

MAINTENANCE:

Why drivers are an important part of your shop, PG. 18



Award-winning maintenance manager **Les Waking**

June 2011

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Today's Trucking

The Business Magazine of Canada's Trucking Industry

Old Timers vs. Young Pups

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A special look at who's behind your wheels.

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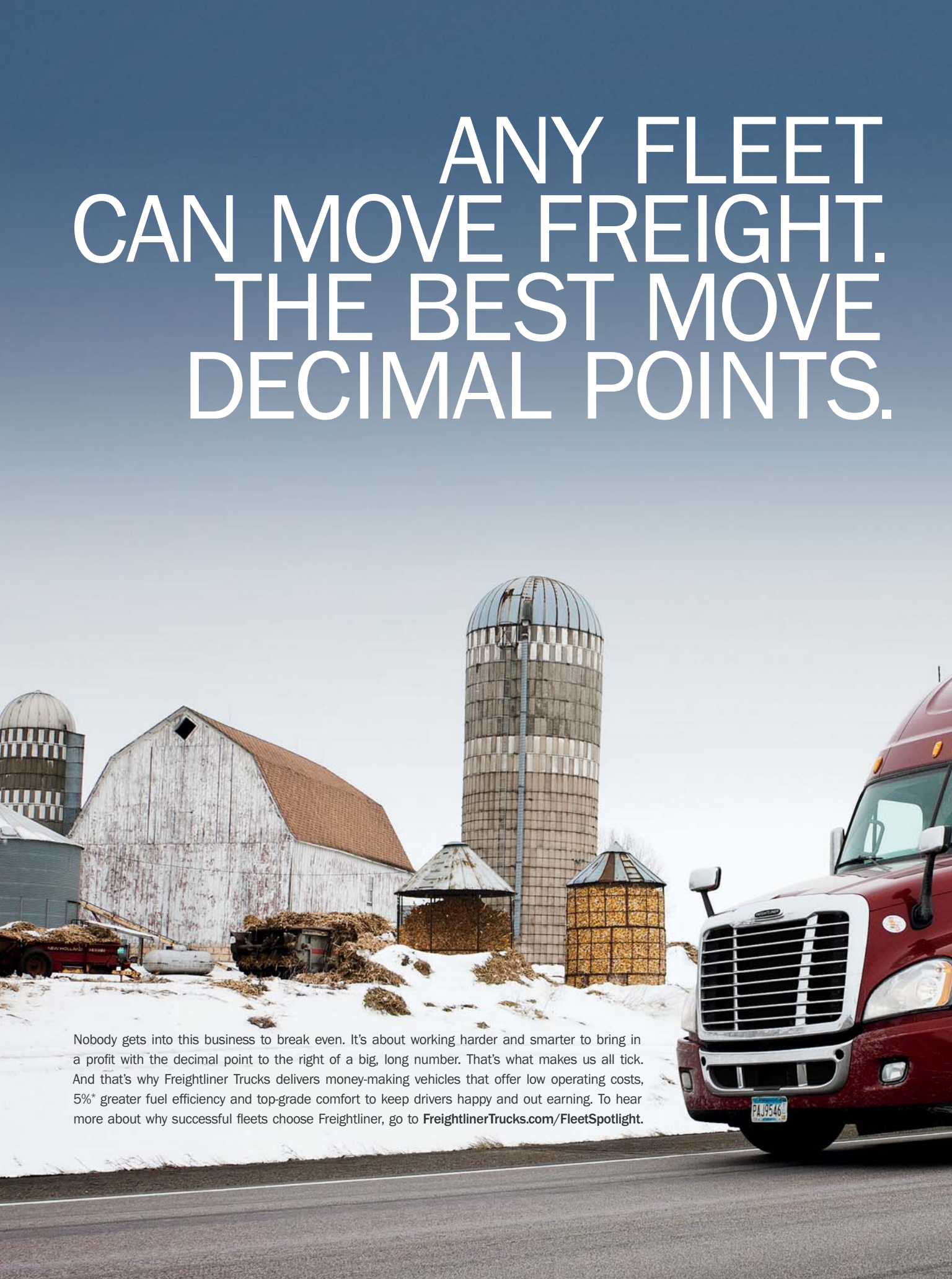
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by Rolf Lockwood

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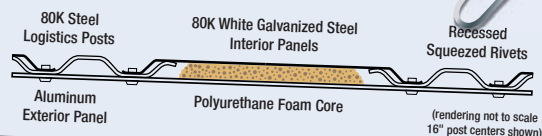
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The Business Magazine of Canada's Trucking Industry

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Canada



**Kenneth R. Wilson
Award Winner**

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Driving derivatives

I heard on Sun TV that Allied Systems had to ask their automotive clients to pay 20 percent more because of the high cost of diesel but some of the customers refused so Allied was forced to lay off staff.

Too bad they didn't use the futures and options market on diesel futures to protect themselves. They wouldn't have had to request the surcharge in the first place.

Monthly Diesel Spot Markets 1999-2011



This diesel-fuel chart shows a strong upward trend which will probably continue and it shows that there are opportunities to lock in price at a better level.

Bob Tebbutt,
Peregrine Financial Group,
Mississauga

Nathan hale and grateful

My husband Nathan Diek is a diesel technician at Sheehan's Truck Centre who in early November was hit with necrotizing fasciitis (flesh-eating disease.) He had to have his left leg amputated above the knee.

We would like to send out a note of gratitude to Sheehan's and their service

Letters

manager Marc Poland as well as all those who donated money. Marc did so much for us and was the one who did the majority of the organizing and the planning for the pancake breakfast, among other things.

Nathan is doing much better, and he is learning to walk with his prosthetic and he's eager to get back to his normal life.

Thank you so much
Aileen Diek,
St. Ann, Ont.

Driver-shortage could disappear presto!

As a 37-year veteran of North American highways, every time I hear the term "driver shortage" I'm reminded of a quote by a fellow trucker and a columnist for an American publication, who says, "There is no driver shortage, only a shortage of people willing to work for what the industry is offering." He couldn't be more correct!

The trucking industry is one of few that will pay to train you. Electricians, plumbers, doctors, lawyers, police officers, and firefighters, they all pay for their own training because their employers make it worthwhile to do so.

Until the industry demands safe, qualified professionals and compensates them as such, the "driver shortage" will continue to be an issue for the trucking world at large.

Dirk van Wyngaarden,
Brantford, Ont.

OUR MAN IN MONTREAL

We at Newcom Business Media are proud to report

that *Today's Trucking* contributor and *Transport Routier* Editor **Steve Bouchard** has been awarded the **Quebec Trucking Association (QTA)** prestigious "Image of the Industry" Award. The honor is presented every year to an individual who supports and promotes the trucking industry and whose work has a direct positive result for the image of trucking in Quebec. And here we thought he was just doing his job.



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Mobil Delvac
For Long Engine Life

By Rolf Lockwood



Tarred with the same brush-off

Why are drivers' concerns ignored when we construct our roads? Or for that matter, our laws?

Stress is the foundation of many a driver's life. Even more so for today's bedraggled owner-operator. There's no doubting that. Sure, I know it's not much different for any of us, and I truly can't imagine how some of you fleet folks stay sane these days, what with fuel prices where they are on top of margins that have been damn skinny for a very long time. But I'm just talking about drivers here.

Amidst all the stresses of their working lives, right at the top of the list today is the impending mandate for electronic on-board recorders. I'm not a fan, I have to say up front. An unnecessary intrusion at best, an invasion of privacy at worst, they represent yet another in a lengthening list of reasons not to become or not to remain a truck driver. And that's exactly how EOBRs are seen by these people that the industry depends on. These people acknowledged to be in radically short supply. In all my years in this game, I've never seen anything so universally reviled by drivers. And that includes speed limiters.

Yet the industry at large insists on supporting the idea. Honestly, I don't understand. Is this yet more evidence of an ancient but widely held view that can't see drivers as anything but a commodity? I'm forced to conclude that it is.

But I'm not here to talk about EOBRs either.

Nope, I want to raise an issue that seems to have slipped off the front page entirely in recent years, one that was the cause of much hand-wringing not so long ago. And one that still causes stress in our drivers.

Once upon a time, the state of our roads mattered quite a lot. A decade ago I heard a ton of moaning about the sorry condition of the Canadian highway system. Our industry leaders usually talked in terms of rough roads causing freight damage and late deliveries while diminishing international competitiveness, all of them good points. What we didn't deal with then, and still don't, is the effect that a bumpy, narrow highway has on drivers. About the price they pay with every mile they run.

In the intervening years highway improvements have been made, certainly, but even when I think of that lovely new piece of the Trans Canada running through New Brunswick, I always come back to the fact—and it astonishes me still—that not a single rest area was provided for drivers. Nationally there's still a ton of work to do.

It's not just a question of a lousy ride and important bits and pieces falling off the truck before they should. Those things are

real, and they certainly have a cost, but in the end it's about a driver's personal bottom line and most definitely his state of mind. Yet nobody ever seems to examine what actually happens down in the trenches.

For owner-operators, of course, some of those costs are very direct. When bolts drift loose, with consequences mild and otherwise, he pays for the fix. With luck, there's no accident, no catastrophe.

When he's paid by the mile but can't make many miles because the road forces a slow pace, he pays in his weekly statement. And if he runs hard to make the miles, he's punishing his truck and will pay sooner or later. It's even worse for folks paid by the load.



Once upon a time, the state of our roads mattered quite a lot.

found the dough to give those anxious four-wheelers a passing lane. Or when he's got to deal with urban traffic at the end of a long day because nobody's recognized the need and pushed for a solution to endless traffic jams.

Traffic congestion does get some air play these days, but not much, and nobody in funding or planning land has any vision whatsoever.

In any case, I'd like to see us make some noise again about all of this, for all sorts of reasons. But let's make sure to acknowledge what it means to drivers. Because, bit by bit by bit, the little road and traffic moments accumulate and create fatigue through stress. It's a safety issue, certainly, but in the end it's really a human matter. ▲

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

Dispatch

BY MARCO BEGHETTO

Eats & Street Cheats

The simultaneous rise of food and fuel prices has put intense pressure on grocery supply chains. And don't think pirates haven't noticed too.

Stagflation? Err, nothing to see here. At least according to former Goldman Sachs chief economist-turned Federal Reserve President William Dudley, who recently told an audience that other than energy and food costs, there's no inflation problem right now. Super.

So, as long as we don't eat or drive, everything's aces, right?

Sensing the audience stirring in their seats, Dudley tried to explain away his cost of living stability lesson this way: "Today you can buy an iPad 2 that costs the same as an iPad 1 that is twice as powerful."

According to a Reuters report, that prompted guffaws and one attendee quipping: "But I can't eat an iPad."

As the kids used to say in the '70s and '80s (coincidentally, the last time inflation was a major issue): "Burn."

In the real world, food and fuel prices—not Apple gizmos—are what actually

matter to us regular folks because they're essential, unavoidable commodities.

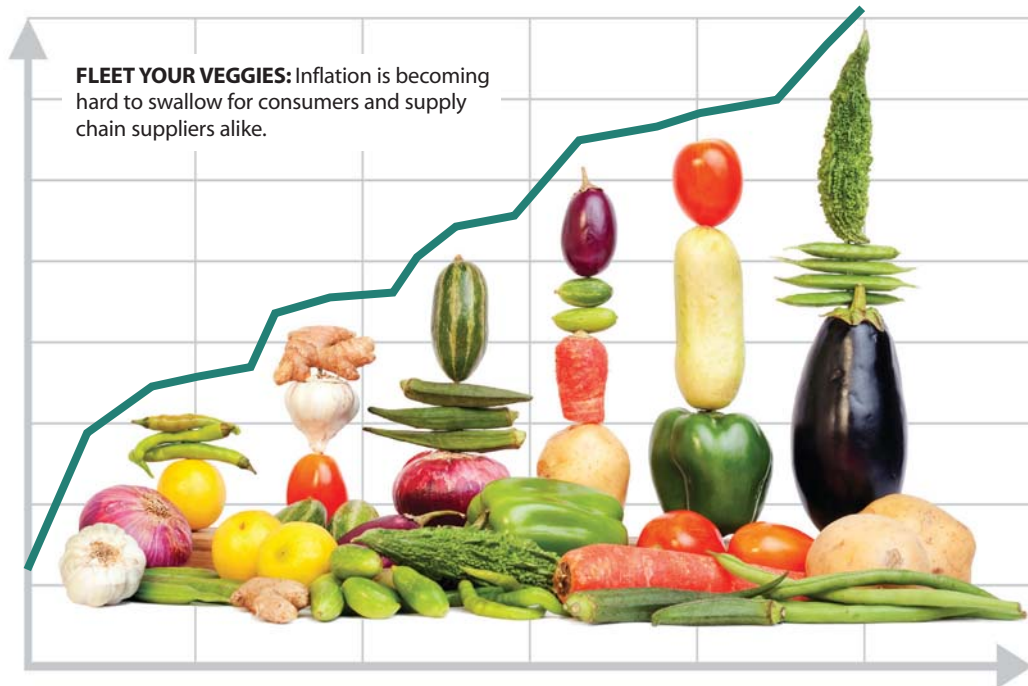
Just ask any fresh-food or grocery hauler who is seeing first-hand the meteoric parallel price increase for both the goods in their trailers and the fuel required to move them down the highway.

"We didn't expect to see a lot of inflation going forward,

but the numbers we're seeing now are higher than predicted," says Gord Smith, president of Manitoulin Transport. "Where it goes from here is anyone's guess, not to mention fuel with how oil jumps around as much as it does with what appears to be very little change in actual market conditions."

Food shippers are under

"brutal pressure from all sides," and that's rippling up and down the supply chain, says Jim Mickey of Surrey, B.C.-based Coastal Pacific Xpress, a hauler of perishable fresh food to California. "They have food inflation which causes them a problem with their own customer. Then they have me coming to them these days for a



Challenges

40-percent fuel surcharge. What used to be not too long ago a \$4,000 load out of California is now \$5,500. That shows up someplace.”

Consumers, as they’re quickly realizing at super-market checkout lines, are undoubtedly paying a lot more, but to prevent full-blown sticker shock, low-margin suppliers and manufacturers are relentlessly pressured by influential big box retailers and grocers to slash (try absorb) evermore costs from the system.

The so-called “Walmart effect” is causing shippers to push back against transport providers, somewhat tempering the benefits of recent volume increases and capacity tightening.

For a carrier like CPX—which is notorious for investing in above-average driver pay and new equipment to guarantee customers safe, stable capacity—the game seems to be about carefully toeing that line.

“There was always a place for a guy who had a driver when no one else had one and we would always have capacity when the other guy couldn’t find anyone to work for him,” says Mickey. “However, I don’t think we’ve had a satisfactory bottom-line return and haven’t for the last few years

because of all these pressures.”

Customers are doing anything they can to get costs under control, whether it’s tinkering with fuel surcharges or tendering more freight through RFPs to “see if there’s a couple percent to be had in new pricing,” says Wendell Erb, general manager of temp-control carrier the Erb Group in New Hamburg, Ont.

“We talk to our customers about a rate increase while they’re being told by their major customers to lower prices,” says Erb. “We’re all eating and volume seems to have picked up in the last little while, but the challenges are certainly still with us.”

FOOD VS FUEL

It doesn’t help, add the critics of biofuels, that crops diverted to ethanol and biodiesel markets artificially drive up food costs even further. It’s widely believed that subsidized corn- and sugarcane-based ethanol and soybean biodiesel are playing havoc with global food price stability.

“I think it’s the biggest joke of our time that we think we can take all that agricultural land and turn it over to fuel and then have the other side come back and kick us in the head, too,” says Mickey, who considers himself a gerner



SMOKIES? MEET BANDITS

WHO GETS THE STIFFER SENTENCE: Criminal A, caught with a few grand worth of cocaine? Or Criminal B, apprehended with \$1 million worth of LCD TVs?

The answer is “A,” particularly if the TVs were stolen on a truck.

Fact is, this country simply doesn’t take cargo crime seriously.

That’s the gist of just-released study on the extent of the problem in Canada. The study, conducted by the Canadian Trucking Alliance (CTA) indicates that about \$5 billion is lost every year in Canada due to cargo crime.

What’s more, the police, governments, truckers and everybody else ought to take action because cargo theft is anything but a victimless crime.

“Cargo that is stolen and sold in illegal markets shifts revenues from legitimate businesses to criminals and depletes tax revenues,” CTA says.

“What is more disturbing is the recent increased use of violence in perpetrating cargo crime, putting the well-being of truck drivers and other industry employees at risk.”

This study, which CTA President and CEO David Bradley says is the first of its kind in Canada and “perhaps so far as we know anywhere in the world”—is the “initial step in developing a coordinated and effective action plan to address the growing problem of cargo crime in Canada.”

The study winds up with some very specific suggestions:

- Government should redefine “theft” to include “cargo theft;” ensure that penalties associated with cargo crimes reflect the extent and impact of the problem; and, ensure cargo theft becomes a priority for increased police resources and legislative change.
- Insurance companies must investigate the expanded utilization of the Insurance Bureau of Canada’s program for non-attributable information sharing across the trucking community, from which police can distill regional and national trends.
- Trucking companies need to do more to protect themselves. This could involve such procedures as personnel security screening; route risk assessments; corporate security management; and greater participation in the movement against cargo crime in Canada as well as the U.S.
- Stakeholders affected by cargo crime should have a forum to exchange information, discuss issues and work together to develop and standardize effective crime prevention strategies.
- And, kinda’ of a no-brainer, law-enforcement agencies should enhance the education and training of enforcement officers on cargo crime.

