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Today's Trucking

The Business Magazine of Canada's Trucking Industry



January/February 2007

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YOUR NEW
HOS
pg. 34

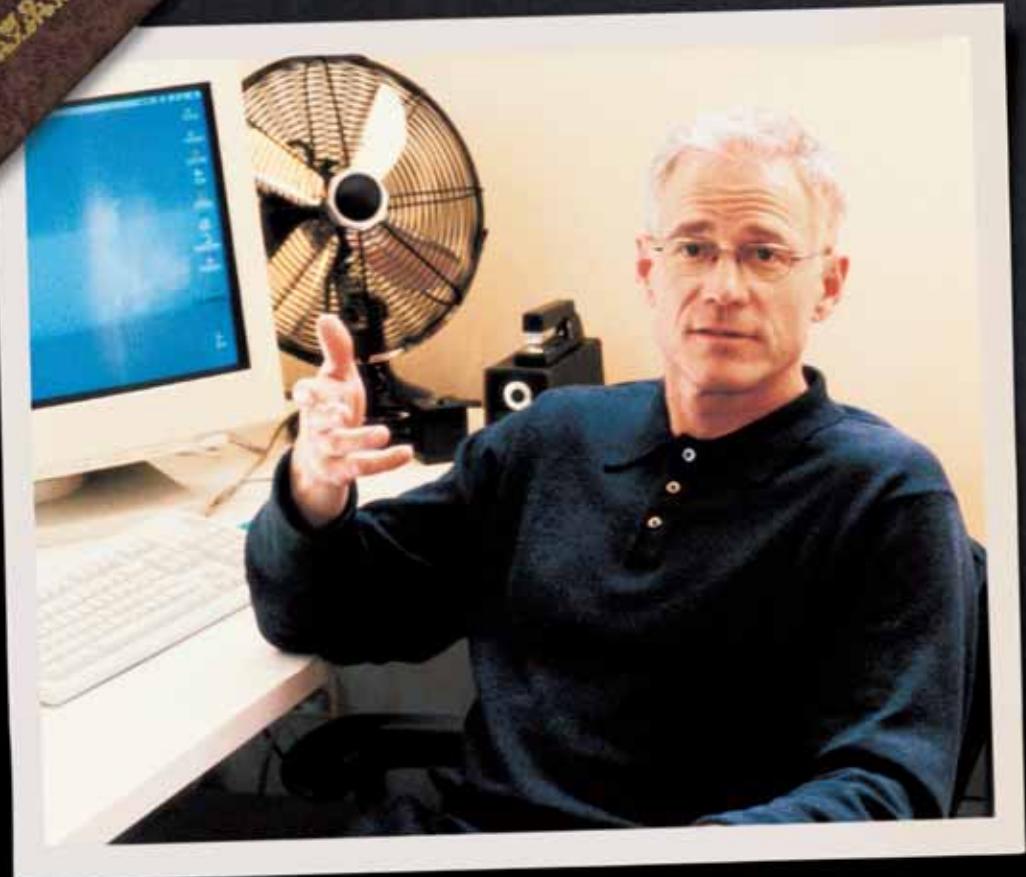
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Today's Trucking

The Business Magazine of Canada's Trucking Industry

PUBLISHER & EDITORIAL DIRECTOR

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

EDITORIAL DEPT.

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

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

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

DESIGN & PRODUCTION

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

Associate Art Director Frank Scatoza

GROUP PUBLISHER

Mark Vreugdenhil (mark@) 416/614-5819

SENIOR ACCOUNT MANAGER

Jack Meli (jack@) 416/614-5827

QUEBEC SALES MANAGER

Denis Arsenault (denis@) 450/452-4250

NEWCOM BUSINESS MEDIA GROUP

President Jim Glionna

Vice President George Evans

Controller Anthony Evangelista

Director, Quebec Operations Joe Glionna

Production Manager Lilianna Kantor

(lkantor@newcom.ca) 416/614-5815

Director of Circulation Pat Glionna

Show Division Manager Elizabeth McCullough

(emccullough@newcom.ca) 416/614-5817

EDITORIAL & ADVERTISING OFFICES

451 Attwell Dr., Etobicoke, ON M9W 5C4

416/614-2200 • 416/614-8861 (fax)

CIRCULATION INFORMATION

P.O. Box 370, Station B, Etobicoke, ON M9W 5L3

416/614-2200 • 416/614-8861 (fax)

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Kenneth R. Wilson
Award Winner



Member



The perfect reader reaction

From the Editor: Few articles in recent months have attracted as much response as Contributing Editor Jim Park's Driver's Side column entitled "The Almost Perfect Driver" (Nov. '06)

Park recounted the story of Mike C., a driver of over 45 years experience with 31 of those years pulling B-trains. He never had an accident but had his licence lifted after turning 65 and failing the mandatory driver test.

Even though Mike scored 100 percent on the written portion of the examination, he failed the driving portion because of some pre-trip oversights. Mike neglected to turn on the defroster fan, neglected to blow the horn when backing up to couple to the trailer, and rather than using individual signal lights to test his flashers, relied on his four-ways. The Ministry said he failed because of "major errors" and wasn't

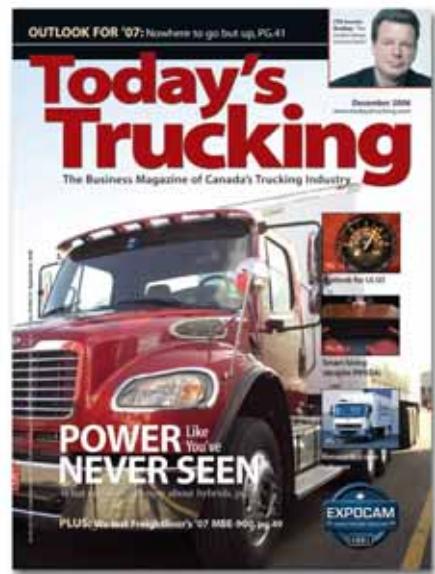


allowed to drive the truck home from the test centre. We will certainly report the results of his next test. Meantime, here are a few typical reader responses.

Horsefeathers!

You talked about people getting their A licences with pickup trucks. My son and nephew did that very thing. They both needed to upgrade their licences because they were working at a marina and some of the boats were over the weight limit for a D licence.

My son took a F350 and a fifth-wheel flatbed trailer to do his test and my nephew took a F250 and a boat trailer that had a capacity of over 4,400 kg. They



both passed and now hold A licences.

My son went to a local truck-training school and got his Z endorsement so now he is good to go. It's not what he wants to do for a living, but that's how easy it was done.

I just hope the government has a closer look at this situation.

Richard Broekstra,
Hagersville, Ont.

Earth to Ministry

What a joke our licensing system is in this country. I too have a pilot's licence and am not required to ever retest as long as I complete a self-paced test regularly.

I drive for LE Walker and have seen excellent drivers forced out the door for no reason except for the lame excuses listed in your article.

I have 28 accident-free years (never had one) and I feel if I can prove that I am an active AZ driver at age 65, and pass the required medical that there should be no reason for me not to continue driving as long as a company will have me.

Kevin, Englehart,
Dunwich, Ont.

HOW TO REACH US: We want your feedback.

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

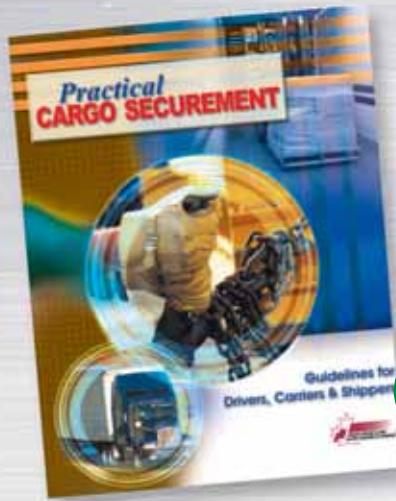
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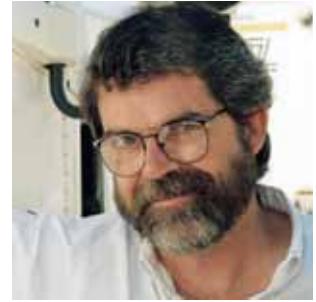
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By Rolf Lockwood



Pen Power

Now that the feds call the environment a priority after all, what's there for you to do on that front?

Gee whiz, I didn't know I wielded such power. Mere weeks after I wrote in this space that Ottawa's then-new policy on environmental matters was a joke and that former Environment Minister Rona Ambrose didn't deserve her job, she lost it (see "Rona's Folly", December). Not only did she get turfed in Steven Harper's recent cabinet shuffle, but he also did a near 180 and now says the environment is a priority for his government.

Boy, am I good. Shows you just how much power a pen can wield. And a trucking pen at that.

Well, OK, a trucking pen plus a few opinion polls and a gazillion other critics screaming blue murder that the Harper regime had missed the mark on this one. Grudgingly, I have to give the Ottawa bunch credit for getting the message and reacting to it. Even if they clearly don't know the issues. In the end I don't care what they know or even what they believe; I only care about what they do.

I think that Canadians, while very few of us are bona fide tree-huggers with memberships in the Sierra Club and solar panels adorning our roofs, really do want to see some significant sort of environmental action at a national policy level. And increasingly, we seem to believe the overwhelming body of science that says our planet is at risk. Some folks say it's already too late, of course, but nobody of a credible sort says our concerns are bunk any longer. Except the guy who says methane from cow farts is the real global-warming culprit. I kinda like that guy.

So what do we do? How far beyond the blue box can we go? And if we run a fleet of one truck or a thousand, what options are there?

Well, if you're operating trucks you clearly start with fuel use, but how many outfits really expend much effort on this front? How many actively manage fuel use aside from chastising drivers who manage 6.1 instead of 7.9 mpg? How many think bigger than that?

