ROTOR

WEBB WHEEL OFFERS NEW HYDRAULIC DISC BRAKE ROTOR FOR AFTERMARKET **Webb Wheel's** aftermarket business unit has released a new hydraulic disc brake rotor for front and rear truck applications with ABS. The 10-hole rotor weighs 38 lb with a 6.00-in. pilot diameter and 7.25-in. bolt circle diameter.

It's part of a wide range of 'U' and 'HAT' type rotors for school bus, medium and light truck, and RV chassis applications. Webb says its rotors are made from a high grade of cast iron for long service life and maximum performance. ABS rotors have corrosion protective coating.

A copy of Webb's Hydraulic Disc Brake Rotor catalog can be requested by completing a literature order form found online.

[www.webbwheel.com/aftermarket/orderliterature.html](http://www.webbwheel.com/aftermarket/orderliterature.html)

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

## SIZE & WEIGHT GUIDE

XTRA LEASE PROVIDES FREE 2009 SIZE & WEIGHT GUIDE FOR FLEETS

The 2009 version of the Size & Weight Guide containing state-by-state listings of dimensional regulations is now available from **XTRA Lease**. The company

## Retail Diesel Price Watch

Find out how Espar Heaters can SAVE YOU MONEY.



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### WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of June 9, 2009 • Updated prices at [www.mjervin.com](http://www.mjervin.com)

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	99.4	0.5	83.5
VANCOUVER *	91.8	0.7	59.7
VICTORIA	91.7	1.6	62.1
PRINCE GEORGE	86.2	4.3	60.4
KAMLOOPS	85.7	2.2	59.9
KELOWNA	86.6	1.0	60.8
FORT ST. JOHN	87.4		61.5
YELLOWKNIFE	96.9	1.5	79.2
CALGARY *	78.7	5.3	62.0
RED DEER	77.2	0.3	60.5
EDMONTON	76.1	1.6	59.4
LETHBRIDGE	77.4	2.0	60.7
LLOYDMINSTER	79.9		63.1
REGINA *	81.2	-1.7	58.4
SASKATOON	85.4	4.0	62.3
PRINCE ALBERT	83.4	4.5	60.4
WINNIPEG *	84.4	4.9	64.9
BRANDON	81.9	2.0	62.5
TORONTO *	85.9	2.3	63.5
OTTAWA	85.9	4.0	63.5
KINGSTON	83.9	1.5	61.6
PETERBOROUGH	87.9	3.0	65.4
WINDSOR	85.1	3.0	62.7
LONDON	86.6	6.7	64.1
SUDBURY	86.9	2.0	64.5
SAULT STE MARIE	89.9	6.0	67.3
THUNDER BAY	88.3	1.8	65.8
NORTH BAY	87.8	5.1	65.4
TIMMINS	88.9	2.0	66.4
HAMILTON	83.8	3.3	61.5
ST. CATHARINES	84.4	2.3	62.1
MONTRÉAL *	96.4	3.3	65.2
QUÉBEC	92.9	2.3	62.1
SHERBROOKE	94.9	6.0	63.9
GASPÉ	93.4	6.0	66.4
CHICOUTIMI	91.7	3.7	64.9
RIMOUSKI	93.1	2.3	64.2
TROIS RIVIÈRES	94.4	1.5	63.4
DRUMMONDVILLE	87.9		57.7
VAL D'OR	92.9	3.0	65.9
SAINT JOHN *	91.2	2.7	59.8
FREDERICTON	91.2	2.4	59.8
MONCTON	92.6	2.7	61.0
BATHURST	95.2	2.6	63.3
EDMUNDSTON	92.8	2.5	61.2
MIRAMICHI	92.0	1.7	60.5
CAMPBELLTON	92.9	2.6	61.3
SUSSEX	91.6	2.8	60.2
WOODSTOCK	93.9	3.0	62.2
HALIFAX *	90.3	4.4	60.5
SYDNEY	92.2	3.4	62.2
YARMOUTH	92.3	5.1	62.3
TRURO	90.9	4.0	61.0
KENTVILLE	91.2	5.1	61.3
NEW GLASGOW	93.5	5.5	63.3
CHARLOTTETOWN *	85.9		58.8
ST JOHN'S *	97.1	2.0	65.4
GANDER	93.6	2.0	62.3
LABRADOR CITY	104.4	1.9	71.9
CORNER BROOK	95.7	1.9	64.2
<b>CANADA AVERAGE (V)</b>	<b>86.4</b>	<b>2.8</b>	<b>62.3</b>

V-Volume Weighted

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

Diesel includes both full-serve and self-serve prices.