LET FREEDOM RING

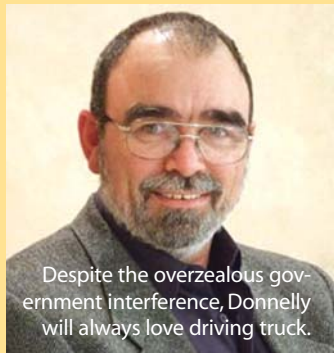
TRUCKER ROLLS OVER BIG GOV

Trucker Darcy Neal Donnelly may have been the only candidate in last month's federal election who was inspired by the Canadian rock group Trooper to run for public office.

The cement truck driver from eastern Ontario was motivated to "raise a little hell" for the Libertarian Party in the riding of Stormont-Dundas and South Glengarry.

"If you know the song 'Raise A Little Hell,' you'll know it has motivating lyrics," he says. "They say, 'If you don't like what you got, why don't you change it?'"

By any measure, he got creamed in the federal election, winning just 161 votes and coming in fifth in a field of five candidates. But Donnelly says it was never about winning. Working in an industry that is heavily regulated, he wanted to ring a warning bell about intrusive government.



Despite the overzealous government interference, Donnelly will always love driving truck.

"I knew going into this that I wasn't going to win," he says. "My mission was to create awareness. I achieved what I wanted to do.

"I persuaded 161 people to vote for me. That's cool! And I'm still on that mission. Even after the election I'm still trying to recruit people to join a philosophy that protects individual rights. If you believe your rights outweigh the rights of corporations and governments, then you're a Libertarian."

He says truckers are particularly vulnerable to the whims of government intervention. "We're very regulated, with more regulations coming all the time," he says.

He himself was stung some years back by what he considers a random application of unjust rules, when he was charged, wrongly he says, for having an unsecured load.

"It pissed me off big time because it will effect my reputation as a commercial truck driver," he says.

To run, Donnelly booked a month off work from Eastern Ontario Redi-Mix in L'Orignal, Ont., to pound the pavement and attend all-candidates meetings.

"It was an incredibly valuable experience, and I learned a number of things. Even the competition helped me out. It's amazing," he says.

And he met a wide assortment of people—not all of whom agreed with his message. "There were some who believe government has the right to control their life," he says. "Hey, people are entitled to believe whatever they want to believe. I respect their decisions."

His appreciation of the trucking life is clear, though.

"If I didn't have to work for a living, I'd still [drive] for free. I enjoy it," he says. "I don't look down at a desk all day, I have a mobile office, a view from my window that's constantly changing, I deal with people all day long, driving into the future, and delivering deals. What's wrong with that?" — Allan Janssen

advocate—or as much as "someone whose business by nature is to burn fuel" can be.

"How dumb is it when there's all kinds of green initiatives that actually make sense? That one seems highly political to me."

PSST ... WANNA BUY SOME CABBAGE?

As in the vegetable, that is.

Apparently, cargo thieves are targeting trailer-loads of food—even rarely stolen perishables—as food prices escalate.

A story in the *New York Times* last month reported how food cargo thefts (and even food shoplifting) incidents are increasing, including a recent heist in Florida that netted six loads of tomatoes, one load of cucumbers and a truckload of frozen meat, valued at \$300,000.

Unlike selling CDs out of a truck, produce is a lot

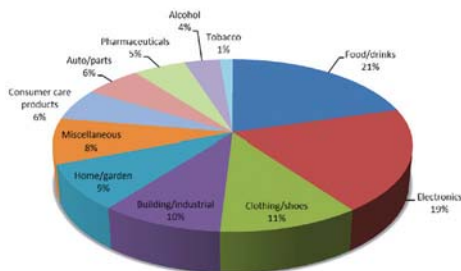
respond accordingly, by keeping a lid on the market, increasing premiums in susceptible regions, or both.

Although Mickey doesn't expect an epidemic in produce thefts, specifically—"there's so much more valuable cargo out there that you can park in a warehouse and take your time selling it"—he agrees the higher value of other food commodities could be attractive to some organized thieves.

RCMP Staff Sgt Rob Ruiters is hardly ever surprised of the types of things that get stolen. "They take anything and everything they can," he says. "You can sell grommets or toothpicks if the price is right. If it's organized crime they have people that can sell all kinds of things."

Wendell Erb agrees that there are few barriers for sophisticated cargo theft rings.

CARGO THEFT: BY PRODUCT TYPE



RICE HEISTS: According to Freightwatch Int'l, food & beverage thefts surpassed electronics in 2010 as the most commonly stolen truck cargo in the U.S. Rice, sugar, coffee, meat and canned drinks are the most heisted items.

more trouble to move expediently in the black market. But that didn't deter this gang, who police say had a buyer waiting.

You know food prices are high when someone would rather steal tomatoes than TVs.

Expect, then, insurers to

"Years ago, I used to think there was no [black] market for refrigerated food, but there defiantly is. There's other things too like confectionery that are high in demand. Peel Region [Police] always send out a report of what

was stolen this week and there's food on it all the time, it seems."

It used to be that most thieves would simply break down your gate and haul away your loaded trailer with a stolen tractor. Now, Erb and Mickey say, most thefts are orchestrated on the broker

side where there tends to be very little visibility on loads that are sometimes double or triple brokered (as was the great Florida tomato heist).

"We've gotten to the point where we have so many desperate bottom food chain brokers that you could succumb and start working with people you don't know," says Mickey, who adds that his company is "hyper-sensitive" about who it does business with. "In that case, you have this massive liability in that you have people [taking the load] and you might not have any idea who they might be. So much of it is just showing up and saying 'hey I'm here for the load' and they drive away never to be seen again."

Sometimes, a little more vigilance can make all the difference. And it doesn't cost as much as a trailer full of iPad 2s.

Floods

Manitoba Truckers See Red Dread

As sure as taxes (and just about the same time as) floods seem to close southern Manitoba's main artery to the U.S., disrupting thousands of cross-border truckers and costing the industry millions.

Flooding of Hwy. 75 and other channels happened again this spring when the Red River crested and washed out hundreds of roads. The town of Morris in particular, once again took a huge hit.

And just like every year, the provincial government recommends a very specific 100-klick detour from Hwy 3 to Winkler, then east on Hwy 14. The problem is the route adds about 100 km to any southern border haul. In 2009, the highway closed for 35 days and added \$1.5 mil-



HYDRO HAULIN': A view from trucker Al Goodhall's cab at the Pembina-Emerson border during this year's flood.

PHOTO CREDIT: Al Goodhall

lion a week to the cost of trucking goods between Canada and U.S.

This year, the highway had been closed for about a month at press time (though flood waters were slowly receding and the route was expected to be open again by the end of May) and supposedly cost several million more dollars in delays, lost productivity and increased labor and fuel costs at a time when truckers are already contending with near-record high prices at the pump.

And that's not even factoring the bill to the province for roadway repairs after the damage is revealed from the submerged pavement.

The Manitoba Trucking Association (MTA) says enough's enough and it's high time the government found a permanent solution to the mess.

"With over 1,100 trucks per day traveling both ways on Highway 75, it's imperative now more than ever that we have a permanent solution to the yearly flooding



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Website: www.truckshow.com

June 23-24

Private Motor Truck Council of Canada 2011 Conference
Kingbridge Conference Center,
King City, Ont.
Contact: 905/827-0587
Website: www.pmtc.ca

June 24-26

The First Annual Dryden Truck Show
Royal Canadian Legion, Dryden, Ont.
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Website: www.drydentruckshow.ca

July 22-24

Fergus Truck Show
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Website: www.elrodeo.com

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Website: www.gatsonline.com

September 4-11

National Trucking Week 2011
Nation-wide
An annual Canada-wide event held to spotlight the contributions made by the Canadian men and women who keep the country's freight moving.
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question,” says MTA executive director Bob Dolyniuk.

He tells *Today's Trucking* that the province is determined to “build up” Hwy 75 higher. “That’s nice but that’s not going to solve all the problems, specifically the one at Morris. The river comes in there and every year that floods.”

The MTA continues to

advance a proposal it presented in 2009, which would create a RTAC truck route south on Hwy 59 as far down as 23; then west to Hwy. 200, down to 201, and back onto 75 to the border.

“Recognizing that 59 is RTAC only until where we plan to turn off, thereon down those sections would have to be upgraded,” says

Dolyniuk. “It’s our understanding that those highways in the 1997 Red River flood (*the so-called Flood of the Century—ed*) were dry because it’s high ground in there.”

Dolyniuk says the truck route would give carriers on the east side of the province an alternative to the Emerson border as well as create a

RTAC route in a region where none currently exist.

The MTA boss says the route makes even more sense now that the province is trying to position the inland CentrePort as a vital North American freight gateway and cargo staging ground. “It’s not that traffic would be cut off, but the point is that now you’re restricted,” he says. “Frankly, when you’re saying your main thoroughfare to the U.S. is closed because of flooding, whether or not you have alternative routes [100 clicks away] it leaves the wrong impression with the customers.”

Guilt by Association

Vedder Zweep's Away BCTA

Carriers join and leave trucking association all the time. Usually, it’s hardly news, unless the company is high profile enough and deliberately chooses to separate publicly.

Fred Zweep, president of 300-truck liquid and dry-bulk carrier Vedder Transport and Can-Am West of Abbotsford, B.C., recently contacted *Today's Trucking* to reveal that he has quit the British Columbia Trucking Association (BCTA) and the Canadian Trucking Alliance (CTA) over a philosophical divergence on how to advance safety issues and deal with less scrupulous carriers within the associations and the industry at large.

Zweep alleges that the associations have limited ability to scrutinize the sub-par carriers within their own ranks, placing him at a competitive disadvantage with companies with which he’s

AMTA'S WILD ROSES BLOOM AT AGM

Just because he recently retired after 50-plus years in trucking doesn’t mean that Darshan Kailly won’t continue to be a major fixture at the **Alberta Motor Transport Association (AMTA)**.

That was evidently clear as the AMTA honored the longtime Canadian Freightways boss with a couple of well-deserved awards at its annual management meeting in Banff.

Kailly was given the prestigious AMTA Historical Award and was among three recipients to receive the American Truck Historical Society Golden Achievement Award. (His



Darshan Kailly

retirement, by the way, may be a little busier than first thought as he will continue with CF’s parent company

TransForce in an advisory capacity and was recently appointed to the board of the Calgary Airport Authority).

Two other longstanding AMTA members also received ATHS Golden Achievement Awards: Al Kits of Porter Trucking and Standen’s Limited, as a company.

AT YOUR SERVICE: Dean Paisley exemplifies dedication. It’s for that reason the AMTA chose to commemorate the outgoing association president’s achievements with the prestigious 2011 Service to the Industry Award.

Reflecting on some of his achievements at the helm of AMTA, Paisley is most fond of being part of the regulatory harmonization process of the three most western provinces; as well as expanding the Partners in

Compliance program into B.C., Saskatchewan and Montana.

However, his term wasn’t without frustrations. At the top of his “hair pulling” list is the myriad of trucking regulations, administered by bureaucrats who, “while they might be well intentioned, know little about the realities of trucking.”

HOME SAFE: Trimac’s Ken Arthur says “it takes his breath away” to receive the same award once bestowed on the late John Tessier, the much respected and loved trucking safety advocate and a pillar of the AMTA. He was talking about the AMTA’s Safety Person of the Year Award, which has been given to a long line of AMTA’s most devout transportation safety and training professionals, including Arthur’s mentor and friend John Tessier, who passed away in 2009.

“I’m overwhelmed,” Arthur told industry colleagues while accepting the award.

THE FIRST DOELL: Longtime Orlick Transport wheelman Allen Doell never wanted to be anything other than a professional truck driver. As soon as he turned 18, he obtained his Class 1 licence and was hired right away by Alberta Steel. Thirty-seven years and an impressive three million accident-free kilometers later, Doell—who has spent the last 14 years of his career with Orlick Transport—was rewarded for his hard work, dedication and professionalism with Volvo Trucks Canada Alberta Driver of the Year honors.

The three secrets to his extemporaneous driving record? 1. Caution: “always being aware of your surroundings. 2. Experience; and, finally, “a good deal of luck.”

heard on the Street

supposed to share a lobbying and PR affiliation.

“Although [the BCTA-CTA] have taken the steps to bring safety and awareness, they have no ability to enforce the rules,” he says. “And they have some members who are not quality carriers. We no longer want to be associated with those carriers—whether it’s just one or 25—that are utilizing the nameplates and logos of BCTA and CTA to enhance the credibility of their business.”

Zweep says the majority of the industry is made of safe, compliant carriers, but the “bad apples” aren’t dealt with harshly enough and often skirt the rules by, among other tactics, operating under different nameplates.

He tells us he’s planning “a campaign to gather facts and data” about the truck enforcement standards in the industry and then “pose the question to regulatory people: ‘what are you going to do about it?’”

“We’ve chosen to continue this campaign privately ... because of our high profile in the industry and hopefully that will make enforcement take notice,” he says.

“This is very different for us—to step out.”

He says he has no beef with the “top-tier” transporters operating in the same seg-

ments (here, he rattles off a list of nameplates he’s respectful of). “They’re not the ones we’re bothered about.”

Lamenting the changes specifically in dry van and drayage (the latter is a sector

■ **TRANSFORCE** says it intends to buy the assets of DHL Express Canada’s domestic business to boost its presence in package and courier services.

LOOMIS EXPRESS, a unit of TransForce, and **DHL EXPRESS** will together offer an integrated international and domestic suite of logistics and shipping services.

TransForce and DHL have also entered into a 10-year strategic alliance, which will open up international markets to existing customers.

■ **MANITOULIN TRANSPORT** has been busy on the western acquisition trail this spring.

After purchasing 300-truck general freight carrier, Exalta Transport, of Calgary in April, Manitoulin recently announced it has

acquired the LTL business of Penner International, based in Steinbach, Man.

Penner—ranked as *Today’s Trucking’s* 53rd largest carrier in Canada with 950 pieces of equipment—has decided to focus solely on its truckload lanes.

The additional freight to and from the U.S. will allow Manitoulin to provide direct service coverage between Minneapolis and Winnipeg, improving service times to all of Western Canada, the company stated.

■ The **MULLEN GROUP** has signed an agreement to acquire LTL carrier Hi-Way 9 Express and its subsidiaries, Load-Way and Streamline Logistics. The companies are private, family-owned corporations based in Drumheller, Alta., which have been in business since 1969. Three key family members involved in Hi-Way 9—president Dean Kohut, Operations VP Darrell Kohut, and Heather Colberg, VP of Administration, will remain with Hi-Way 9 to oversee its day-to-day operations.

Vedder quit years ago because of a flood of “unsophisticated” truckers), Zweep says: “These used to be offered as a sophisticated solution to the customer. There was top-tier pricing where you could afford to keep good people and operate a clean, safe fleet of equipment.”



STEADY VEDDER: Fred Zweep says he thinks he can be more effective calling for better truck enforcement on his own.

He stresses, however, that addressing the shipping community’s role in safety is arguably the biggest part of his agenda. “The shipping community is what allows these uneducated transporters to survive.”

Paul Landry, the outgoing president of the BCTA, says he was quite surprised at Vedder’s withdrawal.

In a letter to Zweep, Landry acknowledges there may be a handful of fleets that don’t share the same regard for safety and regulations, adding that the BCTA board continues to search for a process that “would allow us to objectively and fairly assess new applicants as well as monitor the affairs of our existing membership.”

However, Landry says in a follow-up interview, that those carriers are a “tiny minority” and without access to National Safety Code records, they are impossible for the BCTA to scrutinize objectively.

As far as the shortcomings of the National Safety

Code go, Landry points out there has been no bigger critic of the standards than the BCTA.

“We are the only organization [in B.C.] aggressively leading the charge for improvements in safety; that is consistent and persistent in its criticism of the NSC in that it’s failing to do the job it was designed to do,” Landry tells us. “Frankly, how does withdrawing one’s support from our association advance the case for safety in the industry? If you stop supporting the very organization that is trying to get the job done? No carrier on its own could do that.”

Landry hopes that the communication line between BCTA and Zweep remains open and “eventually we can get them back.”

“They’re a good company and the kind of company we want to represent.” ▲

SITED ON THE WEB

Jason's law gets new life

A high profile bill to create more truck parking areas and make safety improvements at existing rest stops has been revised and reintroduced in the U.S. Congress. A new version of the so-called Jason's Law—named after truck driver Jason Rivenburg, who was murdered during an attempted robbery while parked at an abandoned gas station in South Carolina—calls for \$20 million annually for six years to build more truck parking areas and upgrade existing facilities.

MORE @ <http://tinyurl.com/JRs-law>

Hours of servicing rules rewritten?

Just when you thought it was safe to comment on the hours-of-service debate, along comes research showing that women's circadian rhythms run six times faster than men's.

We here at *todaystrucking.com* marvel at the ramifications. Not only could this factor one day into the endless hours-of-service soap opera, but husbands around the world must now realize that if a wife rebuffs advances with "I'm too tired and would rather sleep," she's probably telling the truth.

MORE @ <http://tinyurl.com/Hofservicing>

Hear here! Podcast lets you eavesdrop on motor-noters

Do you ever shake your head in disbelief (or amazement) at the stuff trucking journalists write? Now, whether you're driving down the highway, taking a lunch break at work, or on the treadmill at the gym, you can listen to editors Marco Beghetto, Peter Carter, and Allan Janssen talk shop in the new Dispatches podcast. Sure, it's about trucking, but no subject is really out of bounds.

In **Episode 1**, the trio hit HOS, distracted driving (turns out at least one of them is in favor of it!); and they even have a go at a Marxist-Leninist trucker's attempt at politics!