Winnipeg's Bison Transport does, starting with idle-reduction technologies, recycling programs, efficient routing practices, and using the latest fuel-stingy equipment. Go to the company's website and you'll see this statement: "At Bison Transport, we believe it is our responsibility to preserve the environment that we live in."

As well as doing the obvious, like spec'ing auxiliary power units to reduce idling and minimizing empty miles, Bison's business practices include encouraging employees to ride a bike to work

You can bet your bottom loonie that Wal-Mart wouldn't be wandering down this road if it didn't make financial sense.

and use hand dryers instead of paper towels. And then there's training, of course, namely a fuel-oriented course that all drivers must take—a course that produces a substantial fuel-economy gain of two percent.

Bison isn't the only Canadian fleet doing such things, of course, but it really should be every fleet.

And if you thought we'd gone as far as we can in terms of building fuel-efficient trucks, consider this: aerodynamic improvements can still yield something nearing a 20-percent more 'slippery' vehicle. And that can mean more than a couple of percentage points at the pump.

International, Freightliner, Mack, and Volvo recently showed off the results of aerodynamic research done during a two-year partnership that also involved trailer maker Great Dane and the U.S. Department of Energy. International says it's developed systems and devices that reduce the drag of class 8 tractor-trailer applications by 14 percent. Remember that about half the fuel a truck uses goes to overcoming aerodynamic drag at highway speeds.

During the development program, managed by the Truck Manufacturers Association, International and Great Dane developed a full-scale experimental aerodynamic trailer for Wal-Mart.

They focused on the three major sources of aerodynamic drag: the tractor-trailer gap, trailer sides, and trailer wake.

Freightliner, owning the only full-scale wind tunnel on the continent, produced specific design guidelines that will benefit existing and future heavy-duty trucks. Their engineers paid particular attention to mirror and mirror-mounting systems. Believe it or not, they learned that even today's best-designed mirrors can affect aerodynamics by as much as six percent or more. Amazing.

Equally amazing is the news that ArvinMeritor and Wal-Mart Transportation have agreed to development of a dual-mode, diesel-electric drivetrain for a class 8 tractor. The vehicle, thought to be the first dual-mode diesel-electric tractor prototype being developed in North America, will be based on an International ProStar tractor powered by a Cummins engine.

Chances are, your operation isn't quite big enough to support that sort of effort, but the logic behind it applies to everyone: saving fuel saves money and does at least a little—maybe a lot—to save our environment. You can bet your bottom loonie that Wal-Mart wouldn't be down this road if it didn't make financial sense. ▲

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

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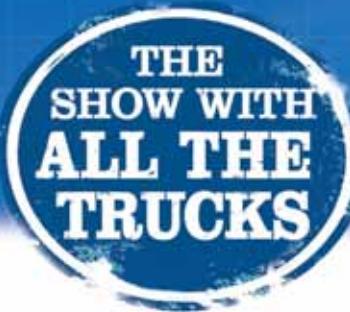
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Dispatch

BY MARCO BEGHETTO

Paint 'em Black

Rather than an industry-wide mandate, U.S. regulators have opted for a light touch with the on-board recorder rule.

Two strikes and they're in. That's what the U.S. Federal Motor Carrier Safety Administration (FMCSA) has decided in the long-awaited electronic on-board recorder (EOBRs) proposal for trucks.

FMCSA Administrator John Hill announced a proposed rule in mid-January, stating EOBRs—once commonly referred to as “black boxes”—will be required only for carriers and independent owner-ops deemed “most likely to be a safety hazard on the road.” That means carriers charged with two “serious” hours-of-service review violations (a violation rate greater than 10 percent, in a two-year period, would have to outfit their entire fleet with EOBRs, and keep them there for a minimum of two years.

While the agency would get tough with scofflaw carriers, it is also encouraging voluntary up-take by offering carriers a break in

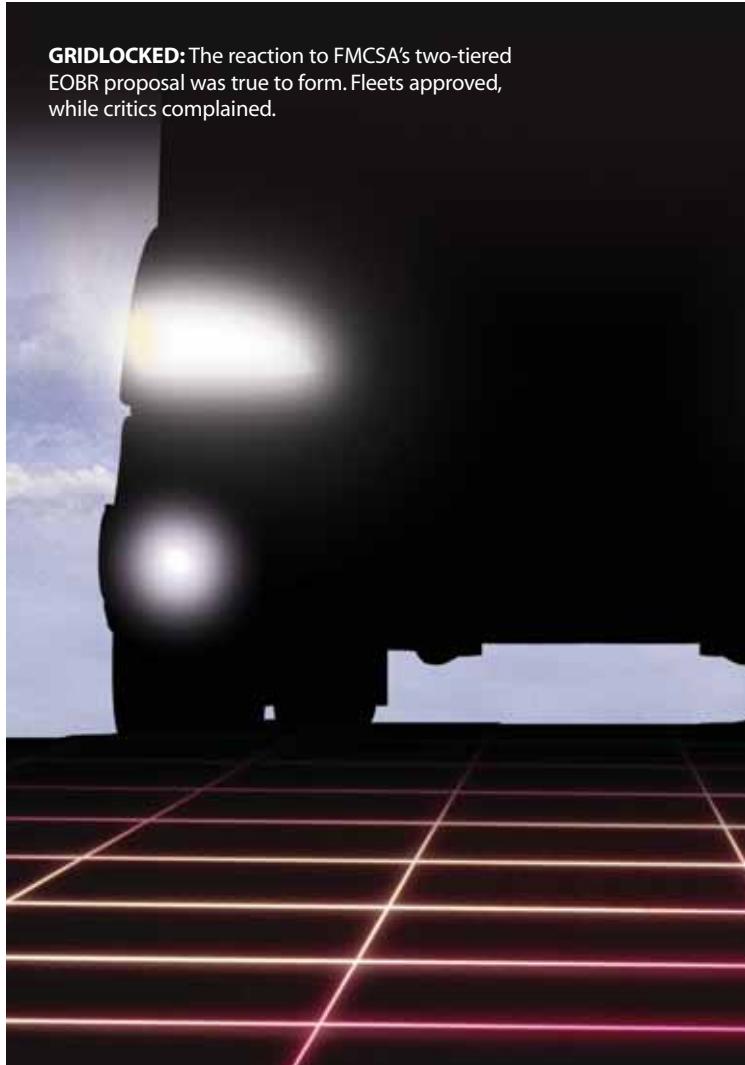
its analyses of their safety programs, and easing requirements for substantiating documents.

Based on FMCSA records, about 930 carriers, comprising 17,500 drivers, would be affected if the rule took effect today—a small fraction of the nearly 700,000 trucks regulated by FMCSA.

The electronic sanctions are to be carrier-based and would not place the burden of compliance on individual drivers. Independent owner-ops would be subject to the rule too, but company drivers and lease operators working for the sanctioned carriers would not carry the requirement with them if they left the company.

Early reaction was true to form. The American Trucking Associations (ATA) quickly declared its support for the proposal; while the Owner Operators Independent Drivers Association (OOIDA) feared

GRIDLOCKED: The reaction to FMCSA's two-tiered EOBR proposal was true to form. Fleets approved, while critics complained.



Rules

the Big Brother implications of the proposed rule; and other long-time government critics, continued to, well... criticize.

Public Citizen, the special-interest group that got a Federal Circuit Court to

throw out the FMCSA's HOS rules in 2004 (and is once again challenging the 2005 revised version in court), blasted the agency for its two-tiered approach.

"We know that many more companies violate these rules because their drivers keep fake log books, which are so legendarily erroneous that they are known in the trade as 'comic books,' but they are not detected," said the group's president Joan Claybrook in a statement. "Under the FMCSA rule, these scofflaws can continue to violate the law without consequences and put the public at risk."

FMCSA's Hill explained that the agency did not propose recorders for all carriers because the costs of such an approach would outweigh the benefits.

So how will FMCSA flush out the "serious" violators? The agency says an EOBR order will be primarily determined by drivers' record-of-duty status inspections as part of a company compliance review.

For the most part, that approach wouldn't have too much of an impact on Canadian carriers since HOS violations would be determined through an audit



SURVEY SAYS: Three out of four U.S. drivers admit to having violated the American hours of service regulations, according to a recent survey, conducted by Ol' Blue USA, a group that unites truckers and highway enforcement with educators. The results, some of which are highlighted below, were tabulated by Crump & Associates, a market research company specializing in the transportation industry.

77: The percentage of the 1,094 total respondents who admitted to deliberately violating the HOS regulations in the past.

55: The percentage that say they'll continue breaking the rules.

78: Drivers who perceive the most common HOS violation is logging time as off-duty when actually on-duty.

21: The percentage of common violations that included using more than one logbook.

6: The average number of days per month drivers thought they were operating intentionally in violation of the HOS rules.

5: Days per month drivers guessed they were unintentionally, either by accident, oversight, or honest mistake, breaking HOS rules.

38: In case you were wondering, the percentage of drivers who claim their company expects them to violate the regulations as part of their job.

Today's Trucking's sister publication *highwaySTAR* conducted a similar survey recently in which nearly 84 percent of drivers questioned admitted to "adjusting" their logbook to make some wasted time appear as sleeper or off-duty time in order to extend available driving hours.