The Canada average price is based on the relative weights of 10 cities (\*\*)

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



# PUMPING OUT IRON

THEY'VE COME A LONG WAY FROM CHROME AND PIPES

**Y**ou know those in-the-floor heating systems people have in their houses? Jeff Battler's working on a version for the cab of your trucks.

Battler is proprietor at 12-GA. Customs in Guelph, Ont., and has been producing some of the hottest-looking tractors on the continent. You've probably seen a lot of his work at show'n'shines over the years. He's been doing it full time since 2002.

He's in a hugely competitive business and as he says, you have to innovate or die.

He's innovating.

"We're doing as much R&D as we are custom truck work," he says.

One of his trademark inventions is the flip bumper, which he came up with in 2003. "It's been extremely successful," he says. With the flick of an in-cab switch, a long-rise bumper can be moved up to avoid obstacles and, as he says, improve air-flow under the truck cab, improving cooling.

Now, he's offering a version that not only raises up at the

flick of a switch in the cab, but it sits horizontally. "You could use it as a picnic table," he laughs.

Battler used to be an owner-operator gypsying around the country with a tricked-out '98 Kenworth flattop. Other drivers on the road admired his handiwork and started asking him to do work for them.



These days, his 10-person crew does most of the manufacturing in a 5,500-sq-ft shop near Guelph but he's also got dealers across North America, catering to the customizing whims of truckers everywhere. "We have something like 80 different sun visors available," he says.

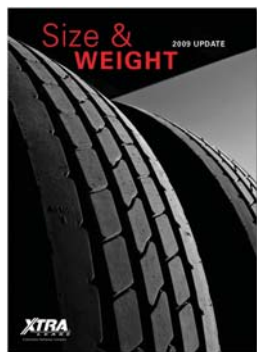
About 90 percent of his business is in the States, but he says in order to stay alive in this extremely competitive business, he must veer

away from show-trucks into other fields.

"We developing our own cab; our own wireless dash systems; we have our own air-ride system. We're really starting to step outside our trucks." — Peter Carter

produces the free guide every year.

As well as size and weight information, the 30-page booklet also offers



details on where to register for fuel taxes and order International Fuel Tax Agreement (IFTA) trip permits; where to get International Registration Plan (IRP) trip

permits; and get hazardous materials and overweight/oversize permits.

The guide provides contact information for state trucking associations and also includes a convenient fold-out quick reference chart for all states.

You can get a free copy online or by calling 1-800-367-9872.

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

## RETROFIT CARB DPF

MACK AND VOLVO UNVEIL RETROFIT DIESEL PARTICULATE FILTER TO MEET NEW CALIFORNIA REGULATIONS

**Mack** and **Volvo** have introduced retrofit

diesel particulate filters to allow operators of older-model trucks to meet the proposed new emissions requirements in California. The DPFs are designed to work with non-EGR engines sold from 1996 to 2002.

The California Air Resources Board (CARB) intends to improve air quality by reducing particulate matter (PM) emissions from older vehicles. The new requirements apply to all diesel-powered vehicles over 14,000 lb GVWR—including out-of-state vehicles that operate in California, unless they run fewer than 1,000 miles and 100 hours a year in the state. Preliminary details regarding the regulations can be found at [www.arb.ca.gov/msprog/onrdiesel/documents.htm](http://www.arb.ca.gov/msprog/onrdiesel/documents.htm).

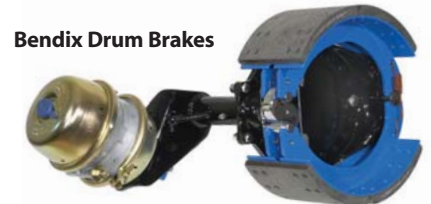
The retrofit DPFs come with a five year/150,000 mile warranty and can be ordered through any Mack or Volvo dealer in the U.S. and Canada. Dealer installation is required. Retrofit DPFs using passive and passive/active regeneration technologies are under development for 2002-2006 EGR engines as well. The retrofits are manufactured by HUSS, LLC of California.