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Hoping on Harper

A wave of blue swept through every province outside of Orange-crushed Quebec last month and the Canadian Trucking Alliance (CTA) says it is ready to "roll up its sleeves and work with a majority Tory government" now that it no longer faces the daily threat of being brought down by the disgruntled opposition.



Staying with the color metaphors, CTA says it expects the Harper government to get on with cutting red tape and bureaucratic redundancy that hampers businesses.

CTA boss David Bradley says he's also looking for a "meaningful reconsideration of the proposed biodiesel mandate." That's a much more diplomatic tone than how Bradley and other critics of the B2 mandate (including most of the editors of this magazine) have described the policy in the past.

The issue is so unpopular among truckers that it has united the CTA and OBAC—two groups that have been bitterly opposed on other issues such as speed limiters.

MORE @ <http://tinyurl.com/CTA-harper> and <http://tinyurl.com/biocoalition>



From Marco Beghetto's

Right Turn Blog

Sierra Club Poseurs Lose Bridge Battle

The thought of voting NDP has never ever crossed my mind and, I can tell you, it never will. (Unlike a huge swath of Quebecers, I actually look at the name of the candidate I'm voting for). ☺

NDP Windsor MP Brian Masse, though, is a guy I have a lot of respect for. For one thing, he seems to be a genuinely good man. More importantly, he's one lefty who's willing to call out pseudo environmental groups when they deserve it.

I'm talking about Masse's recent takedown of Big Environment group, the Sierra Club, which curiously joined the private Ambassador Bridge in **trying to derail the proposed public crossing** between Windsor and Detroit. (A federal court **rejected those complaints this week**, BTW).

The **Ambassador's opposition** is obvious; and frankly, as a private company trying to protect its business interests from government-run competition, I can't say I blame them.

But what's the Sierra Club's angle here? Throwing their lot in with trucking mogul and monopolizer (not that there's anything wrong with that), Matty Moroun, certainly makes for very strange bedfellows.

Its failed court challenge to stop the bridge project because officials supposedly didn't consider the "rare ecosystem" or "endangered species" in the area, reeks with hypocrisy.

In their minds, protecting a handful of garter snakes and weeds (assuming they can't slither or sprout elsewhere), trumps the environmental payoff of a new bridge relieving massive traffic congestion and diesel emissions from idling trucks in residential Windsor.

What is the Sierra Club saying as an enviro group? That the hideous **Dense Blazing Star** weed is more important than breathing?

"I can't believe that the Sierra Club can counter the fact that we have had to have children, through Health Canada, monitoring them to see what kind of health damage they (may) have," said Masse.

There aren't a lot of Dippers that would stand up to their eco allies like that.

I couldn't ever vote for Brian if I lived in Windsor, as you can well understand. But I'm glad to know there's at least one guy like him in that camp.

MORE @ <https://tinyurl.com/sierra-loses>

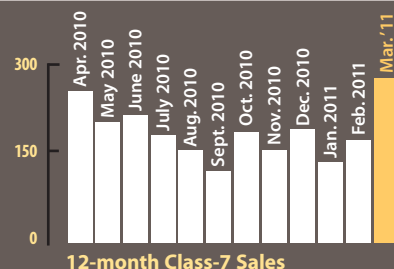
Canada: Truck Sales Index

March 2011

CLASS 8	This Month	YTD '11	YTD '10	Share
Freightliner	554	1383	941	29.9%
International	422	959	1010	20.7%
Kenworth	385	757	750	16.4%
Volvo	227	502	348	10.9%
Peterbilt	174	470	441	10.2%
Western Star	131	300	247	6.5%
Mack	109	255	208	5.5%
TOTAL	2002	4626	3984	100.0%



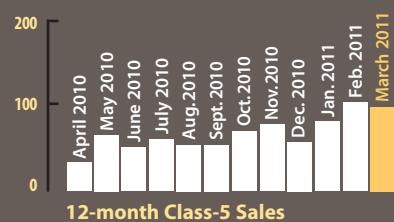
CLASS 7	This Month	YTD '11	YTD '10	Share
International	131	221	150	38.0%
Kenworth	46	108	86	18.6%
Freightliner	18	94	52	16.2%
Hino Canada	55	91	74	15.6%
Peterbilt	34	68	53	11.7%
TOTAL	284	582	419	100.0%



CLASS 6	This Month	YTD '11	YTD '10	Share
Hino Canada	93	141	71	54.7%
International	20	88	45	34.1%
Freightliner	11	29	10	11.2%
Peterbilt	0	0	3	0.0%
TOTAL	124	258	136	100.0%



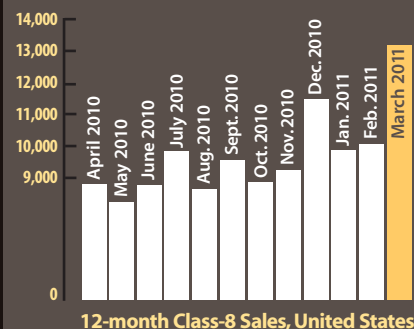
CLASS 5	This Month	YTD '11	YTD '10	Share
Hino Canada	42	193	156	69.9%
International	48	73	50	26.4%
Kenworth	7	7	16	2.5%
Peterbilt	0	2	0	0.7%
Freightliner	0	1	2	0.4%
TOTAL	97	276	231	100.0%



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U.S.: Retail Truck Sales

CLASS 8	This Month	YTD '11
Freightliner	4982	12,052
International	2425	6195
Peterbilt	1345	4338
Volvo	1653	3726
Kenworth	1507	3589
Mack	973	2500
Western Star	123	380
Other	2	3
TOTAL	13,010	32,784



Canada: Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	28	43	6	79	306	70	9	9	0	4	554
International	28	104	7	19	126	97	25	8	0	8	422
Kenworth	29	130	29	32	55	94	16	0	0	0	385
Volvo	14	28	9	29	90	40	15	2	0	0	227
Peterbilt	13	67	13	11	25	30	12	3	0	0	174
Western Star	27	46	6	1	22	11	4	9	0	5	131
Mack	3	15	6	4	52	22	3	1	0	3	109
TOTAL	142	433	76	175	676	364	84	32	0	20	2002
YTD 2011	361	949	179	361	1580	871	206	81	8	30	4626

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

Sterling ceased production in 2009 and has been removed from the truck sales listing.

Street Smarts

INSIDE:

21 A request for quotes

23 Moving a sales plan

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



WAKELING'S HOME TEAM: Canada's top-fleet maintenance man with his daughters Lyndsay and Megan, wife Robyn, and daughter Katie, beside a CBM mixer. CBM supports the fight against breast cancer and last year raised about \$20,000, donating a certain amount for every yard of cement poured.

CBM'S CEMENT TRACK

CBM HAS FOUR DISTINCT PM LEVELS TO ALLOW STACKING

The official 75-point checklist is common to every interval but each PM has a specific function.

1st: 300 hours—grease and inspect all levels

2nd: 600 hours—oil change and all filters

3rd: 900 hours—hydraulics and air filter

4th: 3,600 hours—all driveline oils

CBM also monitors any problems that should have been caught during a pre-trip inspection and then follows that up with the driver, who might be in for some retraining or upgrading as a result.

Says Wakeling: "We track the number of write-ups received daily and also track the repair completions on a daily basis, by the respective garages and or mechanics.

"Every mechanic has particular areas of the truck they are inclined to pay more attention to and are more comfortable with."

Finally, Wakeling says some of the standard CBM specs "might cost a little more initially but pay off long term."

They include:

- Extended-lube drivelines that minimize water and contamination and extend u-joint and slip-joint life;
- LED lighting which lasts longer;
- Chalmers suspension which offers more articulation for off-road and can be rebuilt in-house very economically;
- Cat's Eye tire-pressure monitoring systems, which ease pre-trips;
- Brake-stroke indicators that make pre-trips easier;
- Externally vented brake chambers that eliminate contamination and corrosion internally;
- Steel bell housings, because the twisting and leaning off road breaks aluminum housings.

Les is More

maintenance *Why wringing the best from your team means knowing who to boot and who to coddle. Plus, why drivers should be part of the maintenance team. By Peter Carter*

Les Wakeling is the Scotty Bowman of lacrosse. The 51-year-old Wakeling first played the game as a kid growing up in Brampton and then, upon graduating from bantam, started behind the bench with his father, Jack.

He ascended the tiers and in the '90s, coached two elite teams to five national championships. The top prize in lacrosse is the Mann Cup. No coach can claim as many Manns as Wakeling. (Hence the reference to Bowman, who holds the record for most Stanley Cups.)

Three times, Wakeling was named the Ontario Lacrosse Association's Coach

of the Year. In lacrosse arenas around the country and Stateside, Wakeling's name is spoken with both reverence and collegiality.

"Les is not just a leader," his colleague and fellow lacrosse aficionado Gary Walker says, adding, "he honestly and sincerely cares about the people he's working with."

Wakeling attributes much of his leadership skill to his late dad who, he says, "didn't do anything unless he did it well."

When it came to lacrosse, Wakeling says getting to know his players individually enables him to engineer the team.

"I get to know the people I work with.

WAKELING'S MIX

Les Wakeling's official title is Director of Operations Ready Mix, at **CANADIAN BUILDING MATERIALS (CBM)**, which is a division of St. Mary's Cement, a wholly owned subsidiary of the Brazil-based Votorantim Cimentos.

He's responsible for spec'ing and maintaining about 390 ready-mix trucks, 40 wheel loaders, eight ready-mix tractor trailers, 35 ready-mix plants and assorted service vehicles.

A typical truck is a twin steer, 46,000-lb rear-end, 375-hp truck with a 10-speed transmission and a front PTO.

The average age is 10 years and a typical truck lasts between 15 and 20 years.

He's been there more than 30 years and oversees about 200 employees including the 145 drivers operating out of the 10 plants in the Greater Toronto Area. Most of the cement truck drivers are Teamsters.

Wakeling says that even though condo building and the 2015 Pan Am Games in Toronto are bolstering business in the area ("And Windsor's quite busy, too,") like other truckers he is facing stiff competition from smaller independent operators trying to drive down rates.

From December through April they ran at about 60-percent capacity. Summer is the cement business's friend, and always,



the trucks are doing serious severe duty in mixing plants and off-roads on construction sites, which leads to very specific maintenance issues.

To wit: "Due to the water, mud and general wet conditions," he says, "we experienced electrical issues; shorts, corrosion, etc. These can be a real headache to find and repair.

"You might spend hours to troubleshoot and repair with a twenty-cent connector. About 10 years ago we started spraying all connections with rust proofing spray. We don't have any electrical issues now."

In his acceptance speech at the awards ceremony, Wakeling mentioned that CBM recently hired a team of consultants to identify areas for improvement and the surprised him.

"They showed us some areas we could improve on," Wakeling says. "We track more

now than we would ever have dreamt of tracking, including door calls, service calls, percentage of overtime. There are no surprises anymore, we know on a daily basis how we're functioning as a unit in the garage."

In previous years, he says, during peak months the fleet would have 90-percent availability which means 10 percent of the equipment was in for repairs at any one time. End result of the consultants' analysis: CBM was able to take six trucks off the road and boast 97-percent fleet availability.

I get to know what makes them tick, because not everybody's motivated by the same things."

"Some guys have to be booted in the butt; some guys you have to put your arm around and encourage, because if you booted them in the backside they'd go and sulk in the corner.

"So what you have to do is appoint people to roles they can succeed at and produce a result you can be happy with."

Last month, Wakeling was named the 2011 Fleet Maintenance Manager of the Year at the Canadian Fleet Maintenance Seminar in Markham, Ont.

The award, sponsored by Volvo, is given to the most capable fleet-fixing guy in the country. Last year's winner was Jim Riddle, of William Day Construction in Sudbury. To qualify, candidates must live in Canada, their fleets must have at least 25 class 8 rigs and they have to do at least 80 percent of repairs in house. Winners must have five years of experience (three in a supervisory role) and be responsible for spec'ing.

Nominations are graded on, among other things, their company's scheduled maintenance program; the quality and frequency of their training, major accom-

plishments and initiatives and any contributions they make to the industry and community at large.

Gary Walker is Wakeling's friend, financial consultant and former lacrosse mate. He's also the one who said Wakeling is the Scotty Bowman of lacrosse.

"Is there," I asked him, "an analogy to be drawn between Wakeling's approach to lacrosse and his achievements as a top fleet-maintenance man?"

Walker's response? "I'll say."

He went on: "What makes him [Wakeling] great is his ability to find the best way to utilize every player's talents, but more importantly, to appreciate his players as people."

"Les took a genuine interest in the lives of all of his players, and they loved to play for him.

"Unfortunately for the game of lacrosse, it was the things that made Les so successful as a coach that have taken him away from the game.

"He was able to build successful teams, manage egos, and get players to work together to ensure team success. His employer recognized these strengths in Les as well."

Walker put it this way: "Lots of guys show they're interested in you only so they can get something out of you. Les is genuinely interested, whether he stands to benefit or not.

(I can attest. When I was interviewing Wakeling, he asked me as many questions as I did him. "My wife tells me I ask too many questions," he says, "but I have a genuine curiosity.)

"Look," Wakeling says, "people don't go to work intending to do a bad job. And if you communicate with people you'll find most people want to make a difference."

People also need to have the feeling they're needed.

"They like being tapped for explanations and let your people know you're interested."

"We put a lot of emphasis on the fact that drivers are critical to the effectiveness of our maintenance program. I see pre-trips as an integral part of our program so we effectively involve drivers in maintenance."

Not every fleet that puts their maintenance guy in charge of driver training but it sure seems like a cement-solid idea if somebody like Wakeling's behind the bench. ▲

BUILT

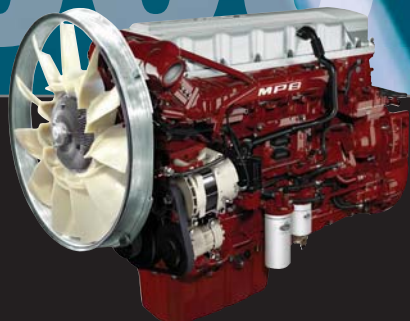
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A request for quotes of a different kind

trucking *Never underestimate the power of a good slogan.*

By Allan Janssen

In my first job, I hung a quote from Bob Dylan above my desk to sum up my purpose as a journalist.

“Something is happening here,” it read, “but you don’t know what it is, do you, Mr. Jones?”

Never mind that my name is not Jones. It was meant to remind me that my role in any situation was to dig beyond the surface and uncover hidden motivations and truths. Hey, I was young, and more than a little idealistic about the power of the pen to solve social woes.

That quote has since been replaced by a new one, the author of which I have yet to find. “Men fear solitude as they fear silence because both give them a glimpse of the terror of life’s nothingness.” I love this quote for very different reasons, having to do with the brave faces we display to the world, despite the fears that dwell inside us. Hey, I’m less idealistic, but no less thoughtful.

In any case, my appreciation of inspiring quotations has made me a student of mission statements and codes of ethics. In my view these summarize our best goals and intentions in what can be a heartless business environment.

Not long ago, I was impressed by the seven guiding principles of Crete Carrier Corporation in Lincoln, Neb. Published for all the world to see on their website (www.cretecarrier.com/careers

[/7prin.htm](#)), it supplements their motto that “there are no shortcuts” in trucking.

They publicly declare a commitment to, among other altruisms, safety, the integrity of their word, business ethics, and respect.

to read, starting with “Thou shalt not dump while on uneven ground, for surely one day the load will hang up on the low side and thy trailer will fall down beside thee.”

Humorous and true.

The commandments end

We are all inspired by something, and many of us have principles that we live by. I think it is a good exercise to try to define those principles, and tack them up on the wall or the dashboard. Let them serve as daily reminders of what drives us.

Many drivers I’ve met have pictures of their families in the cabs. These are motivational for sure. The beaming faces of loved ones prompt us to be mindful as we work, remain vigilant and return to them safely.

But if you can capture your work philosophy in a few words, that can be just as inspirational. “To transport quickly and carefully” might sum it up for you. Or, to make it sound a little more impressive, write it in Latin on the side of your truck: “Ad subvectuus numero adque conquisite.”

Whatever your guiding principle, or motto, or mission statement, display it prominently. Not only will it serve as a constant reminder to you to do your best, it will let others know what level of service they can expect from you.

Do you have a favorite quotation that inspires you? Please send it at allan@highwaystar.ca and we’ll publish the best of the best at a later date. ▲

Allan Janssen is editor of *Highwaystar* magazine and editorial director of Newcom Business Media.



Lastly they profess an unapologetic appreciation for having fun. “We work and play hard, but we remember to enjoy what we do,” they explain. Nice.

I also have enjoyed reading the Ten Commandments of Dump Trucking, as outlined by the Alberta Construction Trucking Association (ACTA). They’re a lot of fun

with this benediction: “Blessed are the careful and wise, for they generally remain employed.”

The ACTA also has a three-page code of ethics and standards, which I also find instructive and admirable. If nothing else, it gives members an ideal to shoot for, and something to which they can hold themselves accountable.

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Where do we go from here?

drivers *Why your sales reps have to know when to hold, when to fold and what to do next. By Tibor Shanto*

Successful transport companies understand the importance of time. The ability to deliver on time requires both great planning and execution.

The truly successful carriers extend that discipline right through the organization, including the sales team. Timing is everything.

And your sales people must never waste their own time or other people's. This means understanding the economic potential of a client, and recognizing the buyer's propensity to act now versus down the road.

One way to ensure that this is the case is to have a plan, and to focus on "next steps." Specifically this means that the seller and the buyer agree to take specific action by a specific time to move the sales forward. Absent one of those two, and you do not have a real next step and the sale is suddenly at risk.