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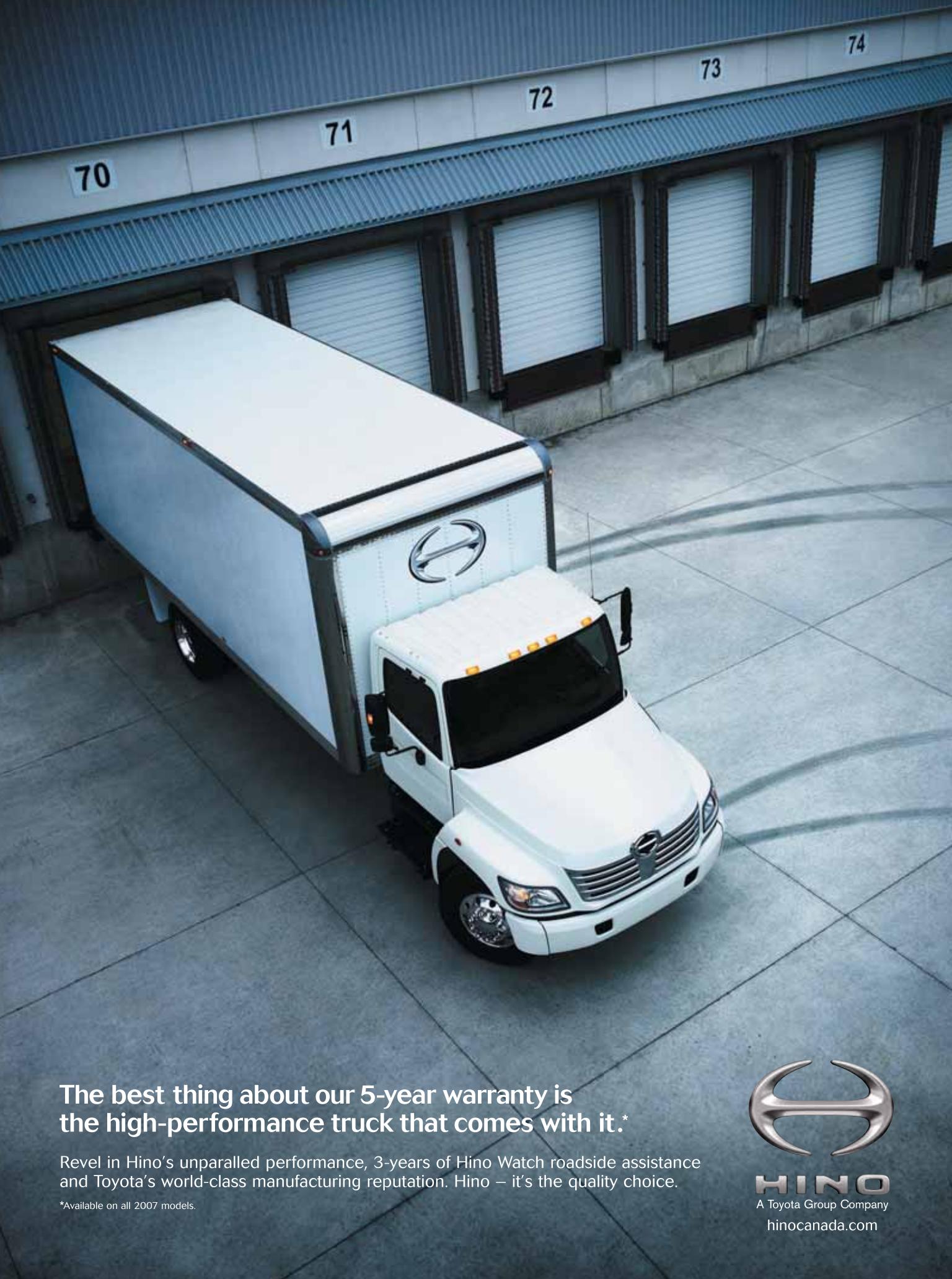
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rather than roadside inspections, said Canadian Trucking Alliance CEO David Bradley.

However, HOS problems spotted at roadside inspections will still be fed into the system, which could trigger a

compliance review (known as a facility audit here in Canada).

Bradley also noted Transport Canada and the provinces might well take their lead from the U.S. in terms of an EOBR policy in



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this country. Regulators are currently reviewing reports on such technology.

In late 2004, CTA called for mandatory EOBRs on all trucks, with the choice of technology left to carriers. "Our concern with making EOBRs mandatory only for repeat violators is that it holds carriers who are more likely to cross a scale or to have an audit to a higher standard than others," says Bradley, adding that's all the more reason why meaningful incentives are essential if a voluntary approach is to take hold.

While users will be free to purchase EOBR devices of their choice, the proposal calls for uniform technical requirements, including a standard display of specific data fields so "no matter where you are or which device you are using, every read-out and display will be in identical format," says Hill.

The technology would record basic information needed to track a driver's

duty status, including, identity of the driver, date, time and location of the commercial vehicle, and distance traveled. The proposal also says the recorder would not have to be integrally synchronized with the engine, but would use global positioning or another standard tracking system, so long as it records location at least once a minute.

Recorders installed in commercial vehicles manufactured on or after two years from the effective date of a final rule (which Hill estimates will be between 18 months and two years from now) would have to meet these new technical requirements; but EOBRs, based on current technology, voluntarily installed before that time would be allowed to continue for the life of the vehicle.

Additionally, the information will have to be easily downloaded either through hardware or wireless transmission, says Hill.

The far-reaching impact

of the proposal, as it stands, will be analyzed closely over the next year. On the surface an EOBR mandate would add a major wrinkle to North America's recruiting and retention challenges.

One exec at a B.C. carrier that hauls down the Pacific coast says a two-tiered system is a decent way to weed out habitual violators that make it difficult for him to compete. "The problem is, some carriers are letting their drivers work outside the rules, while others—like us—are trying to work within the rules."

Rick Way of WayFreight Services in Guelph, Ont. says he has no problem making it near impossible for chronic offenders to stay in business, but is concerned that a hard and fast rule will flame recruitment problems in the industry and chase more drivers and owner-ops out of trucking.

"What do you think drivers are going to do if they

perceive the possibility of a drop in income or delays in getting home?" he asks rhetorically. "They'll do it anyway until they get caught. Then they'll walk."

— with files from
Oliver Patton

Hours of Work

Does HOS Rift Exist?

After more than a decade of debate, studies, and overlapping reports, it seems that Canadian provinces still can't agree on when and how the country's new hours-of-service rules should be enforced. The apparent rift, warn some truckers, could create an uneven playing field in more than one jurisdiction across Canada.

Despite assurances of a national rollout date for the rule, only three provinces—Ontario, PEI, and Newfoundland—have so far enshrined provincial versions of the federal regulation by



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AmeriQuest 2007 Transportation Industry Symposium, The Ritz Phoenix. The AmeriQuest-sponsored symposium brings together executives from private fleets, truckload common carriers, truck rental, and leasing companies for a high-level business agenda. Contact: Kate Barnes 888/999-6957 or click on www.ameriquestcorp.com.

February 28 – March 1

Transpo 2007 Conference & Exhibition, Toronto Congress Centre,

Toronto. Canadian Industrial Transportation Association represents Canadian shippers. This year's event—Supply Chain Policies: The Weakest Link—highlights issues in freight shipping via all transportation modes. Contact: 613/726-1577 or go to www.cita-acti.ca.

March 3-9

The Work Truck Show 2007, Indiana Convention Center & RCA Dome, Indianapolis, Ind. Held in conjunction with the National Truck Equipment Association annual convention, the event includes dozens of educational sessions, the latest work truck equipment from Classes 1-8 displayed by over 500 exhibitors. Contact: 800/441-6832 or click on www.ntea.com.

March 14

Manitoba Trucking Association Annual Meeting, Victoria Inn, Winnipeg. Hours-of-service will be a hot topic when MTA member fleets gather to discuss the trucking issues of the day. Contact: 204/632-6600 or go to www.trucking.mb.ca.

the Jan. 1, 2007 deadline. Carriers in those provinces—both federally regulated and intraprovincial—must currently abide by the new rules, even when operating in non-compliant provinces.

There will be a period of soft enforcement, although in cases of severe violations, action, including out-of-service declarations, will be taken at roadside and during facility audits.

But for truckers based in those seven provinces where the start of the new rule is delayed until March or April (see sidebar for new imple-

of the rule,” he says. “We are all on the same page, with the exception of Alberta, which signaled that it needed to do some further consultations.”

However, many in the industry are concerned the rift will create a two-tiered environment where carriers from provinces enforcing the new, more restrictive rules will be disadvantaged compared to carriers based in the other provinces.

Furthermore, there’s some confusion as to how officers in jurisdictions that haven’t yet adopted the new rule

technical, and insignificant amendments” such as correcting references and inconsistencies in English-to-French translations.

“However, we’ve also established an interpretation committee through CCMTA [Canadian Council of Motor Transport Administrators] to look at interpretation issues that arise from time to time,” he says. “We’ve decided that later this year, if changes are needed because of issues that have come up in the interim, we’re quite prepared to entertain doing amendments.”

One such change could

Borders

Open Your Lunchbag, Sir

Pre-trip? Check. Got the weather for your route? Done. Called the U.S. port of entry to see if your lunch meets United States Department of Agriculture (USDA) importation requirements? Huh???

It’s true. For the past few months, Canadian drivers have reported a spike in incidences where zealous U.S. border agents are inspecting—and often confiscating—personal lunches that the agents’ deem suspect, usually when the driver’s been flagged for secondary inspection.

So what constitutes a suspicious lunch? And what’s permissible according to the gourmands at the border?

“For the most part, food products manufactured in the U.S. are allowed reentry,” says Mike Milne, a press officer with the U.S. Customs and Border Protection Agency (CBP). “Commercially packaged products that are well labeled with country of origin are generally acceptable. However, most things containing meat products are not admissible. Rice too. Some imported foods are also suspect.”

That can sure impact a diet. But there’s more.

“Bringing fruits and vegetables is also complicated—it depends on where they came from. We don’t know what kinds of pests these products might be harboring.”