See [www.macktrucks.com](http://www.macktrucks.com) and [www.volvotrucks.us.com](http://www.volvotrucks.us.com)

## HIGH-PERFORMANCE DRUMS

BENDIX SPICER BRAKES TO MEET STOPPING-DISTANCE RULES

Anticipating new stopping-distance requirements, **Bendix Spicer Foundation Brake** plans to introduce a new, high-performance model of its Single Anchor Pin, Extended Service drum brakes for both steer- and drive-axle applications later this year. They'll be in production well before the effective



date of the new requirement, currently thought to be May, 2011. After many delays, Bendix thinks the National Highway Traffic Safety Administration (NHTSA) will announce the new rules for large trucks this month. The latest information suggests September is more likely. Canada will follow suit. NHTSA's proposal calls for either a 20- or 30-percent reduction in the required stopping distance for large trucks. The idea is to help close the gap between



car and truck stopping distances and thus promote safety.

Extensive vehicle test data by Bendix Spicer and others confirm that most trucks can meet or exceed the shortest of the proposed stopping distances without requiring air disc brakes, though ordinary S-cam drum brakes aren't likely to be sufficient.

See [www.foundationbrakes.com](http://www.foundationbrakes.com)

## AFTERMARKET DPF

FROM PACCAR PARTS, AN ALL-MAKES RETROFIT DIESEL PARTICULATE FILTER FOR CALIFORNIA

**PACCAR Parts** dealers now offer the Engine Control Systems Purifier, an aftermarket passively regenerating diesel particulate filter approved by the



**PACCAR Purifier**

California Air Resources Board (CARB) for installation and use in a wide variety of class 8 trucks.

The U.S. Environmental Protection Agency certifies that it reduces particulate matter emissions by 85 percent, and it meets CARB's strict 20-percent nitrogen oxide reduction requirement. It's distributed exclusively through Kenworth and Peterbilt dealers in the United States and Canada.

The DPF features a silicon carbide filter, and it's approved for use with a wide variety of 1993 through 2006 heavy-duty trucks, in a number of on-highway applications, regardless of manufacturer.

Each Purifier model is available in five different inlet/outlet configurations with either standard stamped flanges or optional machined flanges. The stainless steel modular design allows for 360-degree rotation of the muffler inlet and outlet sections to provide the greatest range of fit. Dimensions vary depending on application, the smallest filter weighing about 75 lb and measuring 10 in. in diameter. The largest filter weighs about

125 lb and is 13 in. in diameter. With both horizontal and vertical mounting options, an ECS Purifier can be made to fit in almost any vehicle.

A backpressure monitor and logger system, included with the Purifier, will record vehicle duty-cycle information for up to two years. The monitor and logger system allows truck operators to continuously monitor the filter's condition. It requires ash removal at periodic intervals

based on the truck's duty cycle.

Late last year CARB approved new regulations requiring truck operators to gradually reduce emissions of soot starting in 2011 and, eventually, nitrogen oxides. The new regs mean that nearly all vehicles must be upgraded by 2014, and engines older than 2010 models will have to be replaced between 2012 and 2022.

See [www.kenworth.com](http://www.kenworth.com) and [www.peterbilt.com](http://www.peterbilt.com) ▲

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**RESULTS OF THE EARLY BIRD DRAW ON JUNE 5<sup>th</sup> 2009**  
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Ticket	Name	Town	Prize
1	5555 Réal Bernard & Mario Bergeron	Stornoway, Qc	\$500
2	3399 Paul Berubé & Marcel Boissonneault	Hearst, On	\$100
3	6376 Robert Jolivet & Rémi Turcotte	Gatineau, Qc	\$100
4	5009 Pierre Gaulin	Évain, Qc	\$100
5	2226 Claude Audet	Lachute, Qc	\$500
6	5985 Charlene Carpentier	Lorrainville, Qc	\$100
7	2008 Theresa Wabie (Groupe)	Notre-Dame-du-Nord, Qc	\$100
8	4015 Luc Paquin (Groupe Promutuel)	Ville-Marie	\$100
9	5971 Ernest Laplante (Groupe TV-Temis)	Notre-Dame-du-Nord, Qc	\$100
10	3081 Marcel Boissonneault (Groupe #1)	Hearst, On	\$500
11	6398 Julien Cloutier	St-Louis du Ha! Ha!	\$100
12	1573 Léo Belleau	Rouyn-Noranda, Qc	\$100
13	3003 Thérèse Ouellet (Groupe)	Hearst, On	\$100
14	2034 Pierre St-Jean	Lachute, Qc	\$100
15	1531 Normand Giroux	Val-d'Or	\$1 000
16	5276 Luc Séguin	Évain, Qc	\$100
17	4935 Yan Houde	Pointe Label	\$100
18	4106 Jean-Marie Gervains (Les Gervai)	Béarn, Qc	\$100
19	4201 Jean-Paul Lapointe	Amos (Qc)	\$100
20	4870 Robert Boisclair (Groupe)	Val-d'Or, Qc	\$1 000
21	3237 Denis Poulin	Hearst, On	\$100
22	1232 Mario Poirier	Rouyn-Noranda, Qc	\$100
23	7134 J-P Beausoleil (Groupe)	St-Jean de Matha, Qc	\$100
24	0386 Benoit Gagné	Ville-Marie, Qc	\$100
25	5539 Eric Maheux & Hubert Langevin	Alfred, On	\$1 000
26	5461 Jean Lefebvre	Cumberland, On	\$1 500
27	2813 Martial Royer & Marc Gagné	Rouyn-Noranda, Qc	\$1 500
28	1204 Marc Beaulé & Monique Labonté	Ville-Marie, Qc	\$2 500
29	4562 Roman Saldan	St-Marc de Richelieu, Qc	\$9 000