The discipline around next steps is threefold; one is to plan them, second is to actually share them with the prospect so they too can agree and act, third to move on when you cannot secure them.

Many sales people do not plan next steps, when you ask them what an ideal outcome for a sales meeting is, they often reply "to get the sale". Nice notion, but in most cases the sale takes multiple meetings, so the outcome of the first meeting has to be something other than "getting the sale". If in



fact they "get the sale" in the first meeting, it usually means they have been asked for a quote, and that just leads to pricing, not winning a long-term loyal client willing to pay for true value.

The next step could be a tour of your facility, a discussion with a satisfied client, an introduction of your respective executives, etc. All of the above indicate a willingness on the part of the buyer to invest in the process of working together.

You must plan the next step clearly. You can look at past success to understand what is a good next step, how you executed it in the past, and then execute it again with your next prospect.

One very hard step to take is moving on from those prospects who are not giving you a next step. You have

done your best, you've proposed a logical next step, but the prospect does not go along.

If you can't get somebody to engage to the next step, it could be for any number of reasons, but, it's definitely time to move on. But many sales people don't; they either don't have other prospects to move on to or are afraid to abandon this one. They feel they can pull this one out of the fire. But if the buyer is not there, in lockstep with you through the sales, chances are small you will win them without some unnecessary compromise or discount.

I am not saying move on and forget. I am saying move on and revisit in the future. Opportunities don't disappear, they can be recycled and revisited. However, if you

don't move on, you will not get this one in the current sales cycle, and you will miss others that could be closed, which does not make for success no matter how optimistic you are.

As with many things in sales, the best way to avoid the trap of spending time and resources with those who are not willing to work with you is to make sure that you have plenty of real prospects, some of whom will agree to next steps now, and others who may do so later. Focus on the now, the ones that move to the next step with you. ▲

Toronto-based business-to-business-sales pro Tibor Shanto is the Principal of Renbar Sales Solutions Inc., (www.SellBetter.ca) and author of "Harness The Trigger Events That Turn Prospects Into Customer."

Grays *under* PRES

Al Brodie thinks there's no reason older drivers need retesting every year. And Al Baron, 89, is living proof.

BY ALLAN JANSSEN

Al Baron, an owner-operator who hauls for Red Carpet Freight Systems in Edmonton, called his dispatcher earlier this year with an unusual announcement.

"He said it was his anniversary," recalls dispatcher Glenn Skoropadyk. "I knew he wasn't married or anything, so I said, 'What's this all about?' He says, 'I've been 72 years behind the wheel.'"

Baron is 89 years old, and he's been driving since he was 17—since April 5, 1939 to be exact.

"He knows it right down to the day," says Skoropadyk. "And we're pretty proud of him. You don't meet too many people who've been at it that long."

And not just at it, but leading the pack in professionalism, enthusiasm, and dependability. He's got six million accident-free miles under his belt... and going strong.

"He's about the best guy I got here, to tell you the truth," says Skoropadyk. "At his age, he still goes up and down the trailers, ties down ugly loads, he's always on time, he'll run six days a week to Fort

McMurray. It doesn't bother him. He doesn't whine. He doesn't complain."

Al Baron might well be the face of trucking's future.

Demographics and economics both suggest Canadians are retiring later and living longer. And as the driver shortage continues to worsen, baby boomer drivers will almost certainly be asked to stay in the cab longer than they might prefer.

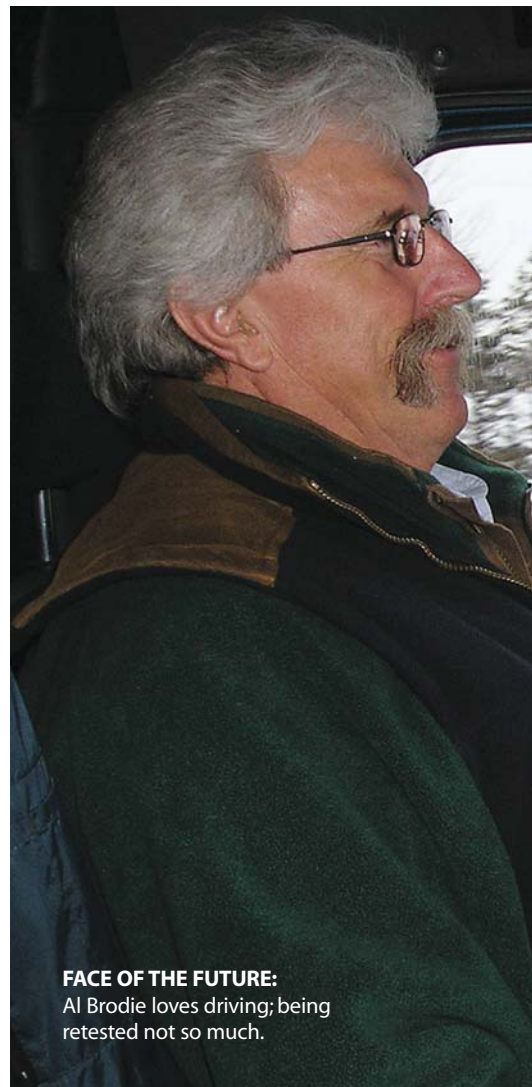
Tom Cutts, owner of Red Carpet Freight Systems, would take a bunch more drivers just like Al if he could get them.

"He's in amazing shape. You'd never know he was that old. He's been with the company for six years now, as a lease operator, working exclusively for us, and his health is good. Everything's really solid on him."

And like most jurisdictions in North America, Alberta makes sure he stays that way, as long as he's driving. They make him come in for an annual physical.

Baron doesn't mind the check-up. In fact he has a little fun with it.

"I walk in with a smile on my face. And when the nurse tells me to read the top



FACE OF THE FUTURE:

Al Brodie loves driving; being retested not so much.

line of the eye chart, I say, 'Never mind that; let's go down the second line from the bottom!' They always think I'm wearing contact lenses, but I'm not," he says with a chuckle.

When he learns that not only do drivers

SURE



CLASS OF 89: Al Baron “doesn’t whine, doesn’t complain.”

in Ontario have to take a physical every year, but they have to re-drive the actual driver’s test too, he can barely believe it.

“They have to have a test drive every year?” he asks. “What on earth for? That’s goofy! If the guy’s driving all year, what’s he

going to forget? That’s squirrely! If they asked me to do that, I’d tell them what to do with the paper!”

And that’s how a lot of aging Ontario drivers feel, too. But they know if they want to ply their trade in the province

after the age of 65, they’ve got to put up with it.

Indeed, that’s what Reg Delahunt of Lanark, Ont. does. He’s 70 years old. And the price for staying in the cab is an annual visit to an MTO office to retake his licence test. He doesn’t complain about it because he knows there’s not much he can do about it.

“It’s not a big deal. I don’t think about it too much,” he says. “There’s no surprises on that test anymore.”

But Al Brodie, a driver out of Mount Forest, Ont., thinks it’s time that ridiculous law was put to bed.

“Ontario is the only jurisdiction in North America where this is done,” he says. “It’s total discrimination, is what it is. It’s just a money grab.”

Brodie has not yet reached the age where he has to submit himself to annual tests, but he’s getting closer, and some of his friends are already there. It enrages him.

“I think it’s time to stand up to the MTO and say this ain’t fair,” he says. “They’ve put a restriction on this job that they don’t put on any other profession. They’re making it difficult for good, healthy, competent drivers to keep working. Here we are, running for years, accident free, and they’re taking us off the road. It don’t make sense.”

Brodie knows a driver who’ll have to start getting retested in September.

WHERE'S *the* PROOF?

There's no hard evidence that retesting older drivers makes roads noticeably safer.

Dr. Richard Tay, formerly of Calgary and now an associate dean at the Faculty of Law and Management at La Trobe University, Melbourne, AUS., has made a career of studying aging as it pertains to road safety.

He points out that a paper to be published in the journal "Ageing and Society" shows that among five provinces (Alberta, British Columbia, Saskatchewan, Manitoba, and Ontario), Ontario has the most onerous license renewal scheme, but does not have the lowest crash rates.

"Theoretically, retesting has some merits," Tay says, "but

the 64-million-dollar question is how should we do it. At what age should mandatory retesting begin? Sixty-five, 70, 75, 80, or 85? Is age-based regulation fair?"

Choosing the correct criteria to justify the choice is tricky, he admits. Crash statistics vary significantly depending which yard stick you use (crashes per capita, crashes per licensed driver, crashes per km driven). Many road safety researchers and policy makers are fixated on the crashes per km driven and aging drivers have a higher crash rate than middle-aged drivers, but so do younger drivers.

"More importantly, is that the right criterion to use?" he says. "Compare Driver A who has a

higher crash risk per km driven but rarely drives, with Driver B who has a lower crash rate-per km driven but drives a lot, who is

Answering age-old questions.



more likely to be involved in a crash in the next two or three years, or however long the license is valid for? Whose license should you take away first?"

He says papers published in Journal of Gerontology, show there is no accurate, reliable and valid test available right now to

accurately weed out people likely to be involved in crashes.

"There are many tests that have been developed that claim to be valid but do not stand up to the test when put under the microscope," he says. "Health professionals are obsessed with odds ratio; if you fail this test, you have a 50-percent higher chance of being involved in a crash. On

the surface, it sounds reasonable to use such a test; after all, we have been using this kind of decision making for almost all health and medical issues.

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However, it does not tell us the most important thing; if you fail this test, what is the likelihood that you will be involved in a crash?"

He says a driver who fails the test may be 50-percent more likely to be involved in a crash than a person who passed the test. But that information is useless unless we know how likely it is that the other person who passed the test will be involved in a crash.

"Do you want to take away someone's licence if he has a one chance in two million of being involved in a crash, compared to someone who has a one chance in three million?"

Tay also points out that the reliability of exams varies widely in the various provinces.

"I have taken many of them," he says. "Sometimes I pass and sometimes I fail within a very short period. But I am the same driver."

In general, he says, he does not support mandatory re-testing but likes the idea of voluntarily self assessment.

"He's nervous because we all know people who've taken the test and because they didn't dot all their i's and cross all their t's, get their licence yanked. That happens to him, he'll go out of business. Just like that."

Doug Switzer, vice president of public affairs at the Ontario Trucking Association (OTA) says the association has been on the case for a number of years now... and for very good reason.

"Almost all jurisdictions have some kind of more-stringent requirements for older drivers. But Ontario is the most rigorous in terms of requiring annual retesting and physicals. It is by far the most onerous retesting regime," he says.

"We've run campaigns where we've had drivers write in to the government. We've had carriers contact the government. And certainly we have this conversation with the government four or five times a year. The issue is very well known in provincial government circles."

The good news is that the message is getting through.

"I think we've gotten the government to admit that, yes, they're probably being a little hard on older drivers," he says. "We're guardedly optimistic that we're going to get some changes to that in the next little while, like next year or so."

The bad news, he says, is that MTO is changing over a key computer system which makes it a bad time to change licence requirements.

"Although they're not raising any objections to our arguments, the answers we're getting now are more around the technical problem of being hung up in the midst of a massive I.T. changeover. They don't want to reprogram the old system because it's on the way out, and they don't have the new system in place yet," he says.

"It's a very frustrating reason. If I were a 72-year-old driver having to go in for my test, I'd be angry. Everybody knows I shouldn't have to do this, but because they can't get their stupid computers to work, I have to take a day off work? Yeah, that's frustrating." ▲

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BY PETER CARTER

My older brother Tom started driving a truck professionally at 16. And when she was 16, my sister Bertholde delivered a full-sized school bus from Barrie, north of Toronto, to our hometown of Sudbury.

I drove my first 40-passenger bus shortly after turning 16, too.

In fact, because my father Tom Sr. and his brother Ed owned a fleet of buses in Northern Ontario, there was no question that in my family if you were licensed to drive, you were good to go.

I drove a heavy-duty truck when I was 19, in Elliot Lake, Ont., and quit to return to university. Driving a bus or big truck, when I was a teenager, seemed completely natural.

Over the years, my father often mentioned how he believed young people were better drivers than older ones.

A young person's reflexes are quicker; he said. The vision's superior. They don't get tired as fast or need mid-afternoon naps and their reactions times are much faster.

He also believed that most people, given a job, do it to the best of their ability.

When I first drove a bus at 16, I was proud to be behind the wheel. It set me apart from other kids my age who were timidly learning to back up their dad's Impalas.

Me, I could city-drive a 66-ft bus, use a standard transmission, and I could back-up using mirrors.

As a teenage bus driver, I literally looked down on other teen drivers, who I definitely felt were my inferiors. I drove with pride and care.

Driving professionally is a completely different activity than amateur driving.

And the truckers I've spoken to—the ones who learned before they turned legal—all say the same thing. Young people are under rated.

The military has no problem tasking under-25-year olds with driving jobs.

Indeed quite a few fleets recognize this and fast-track veterans into driving jobs.

Though he was definitely not a race-car fan, Dad would have had his young-driver belief underscored earlier this year, when Trevor Bayne roared past the Finish Line first to win this year's Daytona 500 the day after his 20th birthday. He's the second driver in history to take the checkered flag his first time in the race.

Dad would also nod in agreement with one Dr. Michel Johnson, an assistant professor in the school of kinesiology and recreation at the University of Moncton, N.B.

Dr. Johnson is an avid student of the trucking world and is currently looking at age and driving. He mentioned Bayne when we were talking about why younger people should, theoretically, make better drivers.

"The younger NASCAR guys," he said

skills associated with driving would be heightened at a younger age," he said.

I said he sounds a lot like my dad.

Why can't trucking companies hire younger drivers, confident that they're just as skilful as the older ones.

Indeed, many people in the industry echo Dr. Johnson. Especially if they know that manufacturing in Canada is on the rise, and the shortage of skilled drivers willing to work in the industry is becoming even more acute.

Caroline Blais, a 30-year vet of the industry, manages recruiting for the Prescott, Ont., -based Kriska Group.

Kriska is a family-owned 375-truck fleet that almost every year gets recognized as one of Canada's 50 Best Managed.

There's no prejudice against younger drivers at Kriska, Blais says. In fact there's no real minimum age.

Going *on* YouthTube

If young people really can drive trucks and there's no evidence to the contrary, why don't we let them?

"are redefining what it takes to be an extraordinary driver."

Johnson says there's a link between youth, athleticism and peak performance and he was wondering why, if such a link exists, the trucking industry shies from younger drivers.

"There's a perception that you don't want young truck drivers before they're in their late 20s, but you know a lot of the

Blais says in order for the company to survive, it has invested in an elaborate driver training and mentoring program; and it wouldn't work if it relied on drivers over, say, 25.

"As an industry we've put far too many barriers in place," she says.

"It's a big contention in the industry. You've got kids coming out of a truck-training school and they're all ready to



THEN AGAIN: So maybe Anthony Petrov, 10, who our photographer spotted at ExpoCam in Montreal in April, is a tad too young to be taking the wheel, but most old-timers recognize that young folks really can drive well, given a chance.

go and they're all enthusiastic, but then they can't get a job until they're 21; and by that time, some other industry scoops them up."

And Brian Taylor, the president of Ayr, Ont.,-based Liberty Linehaul and current chairman of the Ontario Trucking Association (OTA), says it's time trucking human resource departments removed the blinders.

"You know we all love the idea of a new driver being some person in his mid-50s taking it up as a second career," Taylor says. "but that's simply not sustainable. Even if that driver market ever did really exist, it's going to dry up."

That young men take more chances driving is a given. It's a given, that is, in the private-automobile world.

The fact is, there's no evidence showing that young male professional drivers

take more risks than older male professional drivers.

The Insurance Bureau of Canada told me that actuaries don't have statistics that make any distinction between professional and amateur drivers.

Dr. Johnson acknowledges that establishing the statistical evidence would be extremely difficult simply because the industry does not hire teens to drive professionally, so, frankly, there's no way to count how many accidents they have.

There are none.

And Caroline Blais from Kriska actually believes that in many cases, youthful drivers are simply better. They've no bad habits, they work hard trying to impress their bosses, and for the most part aren't cocky.

"You know most new drivers have a healthy respect for the equipment and if anything they err on the side of caution.

SNEAKING IN THE ADULT ENTRANCE

Is Kriska's Caroline Blais just blowing diesel smoke when she says she'll consider younger drivers?

Not really. But if they're absolute newbies, she would prefer they graduate from a Kriska-recognized driver training schools first.

What about the high insurance premiums?

According to Markel Insurance's Director of Safety and Signature Services Rick Geller, there's hope for the young'uns yet.

According to Geller, Markel is the only truck-insurance provider in North America to offer what he calls the "Driver Eligibility Program."

You can download it from the Markel website (www.markel.ca). Click on "Insurance Solutions" and scroll down to "Driver Eligibility."

By working with the carrier, a local truck driving school and your driver, Markel will help you determine exactly what sort of training or shoring up your new drivers will need so you won't get dinged with the insurance-premium surcharge.

As it is, if your new young driver graduates from one of the Canadian Trucking Human Resources Council (CTHRC); the Professional Trucking Driving Institute (PTDI) or Truck Schools Association of Ontario (TTSAO) programs, his schooling will be recognized as three years' experience, and your premiums will reflect that.

But in the event your drivers are coming from another course, or if you would like to provide training in-house, Markel's Driver Eligibility program helps you determine a driver-training program based on the resources you (or your local driving school) have.

There's little doubt it will cost you to send the person to school and/or invest in their training time behind the wheel, but at least it'll get your insurance premiums down and they'll be better drivers.

Is it worth it? The big question is, what if you spend all that time training them according to Markel's standards and then they just quit? Won't that be money down the pit?