Milne suggests drivers go to the CBP or USDA websites to check for updates on what’s allowed in your

PROVINCE BY PROVINCE

HOS IMPLEMENTATION

BC	March 1, 2007
AB	TBD, provincial consultations under way
SK	April 1, 2007
MB	March 1, 2007
ON	January 1, 2007
QC	March 1, 2007
NB	March 1, 2007
NS	February 1, 2007
PE	January 1, 2007
NL	January 1, 2007
NT	April 1, 2007
YT	February 1, 2007

mentation dates) actual enforcement of the new rules might not begin until July 1. Things are even fogger in Alberta, where the rule has been pushed back indefinitely.

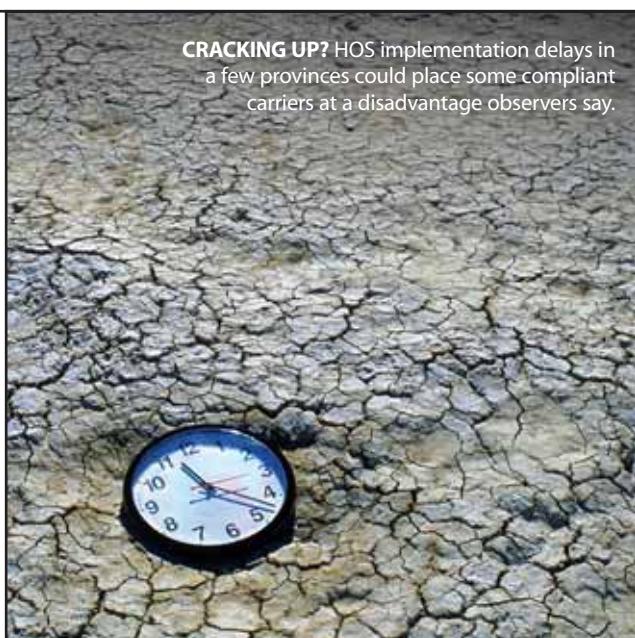
Brian Orrbine, director of Motor Carrier Safety Policy at Transport Canada, says all provinces were targeting Jan. 1, but several got caught behind different legislative agendas. “There’s no longer any debate over the content

can even write tickets for non-compliant carriers since statutes won’t exist to lay charges.

Various provinces will gain enforcement power as they implement the rules, but probably can only enforce the old rules or write warnings, a source tells *Today’s Trucking*.

Meanwhile, Orrbine says for now there won’t be any major tampering with the regulation other than “purely

address the so-called 160-km provision, which affects local drivers working in a 160-km air radius of the terminal. Manitoba is one jurisdiction which has already deemed the rules excessive for drivers operating less than 160 km and is allowing them to operate under the old exemption for the time being. This approach, however, was not honored outside of Manitoba at press time.



CRACKING UP? HOS implementation delays in a few provinces could place some compliant carriers at a disadvantage observers say.



PASTRAMI POLICE: Contraband isn't all US Customs is sniffing out. In some cases Uncle Sam wants your lunch too.

lunchbox, or call the port of entry you'll be using and ask.

Kevin Satchell, a Calgary owner-operator with Kleysen Transport, says he's had lunch run-ins with U.S. Customs during the whole mad cow affair a couple of years ago. "I was forced a couple of times to throw out salami sandwiches," he says. "It's my own personal food and God forbid it's got any (meat) on it. It's ridiculous, not to mention expensive—it's not easy to afford to be stopping for meals all the time when you're in the U.S."

"They take exception to an orange that probably originates from down there anyway."

Canadian Trucking Alliance CEO David Bradley has also taken exception to the rise in lunch confiscations, telling media it's like "taking a cannon to a fruit fly."

However, the CBP's Milne thinks all the fuss north of the border is being taken out of proportion.

"The majority of truck drivers don't go through a secondary inspection," he says. "We're not targeting truck drivers' lunches—we're focusing on vehicles, drivers, and cargo. It's a very small percentage of drivers that get flagged for secondary inspection, and most are because of paperwork with regards to their cargo."

Fuel

Truckers Hot at Being Hosed

When is a gallon truly a gallon? Not very often at the vast majority of U.S. gas and diesel pumps, apparently.

Hot fuel. It's an issue that's been around for more than 100 years—ever since the U.S. petroleum industry

devised a standard of measurement stating that a gallon of fuel at 60°F was the standard for sales. And it's an issue that's finally being addressed in the form of a class action lawsuit.

The suit was filed in a California court in December against a number of fuel retailers and 17 oil companies—on behalf of residents, including owner-operators, in seven states. The suit alleges retailers unfairly price fuel because of a lack of control of temperature-based fuel volume fluctuations. The complaint says the imbalance costs fuel buyers roughly \$2 billion a year.

So-called hot fuel provides less energy than a standard 60-degree gallon. Like all liquids at hotter temperatures, fuel expands, reducing the energy content. The hotter the fuel—whether by radiant heat from the sun or from the refinery process—the more drivers pay for diluted energy.

"We're talking around a

heard on the Street

■ In an effort to become even more vertically integrated, the parent company of **PETERBILT** and **KENWORTH** Trucks is planning to construct a \$400-million powertrain manufacturing facility and Technology Center in the Southeast U.S. A more precise location was not disclosed, but **PACCAR**—which also makes DAF trucks—says there's enough demand for all three products to warrant a new, 400,000 sq ft-engine facility. Construction will begin in mid-2007 and is targeted for completion in 2009.

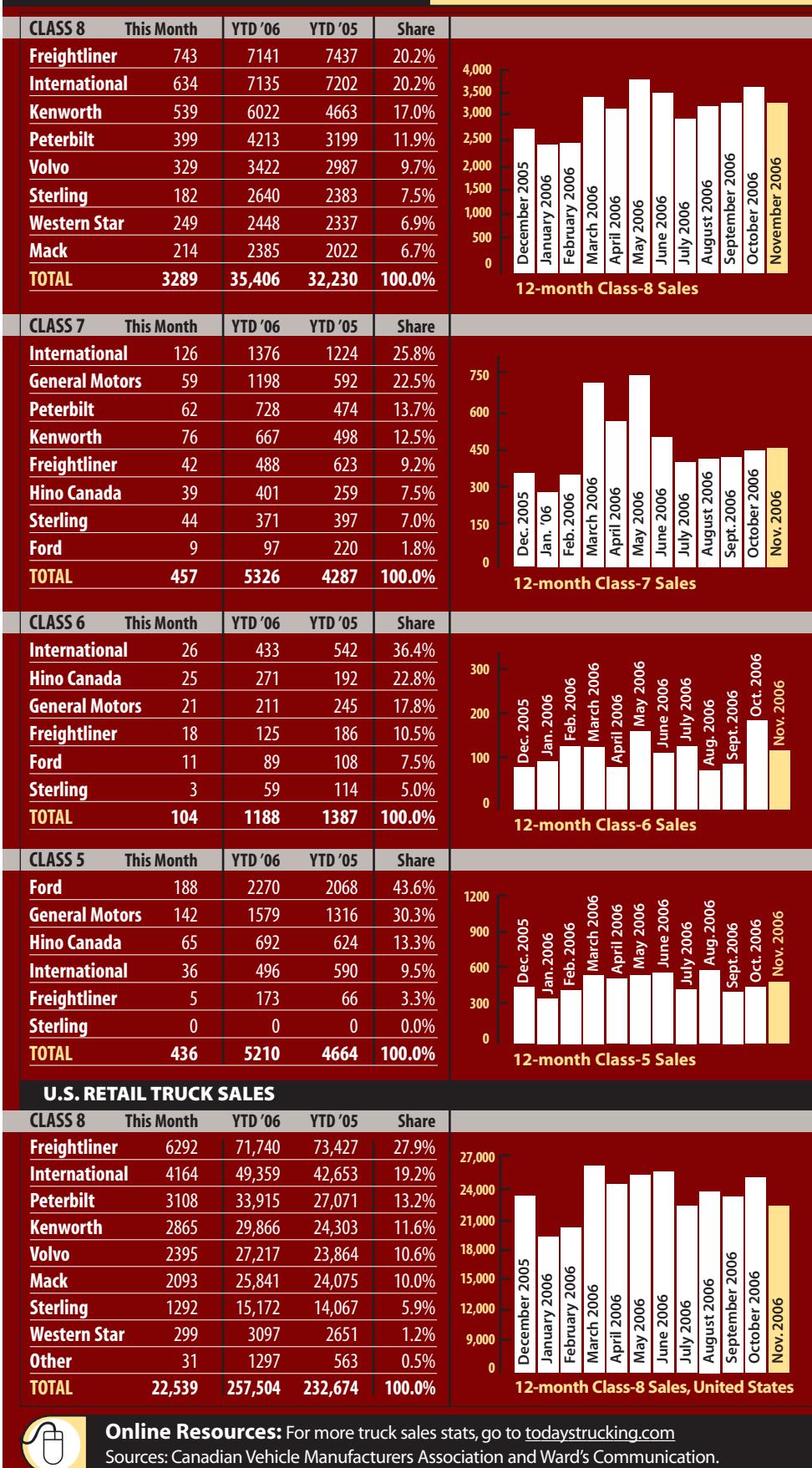
■ A spokesman for **NAVISTAR INTERNATIONAL** denied news reports that the company may be open to buyout offers, saying the truckmaker's CEO was making light of a question by a reporter about taking the company private. Roy Wiley, manager of external communications for Navistar, said CEO Daniel Ustian was simply joking when he made the tongue-in-cheek comment.

■ Struggling auto supplier **DANA CORP.** was given authorization to sell its trailer axle business to Hendrickson USA. The U.S. Bankruptcy Court of New York made the ruling for Dana, which filed for Chapter 11 last March and has since been operating under a strict restructuring plan. The two companies first announced the \$38 million deal in September, which includes Dana's Barrie, Ont., facility.