**ONLY A FEW LEFT!**

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By Peter Carter

# Suspended Sentences

## What you can learn from Dawn Violo's roadside encounter

**W**ant to hear a scary story? A few weeks ago my friend Dawn Violo was driving her car near her home and got pulled over in a speed trap. No big deal, right?

The Peel Regional police officer ran her permit. She waited.

He then approached her window and told her to hand him the keys and exit the car.

Turns out his computer showed her licence had been suspended. Four years ago.

In December, 2004, Violo got a ticket for an infraction and paid up, but the payment for some reason was processed a few days late. ("It's the last time I'll mail a cheque in," she says now.) Hence, the suspension.

The system may have automatically spit out a "licence-suspended" decision, but for some reason, she never received anything from the Ministry telling her about the suspension. A spokesman for the Ministry told me that whenever a licence is suspended, the Ministry sends out a letter.

If it's a criminal offence that's caused the suspension, the Ministry man says, a registered letter goes out. If it's simply an unpaid fine, like Violo's, the letter goes snail mail.

The Ministry considers the suspension in place seven days after the letter goes out. All I can say is, if her house is anything like mine, God help any correspondence that arrives randomly into the mailbox wanting to be found and read.

Who knows why she didn't get a letter? Dawn swears she never received anything. All they know for sure is, the cop pulled her licence and she was stuck.

Get this: Dawn was on her way to work. She runs, ironically enough, Emergency Road Services of Canada, which puts broken-down truckers in touch with people who can help them. It's a booming business and she knows, quite literally, about 8,000 people from coast to coast whom she can call to help a stranded trucker, 24/7, 365.

But in this case, she had to get in touch with her sister who arrived to drive Dawn to the Ministry of Transportation to straighten things out only to find out they first had to go to the courthouse to pay the small fine relating to the infraction. "It cost me \$20," Dawn reports. "They weren't even collecting interest."

Only then could she return to the Ministry to prove she was out of arrears and retrieve her permit.

Except that the Ministry informed her that because her licence had been left unrenewed for more than three years, she had to start from square freakin' one. As if she were a 16-year-old.

Something similar happened to my wife Helena a few years ago. Her licence came due at the same time as our new son arrived in our life and she was, to put it mildly, distracted. A few years later, she went to renew our car insurance and the agent tells her "Ma'am, your permit's no good."

In Ontario, if you don't renew your licence for three years after it expires, you have to get out the little book, recall exactly how

many meters you're allowed to park from a fire hydrant (three, in case you've forgotten) and all those other rules you likely don't remember. Once you pass the written test, you start into the graduated licensing system. And who needs that headache?

My licence says I can legally drive our family Caravan, a tractor-trailer, or my '93 Harley Sportster. The thought of having to redo an exam on any or all of the above sort of makes me want to, well, throw up.

Dawn has decided to launch a campaign of sorts to try to get the MTO to be more aggressive about informing people about their licence suspensions. I'm all for it and if you think it's a good idea, drop me a line and I'll pass your support along.

Meantime, I just googled the MTO, learned how to verify that my licence is good to go. You already do it with your drivers. Why not try yourself? It took about 90 seconds online. And it was the best toonie I've spent in a long time. ▲



**WHO YOU GOING TO CALL?** Violo runs an emergency roadside service and there she was, stuck.





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