Geller puts it this way:

"Which is worse: You can either train them and they quit, or you don't train them and they stay."

Going on YouTube

They don't want to make a mistake so they might be a little slower backing in. They'll check their mirrors 27 times before moving. We find they might have more yard dents but less road accidents."

Kriska has indeed hired drivers under 19 and then put them through the company's training program. But they can't send them south because, according to Blais, you have to be 21 to truck into the U.S.

Rick Geller is the Director of Safety and Signature Services at Markel Insurance, the country's biggest truck insurer. Geller also sits on the board of the Canadian Trucking Human Resources Council (CTHRC).

Many fleets feel they are hobbled from hiring younger drivers because of the higher insurance premiums. While Geller acknowledges the barrier (though he calls the increased premium a surcharge, as if

fleets should be more comfortable paying surcharges because they sure know how to bill them) he says it is not because of any empirical risk inherent with younger drivers but more because of perceived risk.

"While there are no laws stopping you from hiring very young drivers, there are systemic disincentives.

"Typically," Geller says, "if you've got less than three years' experience; you're either not eligible or there's a surcharge for insuring you.

"You have to recognize the litigious society we now live in. In the aftermath of an incident or a crash, plaintiff attorneys don't even look at what happened behind the wheel; they look at what happened behind the desk. They're looking at negligent entrustment, negligent supervision, negligence in your hiring practices. That's where the big bucks are."

(It's not only now. My father let me drive a bus, but as long as I was a teenager, I couldn't carry passengers. Although I was technically covered by insurance, he knew a resultant lawsuit could have been disastrous for our family company.)

"Look," Geller says, "We know the trucking industry is suffering a shortage. But we know churning through the same players through the different companies isn't the answer.

"The industry needs to attract new blood and there's a role for schools and there's a role for carriers; there's even a role for shippers to play because the shortage is going to affect them.

"So we're working with the industry; and if carriers did want to show a bit more enthusiasm about hiring younger people, they could do it.

"If," he adds, "they're willing to dedicate the resources to it."

Caroline Blais is.

She says Kriska recognizes that a certain percentage of the driver force will move on each year and she has to have their replacements in the pipeline.

"It's not just trucking that's ramping up; it's automotive and tool-and-dye and construction, so if we don't get these young people, some other industry will."

Kriska puts brand new drivers, the ones fresh out of school, with an older driver for six weeks.

"They don't do anything on duty with-

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BIG BROTHER'S GOT YOUR BACK

We often think of Big Brother only in the negative sense. **Markel's Rick Geller** says in real life, a big brother is there to save your hide. He thinks if carriers played more of the benevolent big-brother role, drivers would stay around longer. Here are five tips to help make that a reality.

- Provide drivers with free wi-fi and Skype to communicate with the folks back home. Offer drivers the equipment and bandwidth to stream movies and play games or take on-line training (or even business or philosophy) courses from the comfort of their cabs, wherever they are.
- Offer assistance for emergencies at home. If a pipe bursts, drivers should be able to get your instant and free help finding a plumber. And have a company plan in place so the driver knows if he has to get home in a hurry, or that it's not going to come out of his pocket or cost him his job.
- Offer post-incident real-time follow-up so drivers never feel alone at crisis time. Outfit drivers with equipment and training so they can instantly communicate with the dispatcher; complete with photos, scans, recordings, and anything else that might need taking care of. Never let your on-road personnel feel alone.
- Improve communication all-around.
- Give drivers instant access to reference materials, corporate information, government documents; anything that helps them feel in charge of their operations.

out their trainer with them; and over those six weeks they build on what they learned in school. They do trip planning, they're learning about where they're going to fuel en route, they learn log books and how to use our satellite system. And they learn what kind of paperwork they need to do."

At the end of the six weeks, if the trainer and manager feel the new driver is ready, he's set to go, on his own. (And if he's over 21, he'll be fine to cross the border.)

However, from then onward, the drivers continue to have access to an individual mentor, another Kriska veteran, to whom they can go with problems of any sort.

"Plus," Blais says, "they always have access to our training department and training materials."

Blais says if a driver is incapable after all that training and mentoring, she feels it's the company that's doing something wrong. So, she says, they'll look at where the training and not necessarily the driver failed.

"Yes of course there are some people who won't really quite make it. But we hope to weed them out before they get hired in the first place. But if they're not learning, it's probably something we're doing wrong."

In one case, a driver was having an extremely difficult time grasping backing

up, and after his trainer/driver was out of ideas, Blais' training manager just dispatched the newbie to the parking lot to back up as many times as it took to learn.

He learned.

Blais also says it's important that new drivers are confident that a mistake is not going to cost the job.

"There are some mistakes that are not forgivable but for most, we want them to know the help is there. It helps us form bonds and helps us with their retention efforts.

"And," she adds, "do you realize how much paperwork you have to go through to fire and hire somebody? I'd rather we trained them right."

Blais likens the Kriska system to a hockey farm team. They've identified certain driver training schools in Ontario, as breeding grounds, so they know what kind of background the new drivers will have before they sign on.

"I love working with young people," Blais says.

They're so motivated and so bright; you look at some of our new people with three or four years behind them and it's quite beautiful because they haven't forgotten everything and they haven't developed any bad habits. We are so proud of them; and while I shouldn't actually call them kids, I've been in this business so long they really do seem like kids sometimes."

So, I asked Blais, I have an 18-year-old son named Michel. Michel's a great driver, very alert, polite and well spoken. He's honest and has no criminal record. He's finished grade 12. He has worked on a farm and knows how to drive heavy equipment. He's good with motorcycle engines and does woodwork.

He also has no plans for the next step of life. If his grandfather still had the bus company, Michel would have already logged a few thousand miles. But it's not.

So he's idle.

If he were to want to drive truck, he could get a licence but then he'd have to wait at least three years before most trucking companies will even look at him. And I certainly hope that it doesn't take him three years to decide on a career. But between now and 21, he'll be lured away by some industry? (His mother hopes he finds something.)

I asked Caroline Blais, "what's an 18 year old like him to do?"

"Interesting question," she said, "And then, 'Send'im over! I'd love to meet him.'"

Sounds like my dad talking. ▲

FOR MORE INFO

Canadian Trucking Human Resources Council
www.cthrc.com

Professional Truck Driver Institute (PTDI)
www.ptdi.org

Truck Training Schools Association of Ontario (TTSAO)
www.ttsao.com

The Alberta Professionals Driver Certificate Program
www.rdc.ab.ca/trades/professional_driver

The Voluntary Ontario Apprenticeship Program
www.drive4apprenticeship.com

The Quebec Ministry of Education's transportation training department
www.saaq.gouv.qc.ca/lourds/ecoles_conduite.html

There's no getting around idling. But there are ways to cut back. Here's what you need to know.

BY ROLF LOCKWOOD

Idling a big, brawny diesel engine is bad news. That's a given, but zero idling is a complete impossibility, not even a useful target. If you're at a 25-percent idling rate you're already doing well and a fancy \$10,000 APU is unlikely to be of any use to you. Even then, there's work that can be done, but if you're at 50-percent idling or more, there's lots you can do to save a buck.

Quite apart from the ugly cost side of this, there's the profusion of jurisdictions with laws that aim to limit idling trucks,

“It's best to adopt a best practice of no more than **five minutes of idle time in the United States and no more than **three minutes** in Canada.”**

but they're all different. So it's a confusing picture at best, even if your routes are regular, because things change all the time. This confusion certainly doesn't help with compliance.

What to do? Well, one manufacturer of auxiliary power units (APUs) probably has the right idea in suggesting you make a low-est-common-denominator assumption.

“Because of these wildly varying laws it's best to adopt a best practice of say no more than five minutes of idle time in the United States and no more than three minutes in Canada,” they say.

THE SOLUTIONS

It's a bit wild and woolly out there in anti-idling land, and solutions are thick on the

ground. The trick is finding one that works in your particular case. As the American Environmental Protection Agency's (EPA) SmartWay folks define things, there are five main option categories: fuel-fired heaters; battery-based HVAC systems; auxiliary power units; thermal storage systems; and the obvious shorepower, in the unlikely event that your driver can find a plug.

We'll add training and educating your drivers to shut the diesel down whenever they can. And then backing it up with an incentive program.

Fact is, there are so many alternatives within some of the five categories we listed that you're probably not quite sure where to turn. If you look at the EPA's current list of devices that would qualify for a federal

excise-tax exemption in the U.S. [see 'For More Info' below], the total number is about 60, from small diesel-fired bunk heaters to full-bore auxiliary power units and the increasingly common electric HVAC systems. It's very hard to keep up. Your truck dealer can help sort things out, and in fact most truck-makers now have a 'proprietary' system of their own, most of them electric.

What's common amongst all of them is that payback on your investment can be quick in theory, sometimes even within a year. After that you're saving money on fuel—possibly thousands a year—and your drivers no longer have to wear 16 pairs of longjohns or strip down to their skivvies depending on the season. That's a win/win



situation if ever there was one, and don't underestimate the effect this can have on driver recruitment and retention efforts.

Your choices depend, as always, on what sort of trucking you do and where you do it. Your options will cost anywhere from \$1,500 to well over \$10,000. In general terms, this is what's on offer:

Idle Worship



DIESEL-FIRED HEATER

This is the simplest and easiest solution if you don't need cooling. It might list for something like \$1,200, cost a few hundred to install if you don't do it in your own shop, and for about the same amount again you can add an engine heater.

Say your trucks idle eight hours a day for

35 weeks of the year to keep your drivers warm, and a little bunk heater will sip about 0.25 litres of fuel an hour, compared to three or so for your big Cummins. So you'll spend about \$490 instead of \$5,880 on that fuel in a year, assuming diesel at \$1.40 a litre. Eight hours and 35 weeks may be too many, of course, but payback can clearly be quick.

ELECTRIC OPTIONS

Increasingly common are battery-based heating/AC units that also provide 'hotel' power to run microwaves and the like, never needing the truck's engine at all. Typically these systems provide heating, cooling, and 110-volt power for up to 10 hours. By and large they're a bit cheaper

Anti-idling

than diesel-powered APUs, but make sure they offer the cooling capacity you need.

While the truck is being driven, a beefed-up alternator of 185 amps or so charges a power pack consisting of deep-cycle batteries and an electric air-conditioning compressor charges a thermal storage unit. When activated, an electric fan circulates cold air through the thermal storage unit and into the sleeper. Heat is usually

supplied by a small diesel-fired unit.

They'll need about eight hours of charging—that is, running the truck and its alternator—before they're ready to go again, which may restrict their application. Most offer a shorepower option.

When you add the weight of three or four deep-cycle batteries, you'll be at or even above the weight of an APU, in the range of 400 lb.

There are also smaller electric units that provide AC only, others that offer just heat, even for near-Arctic conditions. Some will run on 110/115 volts off an APU, off a bank of on-board deep-cycle batteries, or off a shorepower connection.

AUXILIARY POWER UNITS

Producing their own power by way of one-, two-, or sometimes three-cylinder diesel engines, these range from about \$7,000 to \$13,000 or so, installed, and at least one supplier offers leasing.

If you spend time in hot climates or pretty much live in your truck and want all the electrical pleasures of home, the advantages are real. Most APUs will run their own integrated AC compressor, condenser, and heat exchanger, and won't need to tie into the truck's system. Some include a power inverter as standard equipment, some call it an option.

At least one APU can integrate additional power in an available hydraulic pump, pneumatic compressor, or additional alternator for DC and AC power. That same unit can run on propane as well as diesel.

APUs consume about an eighth as much fuel as the truck's big diesel, give or



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FOR MORE INFO

Aside from sitting down with your dealer or your truck-maker's field rep, your best source for further information on this topic is the **SmartWay Transport Partnership** within the EPA—see www.epa.gov/smartway/index.htm.

The **California Air Resources Board** also offers information about your options as well as that state's regulations if they matter to you. See www.arb.ca.gov/msprog/truck-idling/truck-idling.htm.

The **American Transportation Research Institute**, part of the American Trucking Associations Federation, is worth a look because it maintains a list of jurisdictions with anti-idling regulations. Go to www.atr-online.org and click on Idling Regulations Compendium.

take, so there's serious money to be saved. Payback can be just a couple of years, but that depends entirely on duty cycles and routes travelled.

Unfortunately, a lot of fleet managers have been turned off the APU idea because things haven't gone well in the past. Unreliability has been an issue, meaning only about one truck in 10 is APU-equipped, though it's not the same problem it once was.

Some weigh over 500 lb, routinely around 400, which may be a factor. Some APUs—depending on how much frame-rail space they need—will be either expensive to fit or even impossible on trucks with elaborate side fairings and, nowadays, DEF tanks. They usually need about 24 in. of frame rail.

You definitely want an APU with automatic low-battery-voltage protection, though you may have trouble finding one without it any longer.

OTHER OPTIONS, ISSUES

The shorepower issue is an article in itself so we'll leave it pretty much alone here. You can get your trucks fitted with shorepower capability easily enough, and then—if a connection can be found—your drivers can run small appliances like stand-alone household air conditioners and heaters. Moves to 'electrify' truck-stops have not been successful, though efforts continue.

A thermal energy storage system is also a possibility, at least for cooling, though there aren't many available and they won't cool an already hot sleeper very effectively. The idea is that cooling energy from the vehicle's own AC system is captured and stored during normal road operation, then used to keep the cab cool later when the engine is off.

One of the key challenges in all of this is right-sizing. If you're looking at a heater, a common recommendation is that you need about 1.0 kW of heating capacity for a small sleeper up to 48 in. in length, as much as 2.0 kW for a 72-incher. On the cooling front, you'll want 7,000 BTU/hr for a day cab or small sleeper, double that for 60- or 72-in. bunks. There's no research to back this up, but experts say that if there's dissatisfaction with anti-idling devices, it

may well arise because they're not always spec'd to match the need.

And then there's insulation. Chances are, you haven't thought much about the insulation in your trucks, but you should—before you go spec'ing anti-idling hardware on a new truck. The TMC Recommended Practice calls for at least R4.2 as a standard insulation package. Compare that to the R1 that most truck

sleepers are insulated with today and you see a wide discrepancy. Even so-called cold-weather packages don't necessarily meet the TMC standard.

Deciding what's best for you and your trucks may be somewhat complicated, but you'll have to do something to limit idling as more and more jurisdictions demand it. Or, sooner still, as the price of fuel forces your hand. ▲



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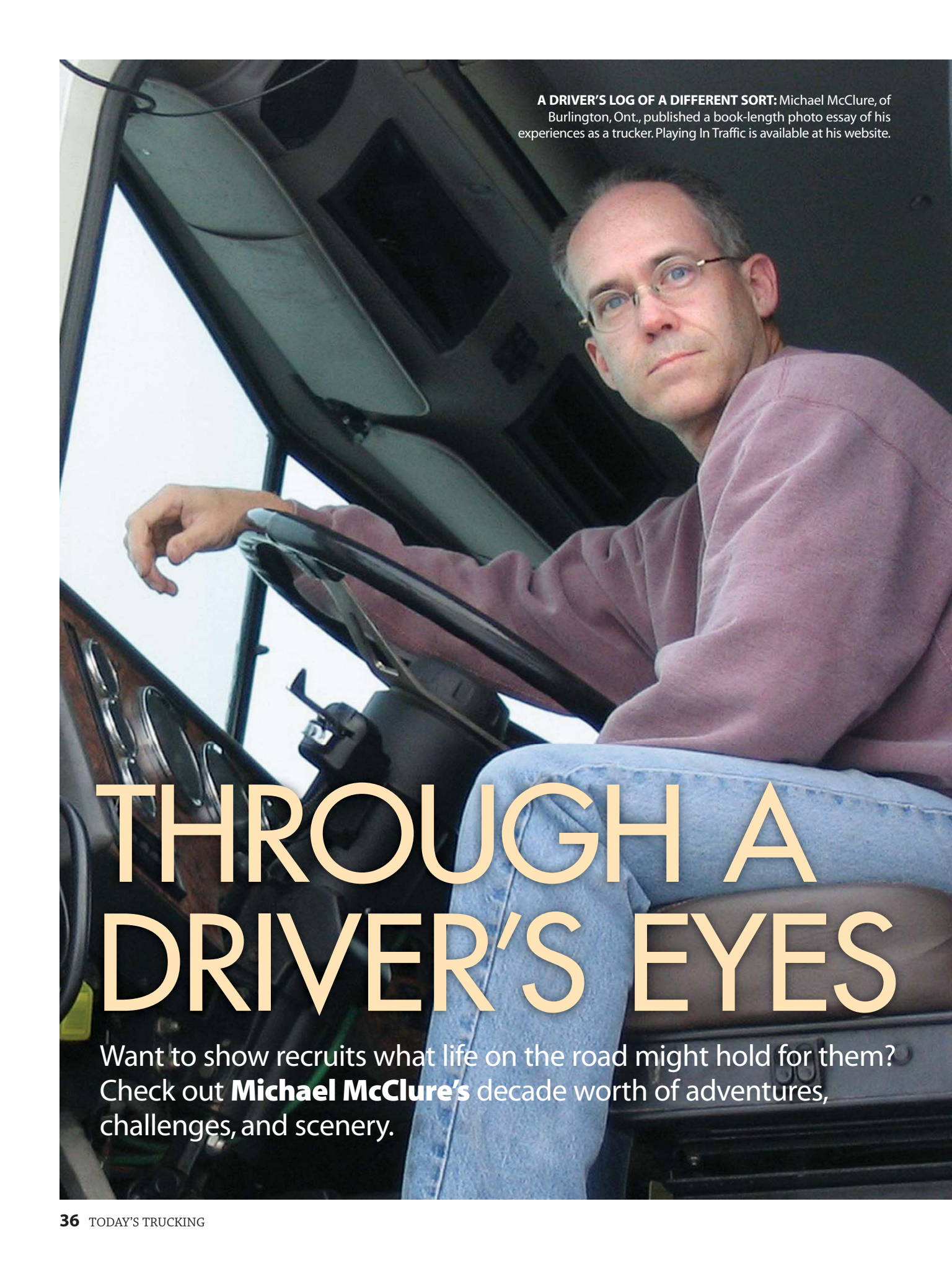
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HOWES YOUR RIG!