Dispatches

truck sales index

November 2006





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INSIDE:

- 25 Park on wonky rulemaking
- 29 Including a pre-crash with your pre-trip



7 Torch-Passing Tips

human resources *Trucking's rich with family businesses. Here's how to keep it that way.* By Duff McCutcheon

Don Zinky, a partner with KPMG Edmonton's Enterprise Group, delivers 7 tips on how to pass your trucking business from elder to junior—with a minimum of heartache.

1 ASK THE TOUGH QUESTIONS

With the most important question being: who's going to take over? "If you've got more than one sibling working in the business, it's very unlikely you're going to have joint control. At the end of the day, somebody's got to be president," says Zinky.

In his practice, Zinky interviews all stakeholders—including key non-family employees—then presents a report pointing out areas where there's consensus and divergence. "I've done plans where after you talk to mom and dad and siblings, there is unanimity on who should lead the next generation, but that's rare."

"The family should be asking itself what it wants to accomplish, what's best for the business? Too many people go into succession planning motivated by taxes,

instead of sitting back and asking what's the best thing we can do to ensure the business survives to the next generation."

2 OPEN COMMUNICATION

To help facilitate communication, Zinky suggests setting up a "family council"—a vehicle with some rules of order. It has to be a forum that allows all family members to speak up without fear of repercussion. Often an outside mediator can help things along for the first year. "Everyone in the family should take turns chairing the meetings, setting the agenda, etc," says Zinky, "asking fundamental questions such as how much cash the family wants out of the business; family values and how the business is consistent with those values; philanthropy—anything that impacts the family as a result of the business."

3 PUT YOUR LEGAL HOUSE IN ORDER

In many transitions, stakeholders will play around with the boxes in the organizational chart and won't bother to change

the buy-sell agreement or the will to correspond with the changes.

"This is really a matter of ensuring all your i's are dotted, so if something happens you've got a legal document to fall back on that will stand up in court," says Zinky.

A succession plan can take three to five years, but you can't wait that long to ensure that the founder's will is going to cause what you want to have happen, to happen. "I look at the key elements: will, buy-sell agreement, and we'll do a quick and dirty. If it's not good enough to get us five years down the road, then we'll change it, knowing we'll change it again once the process is complete. It's a temporary document to tide us over till things are done, and as you get towards the end and can see what the final picture looks like, then you ensure your final documentation is consistent with your final picture."

4 BUILD THE SUCCESSOR'S BUSINESS SKILLS

This is too often neglected in succession plans. The founder figures the son or daughter comes from the right gene pool, has been trained under them for several years, and is good to go for the take over.

"I encourage clients to look at it this way: If you were to hire professional management to run the business, what sort of skill set would you want? They map out the skills of their dream executive, and then take the skill set of the identified successor and identify his skills, and compare them to the dream exec—then look at the gaps," says Zinky. "Are the gaps something that could be filled by having a strong CFO, or HR person? Or are they gaps that require more training or more exposure to different parts of the business? It's basically coming up with a plan to ensure the successor is as well equipped as they can possibly be for the day they take over."

Many of Zinky's clients insist their kids work outside the family for a while before they're admitted into the business. "It proves to everyone—including the successor—that they can make it for themselves,

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getting by on their talents and not their name. It does so much for the confidence of the individual, plus it gives them a better perspective on the industry."

5 GETTING NON-FAMILY BUY-IN

This one isn't key in all situations, but if you've got a couple of non-family employees that are critical to the success of the business, then it's crucial that these people are on side if there's to be a change in leadership. It's mostly a matter of finding out their concerns, ensuring they're looked after financially, and addressing any doubts as to what the change means for them. "If it's not handled properly you could lose people that you really don't want to lose."

6 FUNDING FOR RETIREMENT

Critical to the success of all transition plans is finding a way to get the parents' wealth out of the business without forcing the next generation into financial strain. This is a real challenge and unfortunately it's where too many start the transition process—it should be left until the end.

Zinky says there are numerous ways to accomplish moving mom and dad's cash out of the business. Freezes can be arranged that allow ownership to transfer, but the parents still have some control until they're paid out. Plus, there's private equity groups—banks, like the Business Development Bank of Canada (BDC), and private equity pools—who are happy to help finance succession for a piece of the action. "They put money up, and take a certain percentage of the profits through a specific class of shares that can be redeemable upon certain benchmarks being hit so the family can get it back."

7 DEFINE THE CURRENT LEADER'S FUTURE ROLE

If someone's been running a business for 30 years, people identify as such. When he or she gets involved with, say, the United Way, they're identified with the business. "But when they know they have to retire, they're scared silly as to who they're going to be once they step down as president of the business," says Zinky. "If it's a man, being a typical male, a whole bunch of his identity is wrapped up in his role, and if he doesn't have the role, he doesn't know who he is. What role is he going to fulfill after the transition?"

"There are too many situations where

dad comes into the office occasionally and talks to the old employees. They start complaining about something Junior's doing and dad jumps to remedy it—suddenly Junior's in a position where everything is being second guessed. Why does it happen? Dad doesn't have a role."

One successful family set up a board of advisors and made their retired father the chair. "It functioned much like a board of

directors; the siblings would make quarterly reports and the founder got to ask questions and it worked really well. Another client made dad the director of training where he continued to have a specific role in the business.

"But it's got to be a two-way street. You have to come to a consensus with the outgoing leader as to how much involvement they want." ▲

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

TRUCKS _____ TRUCK TRACTORS _____

TRAILERS _____ BUSES _____

OFF ROAD VEHICLES _____

2 ARE ANY OF THESE VEHICLES ...

A. In any of the following Gross Vehicle Weight Classes?

Class 8: 33,001 lbs. GVW & Over Yes No
Class 7: 26,001 to 33,000 GVW Yes No
Class 6: 19,501 to 26,000 GVW Yes No
Class 3, 4, or 5: 10,001 to 19,500 GVW Yes No
Class 1 or 2: Under 10,000 lbs. GVW Yes No
B. Refrigerated Yes No

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No – Do not send/unsubscribe

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(Check Only ONE)

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INDEPENDENT FLEET SERVICE/REPAIR SPECIALIST

OTHER (Specify) _____

5 DO YOU SPECIFY, SELECT OR APPROVE THE PURCHASE FOR ANY OF THE FOLLOWING?
Check All that apply.

A. New vehicles & components

- 01 Trucks, Tractors
- 02 Trailers
- 03 Powertrain components (engines, transmissions, axles)
- 04 Vehicle systems (brakes, lighting, suspensions, cooling, electrical)
- 05 Tires, Wheels (new or replacement)
- 06 Vehicle appearance (paints, markings - new or replacement)

B. Replacement Components, Parts & Supplies

- 07 Replacement parts (filters, electrical, engine parts, brakes, suspensions, exhaust)
- 08 Major replacement components (engine, transmissions, exhaust)
- 09 Oils, Additives & Lubricants
- 10 Shop equipment and tools

C. Fleet Products & Services

- 11 Equipment Leasing
- 12 Computers, Software
- 13 Financial services, Insurance
- 14 Fleet management services (fuel reporting, permits, taxes)

D. 15 None of the above



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I Could Have Called This One

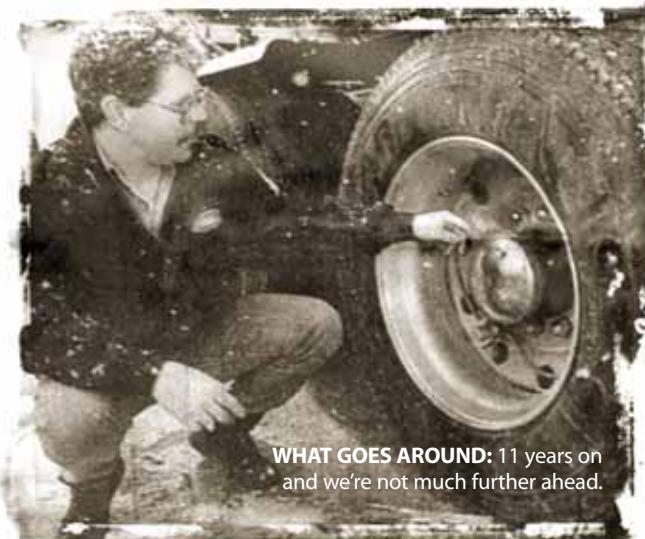
driver's side Any driver could have called a reasonable HOS plan if someone asked. But that's the problem. Experts don't trust guys on the shop floor. By Jim Park

New Year's Day found me out back in the home office purging a little of the flotsam and jetsam that has accumulated over the past 12 months. I was getting serious about this year's excavation, and soon found myself digging into boxes that have lain undisturbed behind my desk for years. Among the material I found was the first magazine article I had ever written. Ironically enough, it was about hours of service.

It was the January 1996 issue of *Motortruck* magazine. I was 15 years into my 20-year driving career, and an active member of the Ontario Trucking Association's first Road Knights team. At the November 1995 OTA convention, I had been debating hours of service with then-editor of said trucking journal, Barry Holmes, when he asked me to write a column about hours-of-service for his paper.

Although it was heavily edited in a way that only Mr. Holmes could get away with, my words spawned a bunch of letters which were published in subsequent issues. Those words also garnered an editorial column in the U.S. trucking pub, *RoadKing*, then edited by Tom Berg, presently of Newport Publishing's *Heavy Duty Trucking*.

Mr. Berg's take on the original story was entitled "Here's One Set of Regs You Could Sleep With," (*Road King* April/May 1996, page 4). He noted that in the search for a



WHAT GOES AROUND: 11 years on and we're not much further ahead.

set of hours-of-service rules that might actually work, I had laid out a plan that made a lot of sense.

Remember, this was January 1996—exactly eleven years ago—and the hours-of-service debate was just getting started in the U.S. and Canada. Some (US) \$5 million dollars had just been spent on a massive cross-border study on driver fatigue (who knows how much has been spent since on meetings, conferences, travel, coffee and donuts, etc.), and the regulators were a decade away from formalizing a "new" HOS rule.

Looking back, it's hard to see why it took more than a decade to come up with a rule that, to me as a working driver, was nearly a second-nature no-brainer. I guess they had to add the "government" stamp to it—which is to say, take a simple concept and screw it up so badly that there'd be no denying where it came from.

The key to fatigue reduc-

tion—I wrote then—is to establish rules that encourage drivers to keep on as regular a schedule as possible—that is, working and sleeping at more or less the same time each day, while allowing a reasonable length of a workday and a decent opportunity for rest.

Eleven years ago, I proposed a two-tiered HOS scheme—one set of rules for drivers who start from and return to a terminal at the end of a shift and commute to and from work (daily-dispatch), and another for drivers who do not return to the terminal each day and who sleep in their trucks (over-the-road).

The way I had it figured, the "daily dispatch" drivers would work a 12-on, 12-off rotation for a maximum of five consecutive days. After five days on, they'd get two days off (60 hours)—just like civilians—before starting back to work at the same time again on Monday. There would be

no distinction between driving and on-duty/not driving hours. The 12 off-duty hours would allow the driver to commute to and from work while still having the opportunity for about eight hours sleep, a decent meal, a shower, etc.

For over-the-road drivers, I proposed a 14-on and 10-off rotation. I had figured on 12 hours of driving with two additional hours for meals, rest, loading, fueling, etc. After 14 hours on duty, they'd need 10 hours off. After five 24-hour duty/rest shifts, the driver would take 36 hours off.

That was pretty well how I described my plan 11 years ago. Not dramatically different than the official one we waited more than a decade for, and in my mind, no worse—but certainly much less expensive. I can see now where a modification or two might have helped in the marketing of my plan, but I can't see where the plan we're saddled with now—in its complexity and confusion—is really that much better.

To be sure, there are probably as many "unworkable" aspects to my proposal as the one we have now, but I suppose the real difference is that I'm not blessed with a bureaucratic brain that sees a whole bunch of other interests that must be met. Silly Park. I thought it was all about safety. ▲

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

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On Balance

big money *The pros and cons of incorporation.* By Scott Taylor

Where do you draw the line when you're thinking about incorporating your business? Right down the center of the page, listing the pros on one side, the cons on the other.

It seems like such a simple exercise, but it's a good first step toward determining whether changing the legal structure of your business is right for you. So sharpen your pencil and draw that line. If you're considering incorporating your business, here are four items for the "pro" side:

① Limited Liability

If you're a sole proprietor, you assume all the liability of the company. Your personal assets, such as your house and car, can be seized to pay the debts of your business. When a business is incorporated, an individual shareholder's liability is limited to the amount he has invested in the company. You can't be held responsible for the debts of the corporation unless you've given a personal guarantee. That said, a corporation has the same rights as an individual. It can own property, make investments, incur liabilities, and sue or be sued.

② Corporations Carry On

Unlike a sole proprietorship or partnership, a corporation has an unlimited life span. It will exist even if the shareholders die or leave the business, or if the ownership of the business changes.

③ Income Splitting

Corporations pay dividends to their shareholders from the company's earnings. Unlike wages, dividends can be paid without the shareholder being actively involved in the corporation's business activities. Your spouse and/or your children could be shareholders in your corporation, giving you the opportunity to redistribute income from family members in higher tax brackets to family members with lower incomes that are taxed at a lower rate.

④ Tax Savings

Your corporation should qualify for the small business deduction. This annual tax credit is calculated at the rate of 16 percent on the first \$300,000 of taxable income, which may be a much lower tax rate than that applied to your personal income. Additionally, you can determine when you personally receive income, a real tax advantage. Instead of getting your income when it's received, being incorporated allows you to plan and take your income at a time when you'll pay less in tax.

NOT FOR EVERYONE

Incorporation isn't without cost or risk. Here are four items you may see as disadvantages to incorporating:

① Another Tax Return

A sole proprietor or partnership only has to show the Canada Revenue Agency an

income statement with its tax returns. Once you're incorporated, you'll file two tax returns each year: one for your personal income, one for the corporation. A corporation must also file a balance sheet listing all assets and liabilities. This, of course, will mean increased accounting fees.

new corporation due to the corporation's lack of a credit rating or from an established business if assets are insufficient. So although technically the corporation has limited liability, the owner still ends up being personally liable if the corporation can't meet its repayment obligations.



② More Paperwork

Corporations, for example, must maintain a minute book, containing the corporate bylaws, the register of directors and shareholders, and minutes from corporate meetings. Additionally, you have to make payments and track balances on your corporate income tax accounts and make source remittance payments for CPP and income tax on your wage/salary.

③ Liability May Not Be So Limited

The prime advantage of incorporating—limited liability—may be undercut by personal guarantees and/or credit agreements. Lending institutions may require a personal guarantee from a

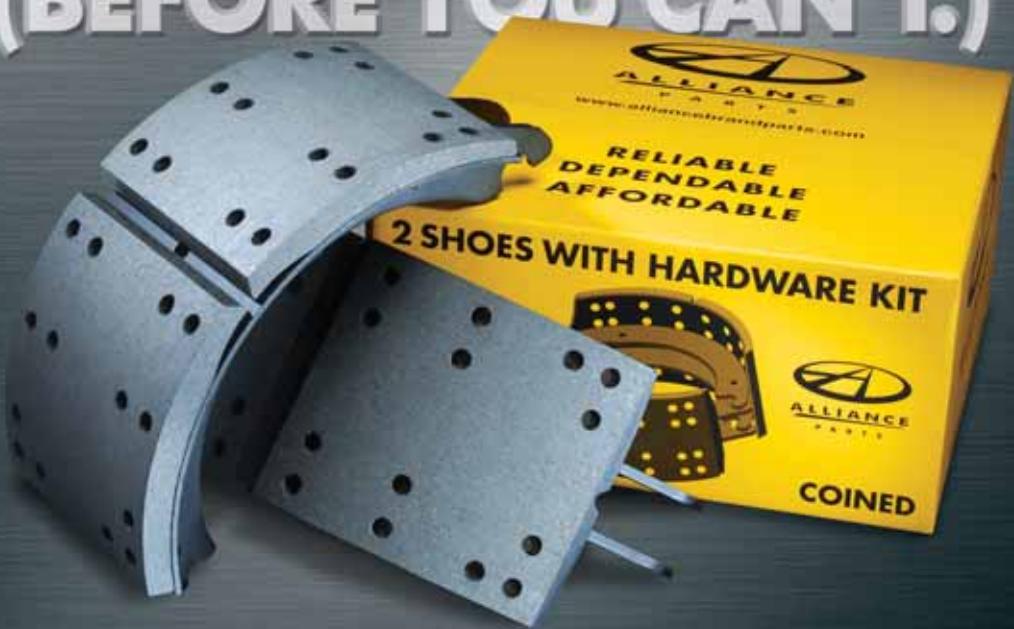
④ Registering Corporation Can Be Expensive

Fees for incorporating a small business either provincially or federally range in the hundreds of dollars. There may be annual update filing fees as well.

Some of these advantages and disadvantages are short term and some are longer term, which makes it hard to assess their value to you. Don't make your choice without talking to your own accountant and lawyer. You'll get a more precise assessment of incorporation. Only then can you predict whether the trouble and expense will be worth it. ▲

Scott Taylor is Vice President of TFS Group of Waterloo, Ont.

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Before The Crash

safety *How to minimize the costs of a collision.* By Brian Botham

Trucking companies face considerable risks. Say you have a loaded truck traveling between Toronto and Chicago, a 500-mile trip. Think of how many vehicles, people, and situations the driver will encounter en route.

The odds of something going wrong, even if your driver doesn't break one single rule, are stacked against you. Now consider your fleet size, of say, five, 60, or 1,500 trucks, and you soon realize that with that kind of exposure, the likelihood of an accident is very high.

And far too often, when the worst happens, we switch into reactive mode.

We send somebody to the scene. We arrange towing; find out what's covered by insurance and what's not. The detail work piles up. In the tangle, you create a recipe for out-of-control costs. In most cases, we neglect to plan for the emergency, and are therefore at the mercy of whoever gets involved.

A truck-car collision, especially if there's a fuel or hazmat spill or personal injury, can cost millions.

How can you protect yourself? Or at least minimize the damage?

The answer—be proactive. Think about what you have to do before you have to act.

The first item you'll need is on-scene representation. If the collision is close to home you can go yourself or send a senior person.

But if it occurs across the country, or south of the bor-

der? Your insurance company will have a network of adjusters who can attend the scene promptly to protect your interests on site. Don't wait for the accident to happen before finding out how your insurance company handles this.

Your driver could be another liability or an asset on scene. You never know what he or she might say to authorities. Conduct a little training on this matter, because it's important, or at least instruct all your drivers to consult with the company or the designated on-scene rep before giving any type of a statement.

injury to ensure your company is protected.

The other issue at a collision scene is the press. The only thing your drivers should say to reporters is "Please contact my company and our management would be happy to give you a statement."

Anything else is dangerous.

It's no longer uncommon for transport companies to hire

Transport companies are viewed as multi-million dollar corporations with deep pockets and the lawsuits are out of control.

contact the Moncton spill company, who in turn will dispatch the closest spill team in the network. The advantage of this is you will have fixed rates for the clean up rather than be at the mercy of a team dispatched by enforcement, over which you will have no control.

Finally, there is the tow and recovery of your assets and cargo. Unfortunately some unscrupulous companies charge ridiculous rates for their services. My advice is to establish a relationship with a recovery specialist near your home and they will be able to help you get the best service elsewhere, if and when the time comes.

A client of mine was recently charged \$28,000 US for a recovery even though the truck was still upright and merely had to be towed about five miles. The client refused to pay and gave the bill to his insurance company who persuaded the towing firm to submit a reasonable bill. The final tally came in at a much saner \$5,000.