A photograph of a man with glasses and a purple sweatshirt sitting in the driver's seat of a truck. He is looking towards the camera with a neutral expression. The truck's interior, including the steering wheel and dashboard, is visible.

A DRIVER'S LOG OF A DIFFERENT SORT: Michael McClure, of Burlington, Ont., published a book-length photo essay of his experiences as a trucker. *Playing In Traffic* is available at his website.

THROUGH A DRIVER'S EYES

Want to show recruits what life on the road might hold for them? Check out **Michael McClure's** decade worth of adventures, challenges, and scenery.

BY ALLAN JANSSEN

After a nasty fall from a loading dock ended his career as a trucker, Michael McClure sifted through hundreds of photographs he had taken from the driver's seat and published them in a book.

"Playing In Traffic" was intended as a personal project to show his family and friends what the trucking life is all about. But it could also be used to give prospective drivers an idea of what they're in for when they join the trucking fraternity. It documents the various challenges of the job, from weather and road conditions, to truck-stop life and loading bay hassles.

It also shows the rewards of the job, the beauty that often passes outside the window. The book is truly a slice of the driver's pie.

"I could share this with a new driver and say, 'Here's an example of a sticky situation you could find yourself in, or something you could face. This is what you're going to be up against if you want to drive,'" he says.

Some pictures reveal just how little space he had to maneuver his rig—sometimes less than an inch on either side of his mirrors.

"One time I had to back through an S-bend and over a little bridge. And there were no railing on the bridge, there was no clearance on this thing! The tires were brushing against the little piece of wood along the edge... I thought, those are the kind of interesting, one-of-a-kind things I won't be doing every week. I think I'll document this."

McClure, who was taking a break from photography and web designing at the time, got into the trucking business through a friend and a brother-in-law, both of whom were drivers. He job-shadowed for a while to get a feel for the job, and then decided

to give it a shot. After studying at Markel Professional Transport Training in Guelph, he found a job and started hauling freight.

"When I was a photographer, I always made sure I had a camera with me everywhere I went. When I was a driver, I couldn't carry a high-end camera with me. I just carried a phone with a camera in it, or maybe a small point-and-shoot camera," he says. "That was part of the point of doing the book the way I did it. I wanted to make the point that it is possible to create good images with low-resolution products if you have an eye for composition and lighting."

The book incorporates about a hundred of the more than 500 photographs he took over the course of his driving career.

"You can't stop every time you see something you want to shoot. It hurts to drive by when you've got a heart for those kind of things. It can be painful to let them go. You just enjoy them for what they are and remember them."

Occasionally he found himself with the time to capture an image more deliberately—when he was at a truck stop, perhaps,

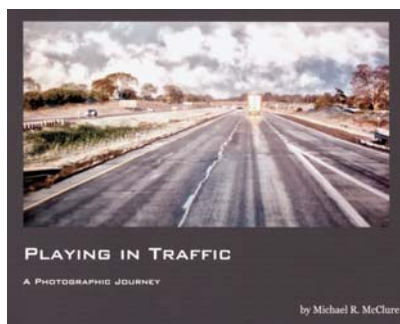
or waiting at a loading bay, or while broken down on the side of the road. Sometimes when he was stopped in heavy traffic, he could safely bring a camera to his eye and record a scene. If he was moving, however, the most he would do is point the camera in the general direction of what had caught his eye and snap a blind shot or two through the windshield.

"A number of people asked me if I took pictures while I was moving, because that wouldn't be very safe. But I never looked through the viewfinder in those cases. It was a matter of holding up the camera away from myself and see what I get."

He says the blurred images, dirty windshields, and bad composition that resulted helped make a point about what it's like to be in a truck.

Often he could correct the biggest problems using photo software.

"I'm not a purist. I like using the technology that exists. What I'm more interested in doing is presenting what I saw to the viewer. Most cameras don't allow you to get an image that equates to



what you saw. Usually the highlights are too bright, the shadows are too dark, the colours are not as rich as you remember them. That's because your eye is able to move through a scene, adjusting brightness and colour as it goes. In post-production

you can bring out the things your eye saw at the time. I don't consider that cheating."

He says there is something of a story arch in *Playing In Traffic*.

"I started out with the road: what does it look like from the vantage point of the driver. Then I move into the challenges of the road. Then I go into some of the darker sides of the job that are difficult to deal with."

The pictures up to this point are all in black and white. But then the book breaks into glorious colour as he shows the lighter side of the job—the beautiful scenery, and the natural world around him.

"I leave it on a high note," he explains, pointing out that sometimes after a difficult day a driver finds himself in a surprisingly pleasant place which makes it all worth while.

"You get to take a breath, look around, and say, 'Wow, I get to be here.' You wish you could share it with family. It can give you bit of a heartache, and I struggled with that at first, but I learned to deal with it by taking photographs."

He used a company called Blurb, which provides the software necessary to design the book. Once it is uploaded, a printed and bound copy can be purchased fairly inexpensively.

"I felt that my family and friends might enjoy this. And I didn't think much beyond that. I just wanted to put together a photo essay that depicts a period of my life that's not likely to be repeated."

You can view Michael's photography and order a copy of *Playing In Traffic* at Michael's website at www.michaelmcclure.ca. ▲

"You can't stop every time you see something you want to shoot... It can be painful to let them go. You just enjoy them for what they are and remember them."

A lift when you need it most

lift axles *Liftable axles can reduce tire wear and fuel consumption on unladen trailers, but improperly configured lifts may also reduce braking capability. By Jim Park*

While lift axles are nearly extinct in Canada now, a new type of liftable axle is emerging. Despite the confusing nomenclature (and that's no small matter in the corridors of power), the two types of lift axles serve quite different purposes. In past days, weight-bearing lift axles were common on highways in eastern parts of the country, and prohibited in the west. The axle was manually deployed by the driver when the vehicle was heavily laden and lifted when empty or lightly loaded. Now, some western provinces are allowing mechanisms that lift unladen axles off the road in an effort to conserve fuel and reduce tire wear. These "lift axles" add no extra carrying capacity, they just lift when the vehicle is empty to reduce tire wear and reduce fuel consumption by minimizing rolling resistance imposed by the unnecessary axle(s).

Ontario has been working for more than a decade to phase out load-bearing lift axles in favor of what it calls Safe, Productive, and Infrastructure Friendly (SPIF) configurations. These include certain inter-axle dimensions and axle-group spacing, as well as self-steering axles that bear load when deployed, but can be lifted while the vehicle is unladen. Unlike lift axles of yore, the SPIF lift axles cannot be operated from inside the cab. Once deployed, they remain down until the driver leaves the cab and flips the switch to lift it again.

In that province, the SPIF regulations allowed for an orderly phase-out of existing equipment over a pre-determined period, while encouraging the adoption of the SPIF configurations through payload incentives and payload cutbacks on older, non-SPIF equipment.



Equipment owners were at liberty to modify existing equipment to SPIF specifications if the grandfathering terms weren't in their favor. For example, older, good condition, low-mileage equipment that would have been penalized under SPIF terms could be upgraded rather than replaced, but the work would have to be done to Ontario's engineering standards, and certified by a company possessing National Safety Mark certification—or done outright by such a company.

Upgrading a trailer to SPIF standards

isn't usually a D-I-Y situation, points out Don Moore, executive director of the Canadian Transportation Equipment Association.

"There is some rigorous testing that goes into the SPIF design, and that has to be in place before the trailer can be modified," Moore says. "I can think of at least seven commercial vehicle safety regulations you'd have to consider, and then the design and the work has to be certified."

In western Canada, where weight-bearing lift axles have historically be

frowned upon, there's now considerable interest in lift mechanisms that raise unladen axles in order to reduce tire wear and fuel consumption.

"These lift kits do not provide additional carrying capacity when deployed," Moore says. "They lift when they aren't needed so the operator isn't wasting tire rubber under an empty trailer, and burning fuel to drag up to a dozen wheels down the road that aren't needed when the trailer isn't loaded."

Lift kits could be installed on new trailers or retrofitted relatively inexpensively. As long as they met requirements that the axle be automatically deployed under a load, the design criteria is less complex than SPIF because the weight-bearing components of the suspension do not require modification.

However, in some suspension designs and trailer chassis configurations, modifications are required to achieve sufficient clearance between the raised tires and the road surface to prevent scuffing the tires over bumps and uneven pavement.

For example, the first two axles in a tridem grouping might have long hangers and trailing arms that go underneath the axle and they use a tall air bag. The rear axle, on the other hand, might have short hangers and trailing arms that go over top of the axle with a short air bag.

Such an arrangement wouldn't pose any problems under normal circumstances. But when the suspension is deflated, the weight distribution across the three axles (or two axles if a tandem is constructed in the same way) becomes dangerously uneven.

Tests conducted on certain brands of trailer by the RCMP at Hanna, Alta., last fall showed that on a legally loaded Super-B-train, the axle weights across the tridem group were wildly out of tolerance when the suspension was deflated (see sidebar). This is because the rear axle in the grouping—the one with the top-mounted axle and the short air bags—comes to rest against the underside of the frame while the other two axles just hang there not contacting the frame, and therefore bearing none of the weight of the axle grouping (see "AXLE WOES", page 40).



UP'N'AT'EM: Lift axles can save fuel and tire wear, but only if deployed properly.

In Gear

WHO RUNS DEFLATED?

Canadian commercial vehicle safety regulations require that the weight across any two or more axles in a group be distributed evenly—within 1,000 kg axle to axle. In one example from the Hanna test, the rear axle in a tridem scaled at 19,600 kg, while the center and lead axle scaled at 1,375 kg and 1,325 kg respectively. That's clearly beyond tolerance, but the question

that some are now asking is, do the standards apply to deflated suspensions?

Some, like Mike Royer of WestCan Bulk in Edmonton, believe they should because loaded trailers can be operated with a deflated air-suspension systems.

"If there's some malfunction in the system—a frozen valve, a puncture, or if the driver forgets to inflate the suspension—it could run deflated," he says. "In that case,

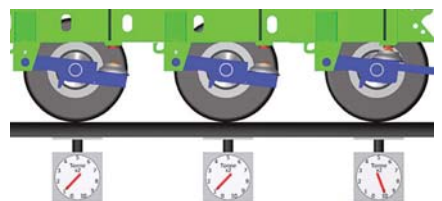
all the weight in the group is borne by just one axle. It's a rare occurrence, but it's not unheard of."

Aside from the obvious issues with pavement stress, the bigger concern here is brake performance. With only one axle under load in a group of two or three axles, it would be the only axle able to transmit brake force to the pavement.

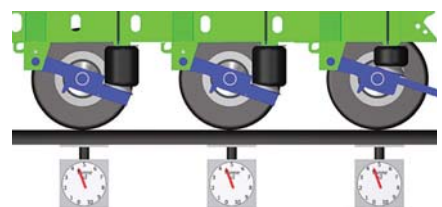
The Hanna tests revealed that truck/trailer combinations run with deflated trailer air suspensions took up to 15 m further to stop than when the same trailer was tested with the suspension inflated.

THE TRUCK JUST WON'T STOP

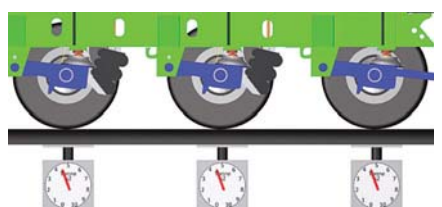
Testing done in the fall of 2010 at the Hanna Test Centre by the RCMP and the Calgary Police Service Collision Investigation Reconstruction unit is raising concerns that some trailer suspensions designed with liftable axles may severely limit brake performance when the air suspension is deflated. Test results



AXLE WOES: With the stops on only the rear axle right against the frame, all the weight is borne by that axle, reducing braking force on the other two axles to zero.



SHARING THE LOAD: In normal operating conditions, suspension inflated, all axles bear the same weight.



INFLATIONARY MEASURES: Properly configured, each axle—even with the suspension deflated—should be within 1,000 kg of its neighbor.

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indicated that failed (deflated) suspensions on some trailer brands produce unequal axle loading and reduce braking capability because only one axle in grouping contributes any braking force.

The test results did not include detailed descriptions of the suspension configuration, but did name specific brands of trailer. Multiple sources have indicated that several trailer manufacturers are using such lift axle set ups, but it wouldn't be fair to name those manufacturers without independent confirmation.

It is safe to say that common elements exist among the trailers that faired poorly in the test results, including mixed top-mount and under-slung air-spring mounts with different spacing between the ground, the axle, and the frame. Those suspensions have stops (the rubber blocks at the top of the air-spring pedestal) that allow the rear-most axle to rest against the frame bearing the full weight of the load on a single axle. The other axle(s) in the group essentially "dangle" beneath the frame, with no contact between the axle and the underside of the frame. In other words, the rubber stops on those axles did not contact the frame, and thus bore no part of the load on the truck. They provided no downward force between the tire and the pavement ("Right Before Your Very Eyes, pg.41), reducing the braking effectiveness of those axles to almost zero.

As of now, no collisions have been officially linked to this type of mechanical deficiency, but several incidents are being re-examined in light of the findings. In these cases, no mechanical defects were discovered during post-crash investigations, but drivers claim the truck did not stop the way it should have.

Video footage can be viewed at <http://www.hannatestcentre.com/#/video>.

RIGHT BEFORE YOUR VERY EYES

The Hanna stopping distance tests consisted of repeated runs along a straight-line section of the track using single tridem and B-train combination trailers loaded to maximum Canadian weights. Test runs were conducted at various speeds between 55 and 82 km/h. Results were videotaped, and may be seen on the Hanna Test Centre website.

Before the initial run on the test track, each axle on each trailer was weighed on a

TEST 1

Loaded B-train tanker, air suspension inflated as under normal operating conditions
(weights are noted per axle in kilograms):

Axle 8	Axle 7	Axle 6	Axle 5	Axle 4	Speed	Stopping distance
8,500	8,475	8,250	7,700	7,850	68.9 km/h	42.4 m

TEST 2

The same loaded B-train tanker, air suspension deflated:

Axle 8	Axle 7	Axle 6	Axle 5	Axle 4	Speed	Stopping distance
15,200	325	19,600	1,375	1,325	70.7 km/h	55 m

The results of Test 1 and Test 2 illustrate the differences in weight distribution between one type of suspension in the inflated state (Test 1) and a deflated state (Test 2). The difference in stopping distance was 12.6 m.

TEST 3

Loaded B-train tanker, air suspension inflated as under normal operating conditions:

Axle 8	Axle 7	Axle 6	Axle 5	Axle 4	Speed	Stopping distance
9,500	9,450	8,850	8,775	8,500	66 km/h	41.5 m

TEST 4

The same loaded B-train tanker, air suspension deflated:

Axle 8	Axle 7	Axle 6	Axle 5	Axle 4	Speed	Stopping distance
10,950	7,600	10,525	7,125	8,750	69.9 km/h	46.1 m

The results of Test 3 and Test 4 illustrate the relatively equal weight distribution between another type of suspension in the inflated state (Test 3) and a deflated state (Test 4). The difference in stopping distance here was 4.6 m.

portable axle scale. The weights observed were included in the report prepared by the two police services.

For each test, the truck was run up to speed, and full brake application was made. Measurements were taken from the point where the brakes were applied (indicated by a chalk mark made on the pavement as the brakes were applied) to where the vehicle came to a stop. Speed was measured by the vehicle's speedometer and a radar device and compared for consistency.

After a day of testing the results were compared and confirmed: In a loaded truck with a failed air suspension, stopping distances can increase by 15 meters or more.

The tests were video taped, too, and the resulting footage is posted on the Hanna Test Centre website. In all, eight videos reside there, each one corresponding to the details of the tests described in the RCMP/Calgary Police Service report. (see Tests 1 to 4, page 41).

The testing revealed two things: stopping distances would increase substantially when only one axle in each grouping was bearing the weight of the load and thus transferring brake force to the pave-

ment, and, that operating a vehicle in this condition produces a gross overloading of the axle, tires, wheel bearings, etc.

"The RCMP organized these tests because they wanted to know what might happen if there was a loss of air in the suspension system. The big concern they saw was on certain designs of suspension the weight distribution changes dramatically," says Vladimir Panlilio, an Adjunct Associate Professor of Mechanical Engineering at the University of Calgary, and one of the co-owners of the Hanna facility with over 25 years of mechanical engineering and forensic experience in accident reconstruction, and defect investigations. "The minute they deflated the suspension, the rear axle and the tires became quite overloaded, and the stopping distance increased as well."

The tests were witnessed by several trailer and suspension manufacturers, as well as officials from Transport Canada, Alberta Transportation, the RCMP, and the Calgary Police Service, along with representatives from several fleets that operate similar types of equipment.

Mike Royer of WestCan Bulk witnessed the tests, and called them "eye opening". ▲



QUICK FACTS ON CARGO THEFT

The February 2011 FreightWatch Five-Year Review study confirmed California, Florida and Texas as the U.S.'s "Big Three" for cargo theft. A stunning 147-percent growth in theft incidents in New Jersey from 2009 to 2010 placed that state in the top five for cargo theft—making it a state to watch. Los Angeles, Dallas/Fort Worth, San Bernardino County (California), Miami, and Memphis have proven to be the areas at greatest risk of cargo theft.