But if the client hadn't already established a good relationship with his insurer, it would have been just another case of reacting to risk, when it's too late. ▲



Even when you're not in the wrong, the potential for lawsuits is huge, and anything your driver says can be used against you in court. Transport companies are viewed as multi-million dollar corporations with deep pockets and the lawsuits in this industry are out of control.

Some truck insurers keep lawyers on 24-hour call to attend any accident involving a fatality or bodily

public-relations people to help project a positive image and minimize negative reports.

Environmental cleanup can be another huge cost. You can minimize this by contracting with a reputable spill clean-up company, before the need arises.

These organizations typically have a North America-wide network in place. Should a spill occur in Winnipeg and if your terminal is in Moncton, you

Brian Botham, CDS, is a Certified Director of Safety through NATMI. Brian is the President of CMV Safety Consulting Inc., specializing in safety and compliance consulting with transport companies across Canada. He can be reached at 519-533-3656 or bbotham@cmvsafety.ca.

PEEK INTO NEXT SEASON

WHY YOU SHOULD PUT EXPOCAM IN YOUR DAYTIMER

Want to find out about the future of the Canadian trucking industry in a hands-on kind of way? Then you should visit **EXPOCAM 2007**, scheduled for Montreal, from April 12 to 14, at Place Bonaventure.

The theme is "Trucking into the Future" with a heavy emphasis on the impact of new technology on Canada's trucking industry and it'll be the biggest truck show in Canada this year.

In addition to more than 275 industry-related exhibitors, including all the major OEMs from across North America, show organizers are offering seminars and workshops for fleet owners, managers, maintenance managers, and owner-operators.

ExpoCam organizers expect more than 15,000 qualified buyers at the Montreal show. What's more, if history's anything to

judge by, evidence proves that people do make major buying decisions at trade shows.



Wabash Trailer Commercial Director Daniel Canning recently told a reporter that at the recent CamExpo in Quebec City, he sold 10 four-axle trailers within the first two days.



According to the show organizers, if you go to www.expcam.ca, you can download a form that lets you pre-register for a discount. But the offer is only good until March 30.

ExpoCam is owned by Newcom Business Media, which also publishes *Today's Trucking* magazine. Newcom also owns Truck World, the trade show in Toronto that happens alternate years from ExpoCam.

SHIFT Your Winch Into OverDrive



Patent Pending



SilverCap™ OverDrive™ Fits Over Any Winch and Converts it to a Ratcheting Winch.

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SilverCap OverDrive Turns Any Winch Into A Ratcheting Winch

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For more information on the Youth Employment Strategy, contact the Canadian Trucking Human Resources Council at 613-244-4800, or email yes@cthrc.com



Eligible candidates need to be between 19 and 30 years of age, cannot be collecting Employment Insurance, and must be a graduate of a post-secondary institution or the Canadian Trucking Human Resources Council's Earning Your Wheels program. You simply need to offer them a minimum of 30 hours of work per week for the next six to 12 months.

PURE CONFIDENCE

**Take delivery of any 2007 Cat® engine
and you'll get free Extended Coverage
plus the Cat On-Time Promise.**

That's Pure Confidence



Mile upon mile, year after year, fleets and owner-operators count on Cat engines with ACERT™ Technology to drive their business. Our 2007 engines will continue the Cat tradition of reliability, performance, fuel economy and life to overhaul. In fact, we're so confident in the next generation of ACERT Technology that we're backing it with our Pure Confidence Program:

Customers who take delivery of any 2007-model Cat engine for commercial service between January 1, 2007 and June 30, 2007 will not only get free Extended Service Coverage, you'll also get the Cat On-Time Promise: If your engine is ever down for repair more than 24 hours during 2007, we'll pay for you to rent a truck to deliver your load.

PURE POWER

Caterpillar is ready for 2007

In addition to our Pure Confidence Program, you have plenty of other reasons to feel good about running Cat engines in 2007. With over 450,000 engines with ACERT Technology on the road today, Caterpillar is the market leader. We have a long, proud history of producing dependable engines that deliver customer satisfaction. According to J.D. Power & Associates, Caterpillar has ranked "Highest in Customer Satisfaction with Vocational Heavy Duty Diesel Engines, Six Times in a Row." Our 2007 solution, based on proven ACERT building blocks, has been fully tested and overwhelmingly accepted by customers. More than 100 pre-production engines have logged nearly 12 million miles hauling freight under actual operating conditions. And Caterpillar backs this technology with a North American network of 2,500 authorized service locations and the Caterpillar On-Highway Engine Call Center. Plus the Cat C7, C13 and C15 have all been EPA certified.

Bottom line: We're ready for 2007.

Pure Confidence Program

Extended Service Coverage

ESC covers 100% of parts and labor for the covered engine and emissions components.

- C15, C13 & C9: 3 years/300,000 miles
- C7: 3 years/150,000 miles

Cat On-Time Promise

If your engine is down for repair more than 24 hours during 2007, Caterpillar will pay for you to rent a truck to deliver your load.

Some restrictions apply. See your Cat or truck dealer to learn more about our Pure Confidence Program and why Cat engines with 2007 ACERT Technology give you the power to move ahead.

Caterpillar C-12 received the highest numerical score in the proprietary J.D. Power and Associates 2000-2003, 2005-2006 Heavy Duty Truck Engine/Transmission Customer Satisfaction Study.SM 2006 study based on 2,529 total telephone interviews measuring opinions of principal maintainers (owner/operators and fleet managers) of Class 8 heavy duty trucks. Proprietary study results are based on experiences and perceptions of principal maintainers surveyed in April-June 2006. Your experiences may vary. Visit jdpower.com

Powerful results

Over the last year, 56 fleets have rolled up nearly 12 million miles on more than 100 Cat 2007 pre-production engines. Customers agree that those engines delivered the same reliability, fuel economy and performance as current Cat engines with ACERT Technology.



David Freymiller
President
Freymiller Inc.

"In the past 12 months, we've put 160,000 miles on the Cat pre-production engine and had only one minor repair. We feel much better with the Cat technology than with the other competitors out there."

"Regarding fuel economy, the Cat '07 pre-production engine runs right in the same ballpark as our current Cat engines. I see no difference in this truck. And we will go on with this '07 Cat engine."



Curtis Wright
Maintenance Director
A. Passmore & Sons
Trucking



Bill Chaney
Controller
L.H. Chaney Materials Inc.

"Since putting two Cat '07 pre-production engines into service, we've had no problems. Based on our experience, we feel extremely confident with Cat's product moving into '07."

CATERPILLAR[®]

WHILE YOU WERE SLEEPING: Drivers will be resting better at night. How about your compliance department?



Devils in the Details

Believe it or not, we're still getting calls from drivers wondering what this new hours-of-service thing is all about. Thirty days into 2007, as this issue hits the street, and some drivers—presumably smaller fleets too—remain in the dark.

One driver from a substantial Atlantic Canadian carrier told me in mid-January that he still hadn't received any training on the new rules.

Getting used to the new HOS rules will be a challenge for some, and the urge to stick to the old ways—or at least to make the old ways look as much as possible like the new ways—will prove irresistible for a while. So carrier safety and compliance people will need to be vigilant during the coming months.

Sure, we've got a period of soft, or educational, enforcement on the go right now, but we shouldn't expect that to last all the way out to June 30 before drivers start getting tickets—and fleets a whack of NSC or CVOR points. It's just a matter of time.

Here's a synopsis of what's changed from the carrier perspective—aside from the operating rules themselves. Carriers have some new requirements to abide by as well, and these issues are often overlooked in an HOS discussion.

NEW LOGBOOK FORMAT

Administrative change like this always bring hidden costs, and this situation is no different. The new logsheets require several bits of information previously not required, so it's advisable to roll up all the old logbooks you have in storage and toss them into the woodstove. New ones are widely available now from the usual sources, so out with the old and in with the new.

Drivers must now retain the previous 14 days' logs in their possession for roadside inspection, not seven, as under our old rules and in the U.S.

NEW RESPONSIBILITIES

The new rules place certain responsibilities on the driver and carrier—as before—but now add shippers and consignees to the named parties.

As well, the new regulation adds the burden of identifying potentially hazardous drivers who, by virtue of "impaired faculties," might be "likely to jeopardize the safety or health of the public." This would be above and beyond preventing drivers from driving when they are simply not in compliance with the rules, i.e., out of hours.

It's not only drivers who have to adapt to Canada's **NEW HOS** rules. Bosses, too, must take a good hard look at the changes. Here are a few serious nitpicks you might have overlooked at training time.

BY JIM PARK

details

NEW RULES FOR LOCAL DRIVERS

Carriers are now required to keep HOS records for drivers that operate inside a 160-km air radius of the terminal. As before, these drivers are not required to fill out logs—except if they venture outside the circle, even for an hour. Carriers, though, must maintain records that clearly identify all duty status for each 24-hour period; state driving and on-duty time separately; indicate which cycle the driver is using; note if any off-duty deferral is being used; and record any personal use of the truck with odometer readings.

The appropriate forms are available from the usual sources, but one wonders if it might just be easier to maintain an actual logbook and be done with it. The new rules still allow drivers working in an area where multiple stops are involved to aggregate the driving and on-duty/not driving hours.

SLEEPER REQUIREMENTS

The new rules speak to certain sleeper design and fitment requirements that include defining the thickness of the mattress and the need for suitable bedding—blankets, sleeping bags, pillows, etc. Inspectors now have the authority to enter the sleeper, so make sure the fleet's sleeper vehicles are all appropriately equipped.



THE WAITING POOL: Delays incurred at docks waiting for, or loading and unloading trailers, will be a lot harder to hide under Canada new HOS rules.