- Peaks in cargo theft consistently occur during the summer months and early Q4—ahead of the Christmas rush. October is the No. 1 month for cargo theft in the United States.
- Weekends, especially long holiday weekends, pose the greatest risk to cargo at rest. Of the major holidays assessed, U.S. Thanksgiving ranked No. 1 for theft incidents three out of the past five years.
- The vast majority of thefts occur at unsecured parking areas in the United States, although thefts from secured parking locations grew steadily over the five-year period. Transportation providers who rely on secured parking areas should be aware of this trend.
- Cargo theft is a \$5 billion problem in Canada, and the numbers are growing rather than declining. For trucking companies, the losses can be staggering. According to insurance industry sources, a trucking company operating on a five-percent profit margin must generate over \$1 million in new business to cover a \$50,000 loss.

Food's gold

cargo security *Cargo theft is a big problem for trucking, and it's eating up some surprising commodities. By Jim Park*

Leave your mouth open long enough and somebody will steal your teeth. It doesn't take much to get a thief interested in your truck, even if it's loaded with toilet paper or soda pop. Seemingly low-value products such as these are disappearing in record numbers, while reported thefts of stereotypical high-value loads like cell phones and plasma TVs appears to be on the wane at present.

(See "Eats & Street Cheats" on page 10.)

A study on cargo crime released in the U.S. earlier this year by FreightWatch International notes that after ranking No. 1 as the product type most coveted by thieves for four years running, electronics—cell phones, televisions, DVD players, etc.—slipped to second for the first time in 2010. Taking its place at No. 1 was the food/drinks product type.

Just because you're not in the high-value products trade, don't think you're immune to the problem. Some experts

believe that the hardening of those traditional targets has prompted crime gangs and theft rings to focus their efforts on softer and easier to fence targets.

One of the more recent scams to emerge involves cargo thieves posing as legitimate carriers, right down to the U.S. DOT number phone numbers and addresses, grabbing loads from load boards. They procure all the documentation based on information gleaned from FMCSA's on-line safety records. They'll call the broker with the bogus information, which checks out with the DOT, and they go in and pick up the loads like any other trucker would—but the load is never seen again. Some of the bolder crooks, we're told, will even collect an advance on the freight charges.

According to Tat Wong, the assistant vice president of underwriting at Old Republic Insurance Company of Canada, brokers, freight forwarders, and even car-

rier brokerage operations have got to pay more attention to who is booking loads, and who is picking them up.

"You have to get to know your clients," he says. "You can't afford to give a load to a trucker, sight unseen, just because he's at your door asking about the load. There are all kinds of ways of getting pick up and release numbers, and dummied up the paperwork so that they appear to legitimate. We have to be more diligent in who we do business with."

DETERRENCE IS THE BEST APPROACH

Cargo theft is occasionally a crime of opportunity. If the bad guys are watching, and they see an idling unlocked truck, chances are it will disappear. Even if the trailer is empty, they've got, at least, a vehicle for future use—following a coat of paint—or a supply of easy to sell parts.

If you're targeted, or the tips are coming from somewhere inside the company, the crooks will be after specific trucks and trailers. Locked or unlocked, idling or not, they will try to grab what they want. The best you can do is to make their job as difficult as possible, or even impossible.

Anti-theft devices range from the simple but effective (and messy) king-pin locks and air brake lock-out devices, to covert GPS devices that can track vehicles in real time, to immobilizers that make vehicle almost impossible to hotwire and drive.

Paul Flannigan of Ontario Security Solutions markets several security products for trucks from an ignition lockout system to prevent drive-away theft, and a remote shutdown feature that can disable a moving vehicle safely. He says devices like his are not enough to stop cargo theft entirely, but they can act as a deterrent.

"Market intelligence is the best tool by far for reducing cargo theft, but putting something between the thief and his target will prevent theft incidents in many cases," he says. "Better still, if a vehicle goes missing, tracking it to a destination can lead to better access to the upper ends of the theft ring. If nothing more, at least you'll be able to track and recover your vehicle—and possibly its cargo."

Wong says there is still lots of room for official help with the problem, like getting some laws passed that are tougher on cargo crime, and don't treat it the same as property theft.

"The lawmakers are paying a little more attention now, but there's sure room for improvement," he says. "We'd like to see anti-gang and racketeering laws with more teeth to keep the crooks locked up longer than the do now."

The Canadian Trucking Alliance (CTA) recently released a report spelling out in some detail the scope of the cargo theft problem in Canada. Among other things, the report called for more action and more

coordination from law enforcement, as well as better ways of tracking cargo theft so more accurate profiles of the incidents can be created and used in analyzing trends, etc.

The report also recommended motor carriers take more action to protect themselves and secure their operations—which might require some investment.

Flannigan notes that companies are often reluctant to invest in deterrent strategies because, despite the vast amounts of freight being stolen everyday, there's still a perception that it won't

happen to them.

"It can be a difficult sell convincing a carrier to invest \$500 or more per truck in deterrent devices," he says. "Depending on the size of the fleet, the cure can appear to cost more than the disease."

There are of course less expensive solutions, and certain some more expensive solutions. It's a matter of choice and theft deterrent strategy, based on the perceived likelihood that some of your cargo might disappear. At the very least, drivers should be instructed to keep their trucks locked, and their mouths shut. ▲



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1 OF 15 2009 VOLVO DAY CABS, Cummins isx 485 hp, 13 speed, 12/46 axles, 4.10 ratio, 22.5 tires. -59877



2008 VOLVO 670, Volvo eng., 13 spd Autoshift, 61" sleeper, Stk #3017C. -57071

\$59,900



2009 VOLVO VNL 630, Volvo 485 hp, 13 spd, 12.5/40, 3.58 ratio, 22.5 tires, stk #31103-1 -61373



2007 VOLVO 780, Volvo 500 hp, 13 speed auto, 12.5/40 axles, 3.73 ratio, 22.5 rubber. -59878

\$46,900



2008 KENWORTH T660, Cummins isx 485 hp, 13speed, 12/40 axles, 3.55 ratio, 22.5 rubber. -59879



2009 VOLVO 780, Volvo D16 500 hp, Volvo trans., 12.5/40, 3.42 ratio, 11r22.5, Stk #31087-1 -60643



2004 KENWORTH T300, Cat C7 300 hp, Allison trans., 12/23, 11r22.5, new 12' dump body, stk #31108-1 -60644



(2) 2009 VOLVO 670, Volvo D13 485 hp or Cummins ISX 450 hp, 13 spd, 22.5" LP tires, 3.55 ratio, 61" sleeper, stk #2965 & 2966 -57069

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REEFER CONTROL

NEW APX CONTROL SYSTEM FROM CARRIER TRANSICOLD

With a bigger, brighter display, simplified user interface, and an expanded range of applications, **Carrier Transcold's** entirely new APX (pronounced 'apex') control system is the first in the industry to use distributed electronics. The new display module with an illuminated information dashboard is said to be easy to read at a distance while offering push-button simplicity with fewer keystrokes. It displays five lines of information instead of the usual one.

Carrier says it's easy to program and use, and it provides "exceptional" temperature management for any hauled commodity, especially when users take advantage of optional applications. These include IntelliSet for ease of use, Range Protect for added fuel optimization, and DataTrak, enabling wireless monitoring, control and data transfers, as well as interface with telematics providers for Wi-Fi, RF, cellular and satellite communications.

The APX control system's newest app, Virtual Tech, is diagnostic software that runs continuously in the background, monitoring the TRU to help avert system problems.

APX takes what was formerly housed in a single large metal control box and, for increased efficiency, splits it into compact, sealed sub-components including the display module, the main micro-processor module, and a power-control module, among others. All use CAN-bus communications protocols, an industry standard also used on tractors that makes for plug-and-play expansion, meaning today's system can be easily upgraded with future hardware modules in 'daisy chain' fashion. The benefits include a wiring harness with fewer connections and 40 percent less weight.

The built-in data recorder has four times the memory capacity of Carrier's Advance controller, the forerunner to APX. A USB port allows downloads of trip data reports onto a jump drive with flash memory storage. Programming uploads are just as easily achieved.

See www.trucktrailer.carrier.com

AIR MANAGEMENT SYSTEM

BENDIX PACKAGE IMPROVES PERFORMANCE AND FUEL CONSUMPTION

Bendix Commercial Vehicle Systems says ongoing tests confirm that its air management system reduces fuel consumption by more than four percent in medium-duty trucks. The system, consisting of the company's PBS Air Injection Booster, Turbo-Clutch Air Compressor, and Electronic Air Control Dryer, was tested in a P&D application.

Not surprisingly, Bendix sees this as a part of the solution when we get to implementation of the proposed EPA and NHTSA rule to reduce fuel consumption and greenhouse gases starting in 2014.

The PBS engine booster is unique.

Placed near the air-intake manifold on an engine, at a closely monitored 'right' moment it injects compressed air from an auxiliary air tank into the manifold and thus overcomes turbo lag by allowing the turbocharger to spin up to its full capacity earlier.



The pneumatically operated single-cylinder Turbo-Clutch Air Compressor works together with it and with the company's Electronic Air-Controlled Dryer (EAC) so that the compressor disengages when no air is demanded. This is said to greatly reduce power consumption and thus reduce fuel consumption too. With much less overall cycling, the compressor's life is "significantly" increased because there's much less normal wear and tear.

See www.bendix.com

NEW WORKSTAR OPTIONS

INTERNATIONAL'S WORKSTAR GETS A SLOPED HOOD AND REFINED INTERIOR. Several new features are now offered on **International's** WorkStar line of severe-service trucks. Along with a high-visibility sloped hood option, there's also an improved interior. As well, a strong vocational "mega-bracket" design inspired by the International PayStar 5900 SBA supports the radiator and front-end.



Other features of the WorkStar 7600 with sloped-hood option include a 113-in. BBC and heavy-duty 150,000-lb tow hooks. The truck is available in 4x2 and 6x4 axle configurations and will accommodate both REPTO and transmission-mounted PTOs.

The redesigned interior features an ergonomic center panel for easy access to auxiliary truck and body control switches; hands-on steering wheel controls for enhanced driver safety; and easy-to-clean vocational floor mats and vinyl interior panels throughout the cab to improve durability.

See www.navistar.com

MACK GRANITE IMPROVEMENTS

MACK ENHANCES GRANITE, ADDS MEDIUM-HEAVY MODEL

Mack has enhanced its Granite vocational truck. There's a new medium/heavy-duty version aimed at municipal fleets—the MHD—in both axle-forward and axle-back configurations, powered by a Cummins ISL9 engine.



As well, both the Granite axle-forward and axle-back models can now be ordered with a 36-in. flat-top sleeper equipped with a 30-x-80-in. mattress, curtain, bunk restraint, under-bunk storage and cup holder—as well as rear and side window options. Asked for by customers, it's for folks in any market working to meet hours-of-service requirements.

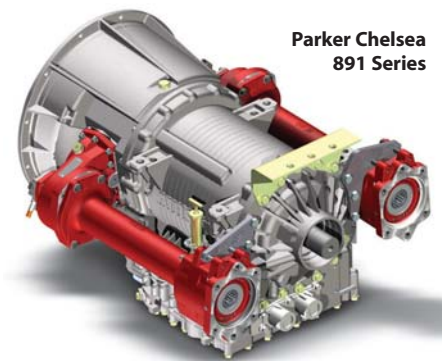
Granite customers also now have a new Allison automatic transmission option, the 3000 series. Also there's a cab-mounted exhaust option available in all Granite models and a clear back-of-cab to assist body builders.

See www.macktrucks.com

CHELSEA PTO

PARKER CHELSEA PROMISES SHORTER INSTALLATION TIME WITH THE NEW 891 SERIES PTO

Parker Chelsea says PTO and pump installation is simpler and more reliable on oil-field exploration and maintenance



Parker Chelsea
891 Series

trucks with the new 891 Series. It's said to have been designed to provide maximum clearance for 4000/4500 Series transmissions with the oil-cooler option.

Another challenge, says Chelsea, is torsional vibrations from today's diesel engines that prematurely wear out mating PTO and pump splines. The company claims its wet-spline system that lubricates the mating PTO and pump shafts will increase the life of these components by 7 to 10 times compared to a dry connection.

The 891 features 6 speed ratios, 7 output types and 6 shift options to provide spec'ing flexibility.

See www.parker.com

FULL-VAC TRIDEM TRAILER

ADVANCE INTRODUCES THE NEW SUPER 407

From **Advance Engineered Products** in Regina comes the new Super 407 aluminum full-vac, double conical, tridem trailer, said to be 60% lighter than comparable steel trailers. The company says it's designed to "significantly" improve load times and payloads—up to 30 MT (66,140 lb)—over non-vac crude units while delivering lower fuel costs and better pulling dynamics.

Its features include 36,000-liter capacity and the full vacuum design (35 psi pressure rating) allows for versatility in applications, Advance says. It also boasts a 200°F (93°C) temperature rating.

The double-conical design—with a claimed 50% more slope than industry standards—allows for exceptional clean-outs. The design holds a TCRN and is fully certified to TC-407 & ASME.

See www.advanceengineeredproducts.com

IN-CAB OFFICE

SCAN AND THEN SEND DOCUMENTS WITH ONE TOUCH ON THE ROADRUNNER 1800 From **ScanIQ** in Richmond Hill, Ont. comes the RoadRunner 1800, a luggable office in a case conceived by a young veteran of the LTL trucking wars. It allows drivers to scan documents in the cab and then transmit them via the



internet with the touch of a button. Documents are automatically converted to PDF format and e-mailed to as many contacts as required by cellular means.

It's said to be ideal for companies doing a large percentage of LTL business. The ability to send docs back to the planning department allows staff to build loads before the product is there. As well, users can invoice immediately after pickups and dropoffs while enhancing customer satisfaction with immediate proof-of-delivery info.

Every doc scanned is backed up on ScanIQ's server for 90 days where it's accessible by management using a password. If the unit is stolen, the info remains safe because the unit is encrypted and can't be accessed without an authorized password. It seems very easy to use with no Windows applications or mouse manipulation required.

The device is portable and can be used in different truck cabs, becoming driver-specific as opposed to truck-specific. Drivers can also take the unit with them outside the cab and then continue work inside motels or restaurants. The company is working on a more permanently installed version.

The RoadRunner 1800 can be bought or leased in three versions. Prices start at C\$1999.

See www.ez2scan.com/index.htm

STEERABLE DRIVE AXLE

ACCURIDE ANNOUNCES NEW FABCO STEERABLE DRIVE AXLE FAMILY

Accuride's Fabco division says its new FSD-23 low-profile steerable drive axle offers lighter weight and lower height for heavy-duty all-wheel-drive vehicles. Made in the U.S., it's a domestic alternative to the imported, planetary hub-reduction axles usually used to improve engine-to-axle clearance and minimize chassis height.

The axle—available in 18,000-to-23,000-lb ratings—will help truck makers maintain a low cab height in vehicles with larger engines that normally make installation of front drive axles more difficult, the company says.

The FSD-23 is the 4th generation 18,000-23,000-lb product from Fabco, retaining the wheel-end assembly from the previous Fabco SDA series but weighing 100 lb less.

See www.FabcoAutomotive.com

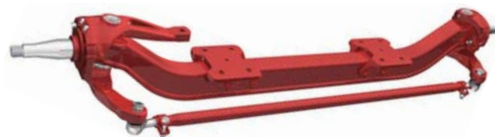
FRONT STEER AXLE

FROM HENDRICKSON, CAPACITIES FROM 8000 TO 23,000 LB

Hendrickson Truck Suspension

Systems says its new Steertek NXT is the next generation of its weight-saving, fabricated front steer axle. It will accommodate a variety of wheel-end and knuckle designs and features scalable architecture to meet capacities from 8000 to 23,000 lb.

The axle is said to save up to 47 lb compared to traditional I-beam axles. It can also be combined with Hendrickson's monoleaf spring



technology to form the Softek light-weight front suspension system, saving up to 92 lb.

The NXT employs "continuous beam architecture" which is said to minimize stress points for added durability while providing a superior strength-to-weight ratio. The rigid, box-shaped cross-section of the axle resists horizontal, vertical and twisting forces more effectively than

traditional I-beams, Hendrickson claims, and is designed to manage the increased brake torque loads resulting from the 2011 stopping distance regulations changes in FMVSS No. 121. For braking efficiency, it's compatible with both drum and disc brakes with either 5/8- or 3/4-in. fasteners.

The new NXT will be available through most major North American truck manufacturers beginning in August.

See www.hendrickson-intl.com

TERRASTAR 4X4 WORK TRUCK

NAVISTAR'S NEW TERRASTAR 4X4 MODEL EXPANDS PRODUCT BREADTH IN CLASS 4/5 MARKET

Navistar recently unveiled the International TerraStar 4x4 commercial truck. Launched in 4x2 form last year, the 4x4 variant will suit construction, utility, landscape, and other off-highway applications.



Powering the new truck is International's 300-hp, 6.4-liter MaxxForce 7 V-8 engine, delivering 660 lb ft of torque. It uses 'Advanced EGR' emissions technology. It's matched with a close-ratio Allison Optimized 1000 Series automatic transmission with load-based shift scheduling (LBSS). It automatically selects between 'economy' and 'performance' shift schedules based on the vehicle's actual payload and the grade it's on. Prognostics eliminate unnecessary oil and filter changes and make routine maintenance easier.

The TerraStar features 107-in. BBC (bumper to back-of-cab) length for high maneuverability in tight work environments. It features the International Diamond Logic electrical system, an advanced multiplexing architecture.

See www.navistar.com

WIDE-BASE SINGLE TIRE

FROM YOKOHAMA, A NEW SINGLE AND A PROTOTYPE DRIVE TIRE

Yokohama Tire has introduced the RY407 wide-base single trailer tire, named a 'SmartWay' tire by the EPA.



The RY407, size 445/50R22.5, is said to offer "excellent" fuel efficiency by way of new, high-tech compounds, as well as weight savings potential. Features include better durability and less casing fatigue thanks to an advanced profile, Yokohama claims. There's also a zero-degree mid-belt that's said to distribute the load evenly while decreasing running distortion and providing a more consistent footprint. Straight grooves are said to enhance wet traction and cross sipes promote wear resistance.

See www.yokohamatire.com

COMMERCIAL GPS DEVICE

NEW TOMTOM PRO 7150 IS AIMED AT COMMERCIAL FLEETS

TomTom's Business Solutions unit has unveiled a new navigation device. The PRO 7150, dedicated to commercial vehicle fleets, features lifetime traffic updates and 'IQ Routes', which evaluates routes based on actual traffic speeds rather than posted speed limits to recommend the fastest route for the time of day. And with Eco Routes, drivers are guided with fuel efficiency in mind, saving money as well as reducing environmental impact.

The new device has a 5-in. touch screen and a brighter display, the company says. Other features include Bluetooth hands-free calling and voice recognition to operate the device with verbal commands.

The TomTom Worksmart feature means the PRO 7150 offers connectivity to allow for easy fleet management and access to 'Live' Services offering traffic and weather information, among others. Worksmart functionality includes vehicle



tracking, job dispatch, time management, eco driving and management reporting and is available via a TomTom Webfleet subscription.

Recommended retail price is US\$399.95.

See http://business.tomtom.com/en_us/

UNDERHOOD RUBBER HOSE

NEW EATON HOSE LINE FOR BIODIESEL, SYNTHETIC LUBRICANTS

Eaton's Hydraulics Group has introduced a new line of flexible rubber hose designed for use with biodiesel B2 to B100 in diesel engines and for applications using synthetic lubricants in high-temperature transmission oil-cooler applications.

Simple. Quick. Effective.

The screenshot shows the Truck and Trailer.ca website interface. It includes a navigation bar with links for 'HOME', 'FEATURED DEALERS', 'FIND A DEALER', 'SEARCH EQUIPMENT', 'PRODUCTS & SERVICES', and 'MEMBER SERVICES'. Below this are three main sections: 'Buy - Rent - Lease' with filters for 'TRUCKS (2,535)' and 'TRAILERS (3,089)', 'Featured' with listings for a 1988 Volvo Ladder Truck, a 2007 Freightliner FLC 120 Highway Tractor, and a 2006 Volvo VNL670 Highway Tractor, and 'Sell' with a 'SOLD' badge and a 'Build Your Dealer Website' offer.

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The advertisement for Glass Shield features a large image of a red semi-truck with a white trailer. To the left, there are several small images of different vehicles and paint colors. The text 'PAINT SOLUTIONS FOR THE TRANSPORTATION INDUSTRY' is written vertically. The Glass Shield logo is prominently displayed, along with the tagline 'HIGH PERFORMANCE COATINGS'.

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GH100 hose features a hydrogenated nitrile rubber tube, wrapped with aramid/poly braid reinforcement with a polyester abrasion-resistant cover. It's qualified for underhood use with B2 to B20 up to 150 degrees C, B100 up to 125 C, and for oil coolers using synthetic lubricants at peak temperatures up to 175 C.

Eaton says these fluids can quickly make ordinary hose products brittle and prone to cracking, among other forms of premature failure. At temperatures above 100 degrees C, it says, some biodiesel blends above B20 can 'bake out' the elastomers necessary to keep hoses flexible. This is said to be a particular problem in vehicles that may see a variety of fuel blends—B5 this week, B20 and higher next week, for example.

See www.eaton.com/hydraulics

KENWORTH T470

A NEW BROCHURE IS AVAILABLE ON THE T470 MEDIUM-DUTY VOCATIONAL TRUCK FROM KENWORTH

Kenworth now offers a new brochure on its T470 model, a medium-duty truck heavy enough to take on some of the more demanding vocational and municipal applications, including snow-plow, dump, mixer, winch, and refuse. It's available as a straight truck or tractor in gross vehicle weight (GVW) ranging from 33,000 to 68,000 lb.

The T470 utilizes the same multiplexed dash seen on class 8 trucks, with



aerodynamic sloped hood and 3-piece bumper, halogen projector headlamps, and the Driver Information Center also found in the heavy-duty product line.

The six-page Kenworth T470 brochure offers comprehensive product information. Download it as an electronic pdf file here.

See www.kenworth.com/brochures/T470.pdf.

HOPPER TRAILER

TIMPTE UNVEILS NEW TRAILER, TRAP-OPENING SYSTEM

Timpte Trailers has introduced a new 40-ft 'combo/tender' hopper trailer and an 'Easy Flow' hydraulic remote-control trap-opening system. It's a multi-purpose grain hopper that can be used year-round because of its removable



auger system, designed to move bulk fertilizer or seed efficiently, the company says.

Features include a removable auger, with flighting "that won't rust." After the fertilizer season users can just remove the auger unit and the trailer becomes a conventional grain hopper.

Unloading is claimed to be fast, up to 4000 lb per minute with proper hydraulic system and PTO.

See www.timpte.com

PROPHECY MAPPING

PROPHECY INTEGRATES MICROSOFT BING MAPS INTO DISPATCH SYSTEM

Prophesy Transportation Solutions says ProphesyMaps brings Microsoft's Bing maps into the company's Dispatch function of its fleet management system.

ProphesyMaps geocodes and reverse-geocodes to locate vehicles, trace routes, and pinpoint origins and destinations, all on one centralized map.

It includes the ability to easily zoom in and out by using a mouse or buttons, along with aerial views that allow users to see locations in real time. It offers views of an en route truck's current location as well as the route generated by the system and the actual route taken, in differentiating colors. User can easily change loads and locations plotted from within the map view.

See www.mile.com

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CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	139.4	2.5	121.6
VANCOUVER *	136.2	-0.2	96.6
VICTORIA	130.6	0.0	96.7
PRINCE GEORGE	124.9	-0.3	94.8
KAMLOOPS	124.9	0.0	94.8
KELOWNA	127.5	-0.8	97.3
FORT ST. JOHN	129.6	0.0	99.3
YELLOWKNIFE	131.0	0.0	111.6
CALGARY *	116.3	-0.2	97.8
RED DEER	114.9	0.0	96.4
EDMONTON	112.2	-1.5	93.8
LETHBRIDGE	116.9	0.0	98.3
LLOYDMINSTER	115.6	0.0	97.1
REGINA *	121.2	-0.2	96.5
SASKATOON	122.4	-1.3	97.6
PRINCE ALBERT	122.9	0.0	98.0
WINNIPEG *	120.2	0.0	98.9
BRANDON	119.4	0.0	98.2
TORONTO *	130.6	-2.3	97.2
OTTAWA	129.6	-0.3	96.4
KINGSTON	126.4	-1.0	93.6
PETERBOROUGH	130.3	0.8	97.0
WINDSOR	129.7	-1.5	96.4
LONDON	130.9	-0.3	97.5
SUDBURY	128.4	-3.5	95.3
SAULT STE MARIE	128.9	-0.4	95.8
THUNDER BAY	132.3	-0.4	98.8
NORTH BAY	128.9	-3.3	95.7
TIMMINS	133.9	-0.3	100.2
HAMILTON	128.5	-0.3	95.4
ST. CATHARINES	125.6	-3.3	92.8
MONTREAL *	136.7	1.3	97.7
QUÉBEC	131.6	-4.0	93.3
SHERBROOKE	132.2	-2.3	93.9
GASPÉ	132.4	-3.0	97.8
CHICOUTIMI	131.5	-2.5	97.0
RIMOUSKI	129.2	-6.3	93.1
TROIS RIVIÈRES	129.9	-6.0	91.8
DRUMMONDVILLE	132.5	0.0	94.1
VAL D'OR	133.2	-0.2	98.6
SAINT JOHN *	125.4	-6.1	87.8
FREDERICTON	125.8	-6.2	88.1
MONCTON	129.2	-3.4	91.2
BATHURST	128.0	-3.1	90.1
EDMUNDSTON	127.5	-6.4	89.6
MIRAMICHI	127.1	-6.2	89.3
CAMPBELLTON	127.2	-6.1	89.4
SUSSEX	125.7	-6.2	88.0
WOODSTOCK	128.7	-7.1	90.7
HALIFAX *	122.3	-6.1	86.9
SYDNEY	125.1	-7.8	89.4
YARMOUTH	126.7	-8.7	90.7
TRURO	130.8	0.0	94.3
KENTVILLE	123.6	-7.8	88.1
NEW GLASGOW	128.0	-4.2	91.9
CHARLOTTETOWN *	126.2	0.0	96.0
ST JOHN'S *	137.3	1.1	101.0
GANDER	133.7	1.1	97.8
LABRADOR CITY	145.6	1.1	108.3
CORNER BROOK	138.1	1.2	101.7
CANADA AVERAGE (V)	127.5	-0.8	96.8

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



Product Watch

COOLANT MANAGEMENT

K-LINE COOLANT TOOL SAVES TIME, REDUCES WASTE

K-Line Industries has introduced a new coolant-management tool for truck maintenance shops. It drains, pressure-tests, and refills coolant systems simply and cleanly, the maker says, saving time, reducing or eliminating air pockets, and contributing to 'green' shop initiatives. It also prevents the unwanted mixing of coolant types.

The tool includes a 20-gal tank and cart assembly on wheels, a coolant reservoir cap adapter, a vacuum module, and a pressure module. After it's attached to the truck's cooling system, clean and dry shop air is utilized to 'blow' coolant out of the system and into the tool's tank.

With the system empty, any necessary repairs can be made and a pressure check can be done before the system is refilled. Coolant is then replaced using the vacuum module to draw coolant back into the tank, reducing or eliminating air pockets. With the coolant captured within the tool throughout the procedure, there are virtually no spills, no waste, and no chance of mixing coolant types.

See www.klineind.com

T800 PTO OPTION

KENWORTH INTRODUCES FRONT-ENGINE POWER TAKE-OFF OPTION FOR THE T800. The new **Kenworth T800 FEPTO** is designed for municipal and vocational fleets that need a front engine PTO for snowplow, dump, mixer, refuse, crane and other applications. This configuration also provides a front-frame extension for applications requiring front-mounted equipment, such as hydraulic rams or hose reels.

This T800 variant uses a new hood designed to provide an increase in cooling module size without having to raise the cab height. The grille is mounted to the 1440-sq-in. radiator in a fixed position. This allows the hood to be tilted for

daily under-hood inspections and helps prevent the grille from bumping the snowplow, pump or other frame-mounted equipment.

The larger cooling module also provides additional horsepower. The T800 FEPTO is offered with the 2010 PACCAR MX engine up to 485 hp and the 2010 Cummins



ISX11.9 up to 425 hp. The truck can be spec'd with Allison or Eaton manual and UltraShift Plus transmissions.

The extended front frame rails are available in sizes of 10-3/4 by 3/8 in., 11-5/8 by 3/8 in., and 10-11/16 by 1/2 in. with a 66- and 73-in. bumper setting. An optional front engine PTO, crankshaft-driven adapter can be ordered to power the front engine PTO driveshaft.

The FEPTO lineup also includes the Kenworth T470 powered by the PACCAR PX-8 or Cummins ISL engines which offer up to 380 hp, and the C500 available with the Cummins ISX15 up to 600 hp.

See www.kenworth.com

EXTREME-COLD CABLE

PHILLIPS IDENTIFIES ARCTIC SUPERFLEX ELECTRICAL TRAILER CABLE WITH DARK BLUE JACKETING

Phillips Industries says its Arctic Superflex electrical trailer cable is ideal for fleets running in extreme cold weather



conditions. The cable is identified with dark blue jacketing. It's said to maintain strength and stay flexible in temperatures as low as -85°F and as high as 175°F. The cable is paper-wrapped for ease of stripping and is resistant to abrasions, chemicals, oils and fuel.

Arctic Superflex is available in 100, 250, and 500-ft lengths.

See www.phillipsind.com

STEER TIRE

GITI INTRODUCES NEW LONGHAUL STEER TIRE

The new **GSL213** longhaul steer tire from **GITI Tire** is claimed to offer "advanced technology and pattern design for outstanding overall performance, resistance to irregular wear and extended mileage."

GSL213 features include extra wide and deep tread to promote long tread life, plus 'defence' and braking force ribs to help prevent irregular wear. The tread compound is said to offer "superb" resistance to abrasion.

GSL213 is available in these sizes, all with a tread depth of 20/32nds: 11R22.5 14PR; 295/75R22.5 14PR; 11R24.5 14PR; and 285/75R24.5 14PR.

China-based GITI Tire says it's the sixth largest radial truck tire manufacturer in the world.

See www.gradial-us.com



CUMMINS PARTS

IPD LAUNCHES PRODUCT LINE FOR THE CUMMINS ISX

IPD, an aftermarket provider of rebuild components for heavy-duty diesel and natural-gas-powered engines, offers a new line of

replacement parts for the Cummins ISX on-highway engine, as well as the

QSX industrial diesel. The initial lineup includes components for in-frame rebuild, pistons, cylinder liners, bearings and gaskets kits as well as valve-train rebuild parts.

This product line will feature what's claimed to be an aftermarket industry first, one-piece steel pistons in both open and closed skirt designs. They use IPD's patent-pending technology of manufacturing steel pistons from a high-strength alloy and heat-treated steel casting.

IPD has a long history of working in the Caterpillar on-highway truck market with engine models such as the 3406, C12 and C15.

See www.ipdparts.com ▲



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By Peter Carter

Take one listen and call me in the morning

A sure cure for those goin'-down-the-road-feelin'-bored blues

When my son Michel was about four, my wife Helena told him he should stop biting his nails. He responded with "But Daddy does it."

"Especially when he's driving!"

Busted, I was.

Yes, I do bite my nails when I drive. Especially on longer highway trips.

Take for instance, a drive that we do several times a year, between our place in Toronto and my family home of Sudbury. It's about four hours start to finish and when I first moved to Toronto 25 years ago, most of the highway was the two-laned 69, only broadening to four lanes when you got close to Toronto on the 400.

Now it's four-lanes almost all the way and it's tedious. Some days, it seems like I can set it on cruise and leave it there for the next three hours.

The speed limit sinks below 90 at Pointe Au Baril and that's only for three or four minutes. The turns on the highway barely qualify as curves and there's really bugger all to do.

Compared to the old days, driving a car on a terrific highway is a lot like sitting on a moving couch, except that you have to steer, check your blind spots and signal lane changes.

I don't smoke; I can't talk on a cell phone, and if the a/c is working right, the temperature stays pretty much perfect. I can only drink so much coffee. If Helena's sitting beside me and she's reading the paper, I catch myself glancing at headlines and finding the stories way more interesting than if I were in my living room reading them.

Yes I bite my nails when I drive. Because I'm bored.

God will get me for this, but what I need is a bit of driver distraction.

The scenery's pleasant, the first few times. And yes, you do have to watch for wildlife.

But I can't tell you how often I adjust the steering wheel or move my seat just to break the monotony.

My friend Ron Pridmore drives for Campbell Van Lines out of Ottawa. There's not many Canadian highways he hasn't seen and

when I mentioned my boredom to him the other day, Ron said "it's the same as in the truck. They're so comfortable it's like driving an RV."

Quiet cabs, air-ride seats, automated transmissions, easy-access sound systems, high-performance headlights, space-age suspension systems and beautifully engineered highways seem to be conspiring to take the driving out of highway driving.

"Thank God," Ron said, "for satellite radio."

He subscribes to both Sirius and XM.

I love talk radio. If I'm driving solo, I'll tune into everybody from Rush Limbaugh to CBC's cross-country checkup. I particularly like those small-town market-place radio shows where Buddy from the valley is selling his 9.9 Merc.

That's also one of the reasons I like country music so much. You can understand the lyrics. Every song is like a conversation.

Which brings me to podcasts. Downloadable conversations that fit perfectly into your driving life.

If you've never tried a Podcast, make us your first.

Go to www.todaystrucking.com.

Up in the left hand corner of the web page you'll see a picture of my colleague

Marco Beghetto. He's senior editor at this magazine and in charge of the website. Under him, there's a little microphone. Click on it to download the Podcast to your iPod or MP3 player or iPad or whatever. You can even subscribe FREE via iTunes.

Then, when you're looking at 40 minutes to an hour's worth of driving, take along the podcast.

Basically, it consists of Marco, me, and the editor of *Highwaystar* Magazine, Allan Janssen, talking trucks. And other stuff.

Are we interesting? Put it this way. If you've made it to this point in my column the answer is at least a qualified "probably." And I know we're funny.

I have a feeling you'll like what you hear. Let us know. Maybe at some later date you can phone in and join in.

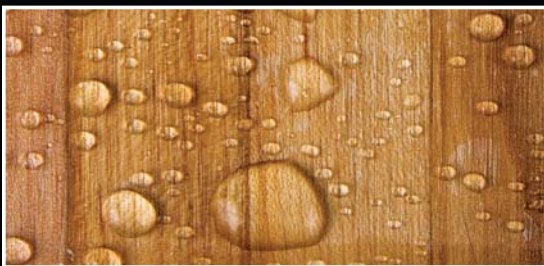
At least you won't be bored. ▲



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