THE STICKY POINTS

It's probably safe to assume that drivers will try to make the best of their hours, sometimes going as far as to run the old way while logging the new way. But this practice will get them into trouble—particularly as it relates to the 16-hour workshift limit.

Delays incurred at borders or customer docks can no longer be absorbed by drivers converting the waiting time to off-duty or sleeper time, as was sort of the case in the past.

Transport Canada tells us that fully 90 percent of HOS violations are caught during facility audits, so have your safety and compliance people flag all occurrences of unusually efficient pick-ups and deliveries on trips where time markers exist.

The other part of the rule that is bound to cause difficulties is the 16-hour window as it relates to solo drivers who split their sleeper time. Only two sleeper intervals will count toward "clock-stopped" sleeper time. Off-duty intervals, such as lunch breaks do not stop the clock.

Work closely with drivers who operate in this fashion to ensure they understand the requirements and limits of splitting their sleeper time.

MISSED Interpretations

What follows describes certain changes that are likely to create confusion among drivers, and possibly compliance staff, among carriers that haven't invested in professional training.

SLEEPER-TEAM OPERATIONS

There is on-going debate over how many hours a sleeper-team driver must take off duty each day. The regs say all drivers must take 10 hours off each day, yet Section 19 seems to suggest otherwise. It reads, "(1) A team of drivers driving a commercial vehicle fitted with a sleeper berth may meet the mandatory off-duty time and daily off-duty time requirements of sections 13 and 14 by accumulating off-duty time in no more than 2 periods if:

- (a) neither period of off-duty time is shorter than 4 hours;
- (b) the total of the 2 periods of off-duty time is at least 8 hours; ..."

There's no mention in Section 19, which pertains exclusively to team drivers, of 10 hours off duty.

However, it's not technically possible for a team to remain compliant with the 16-hour workshift limits or the 13-hour daily driving limit without taking a total of 10 hours off each day. Due to the fact the 16-hour rule as it applies to teams allows for two

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Free Time

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*Contest entry forms must be submitted in person at ExpoCam 2007. Truck may not be exactly as shown.



YOU CAN'T STAND STILL...

..Or you'll get run over. That's the philosophy OTA Chair, Kriska's **MARK SEYMOUR**, brings to operating his own business and helping other truckers run theirs.

As the newly elected chairman of the Ontario Trucking Association (OTA), it falls to Kriska Holdings Ltd.'s Mark Seymour of Prescott, Ont. to carry the torch on speed limiters, EOBRs, incentives for green truck technology, and other high-profile campaigns.

Today's Trucking had a chance to discuss with Seymour his strategy on some of these issues, the OTA membership, his own "50 Best Managed" company, and more.

Today's Trucking: *One of your goals is to continue growing OTA membership. What more can you do to increase involvement?*

Mark Seymour: It's certainly not my phrase, but it has been said before that 'everyone benefits from OTA, just not everyone belongs.' The OTA accomplishes a hell of a lot of things that everyone benefits from. That can't be argued. For what our members get from OTA, the dues are a bargain. I'd like to encourage as many people as possible to see it that way.

TT: *There was a time when the transport guy in Ottawa only listened to the boys who rode the tracks. But over the last few years, OTA—and by extension the Canadian Trucking Alliance [CTA]—has really gained a lot of new political capital. How far has the group come as a lobbying force?*

MS: Pretty far. The staff in general, and [president] David Bradley, specifically, has developed an immense amount of credibility both provincially and federally. His preparedness has allowed him to be a frontrunner on various political issues. There's been a tremendous amount of credibility that comes from that consistency.

TT: *You have the unenviable task, as others before you, of balancing the varying—and sometimes conflicting—interests of all carrier members, large and small. Do you consider yourself a good facilitator since you're a grassroots sort of guy who's grown along with the board?*

MS: I hope so. I would like to think I'm kind of representative of many people who have gone on to lead their own businesses; people from second-generation family businesses who started when the business was small and have seen it through most of its maturity. I think I can relate to what most people are thinking about. At some point in my life I've probably experienced something similar, if not the same.

BY MARCO BEGHETTO

TT: *While I'm sure there's lots of commonality between member carriers, there's also people who don't see eye-to-eye on some controversial issues.*

MS: A lot of that is normal. It's a diverse industry with a lot of strong personalities, a lot of personal agendas, and a lot of common agendas. I wouldn't say that is the general feeling amongst the membership. I think we just need to continue listening to everybody [equally] what needs to be said.

TT: *One issue that—to put it mildly—has created some buzz in the industry is speed limiters. As one of the architects of the proposal in Ontario, how encouraged are you to see the OTA idea moving up the legislative ladder at Queen's Park, Quebec, and now even U.S. carriers are proposing it?*

MS: It really was a matter of Ontario taking the bold position that this is the right thing to do for the industry. At the time, others, whether they felt the same way, were not prepared to be as bold about it. Now that the ice has been broken, others are certainly agreeing with the idea—and that's a good thing.

TT: *Are you confident we'll one day see some sort of speed-limiter mandate in North America?*

MS: I think so. It'll take a while, of course. There will always be those that don't agree it's the right thing to do and they'll have their good reasons for feeling that way. But it appears to me that the majority of carriers and drivers are generally supportive.

TT: *Speaking of controversial issues, we saw a proposed rule on electronic on-board recorders [EOBRs] published in the U.S. in mid-January. OTA was the first association to officially endorse a "black box" rule to increase HOS compliance, but there's rough edges in the proposal that groups like OTA will have to help officials smooth out, no?*

MS: Here's another example of something we are supporting, but will have some adverse affects in areas within our industry. Certainly the positive effects of compliance and safety are why we support it, and there are perceived [negative] affects on drivers as well.

The market needs to look after all those things. People aren't interested in spending more time away from home. And how we'll have to deal with that is through compensation. If our asset utilization goes the wrong way then the market has to look after

Profile

that, too. The market needs to be prepared.

TT: Canadian truckers in some sectors this year didn't party like it was 2004. What about the next 10 months?

MS: 2006 has been a difficult year for many of us in terms of keeping our capacity as busy as we'd like it to be. The effect our dollar has had on the movement of goods going south has showed up in a profound way. The reality is there are just too

many trucks on the road in some sectors and we're all struggling to keep our trucks busy. I think 2007 is a year where well-managed companies—who manage both costs and revenue—will be fine. It won't be a year to remember as far as setting any records, but it'll be okay. However, those that don't manage costs and revenue will eventually get gobbled up or close.

TT: *Kriska has grown from a couple*

dozen trucks to nearly 400 in the last 15 years. What's your strategy for the next 15?

MS: To be here, first of all. I don't know how big we'll be.

I'm not sure how important it'll be. But our size and scale will depend on market conditions and our ability to attract and maintain good people. We can't stand still or we'll get run over.

TT: *Kriska is well known for its community and charity work. As OTA chair, is that a facet of the organization you want to see grow as well?*

MS: I have a lot of friends in this industry and I know each of them do a heck of a lot more in their communities than they get credit for. There are a lot of wonderful things that happen across the province. It's not an association matter, per se, but any chance I get to talk about how charitable this industry is, I'll certainly do that. ▲

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GETTING HERE FROM THERE: **KRISKA'S JUST-IN-TIMELINE**

1978: Kriska incorporates under founder—and Mark's father—Ken. Base of operations: Kemptville, Ont. Equipment: Two tractors, six trailers. Personnel: two mechanics, three drivers; one office person.

1983: Mark Seymour joins company as a driver. Later becomes a mechanic, service supervisor, dispatcher, operations manager and VP sales.

1987: Kriska moves to new HQ in Prescott, Ont. Equipment: 25 tractors. Personnel: 25 drivers and four mechanics.

1989: Deregulation of trucking. Kriska becomes a "for hire carrier." Number of trucks: 35. Tractors: 100.

1995: Kriska adopts satellite hook-up that connects two-thirds of fleet to Prescott Head Office. Kriska cited by Ontario Chamber of Commerce as one of Ontario's Outstanding Businesses. Mark named president.

1996: Kriska opens a 15,000-sq ft. warehouse in Mississauga.

2000: Kriska recognized as one of Canada's 50 Best Managed Private Companies.

TODAY: Equipment: 385-plus tractors; 1,035-plus trailers. More than 500 staff.

KRISKA NAMED ONE OF CANADA'S BEST MANAGED COMPANIES SIXTH YEAR IN A ROW.

What is The Full Story?



The Full Story offers a deeper look at our industry's key current issues – border-crossing, hours-of-service legislation, and pending diesel emissions, among others. If you want to know more about issues in the news, look here.



THEFULLSTORY

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Check us out!

I think the driver was Russian. I know he was sweating. I was in my minivan on a residential street in mid-town Toronto and it was dark out. I pulled up behind a parked but idling tractor pulling an empty flat bed and for some reason—as if he knew I liked trucks—the driver leapt from his cab and, waving a cigarette in one hand and a sheaf of paper in the other, said “North Queen? East Mall?”

Fortunately for him, I know where North Queen and East Mall are and I luckily had some time on my hands.

“Follow me,” I said. “I’ll take you.”

The trip took about 25 minutes. It could have been faster, but I had to travel on truck routes so Mr. Driver wouldn’t get into even more trouble than he already was.

We arrived at the intermodal yard, I waved him past and he entered the yard. It was the last I saw of him but I’ll bet it wasn’t the last he heard of it.

He had a cell phone—I saw him in my rear-view, but whoever was on the other end of it wasn’t much help. Of course, our encounter was after normal office hours. And maybe he didn’t want to admit to being lost anyway.

Who would? Everybody knows that being lost costs lots.

According to Mike Ham, vice-president of business services for Shaw Tracking (formerly Cancom) every time a driver pulls over to look at a map or make a

phone call, the truck devours an extra liter of fuel. That’s just one simple cost of not knowing where you are.

Some others?

For one thing, it makes you late. It eats into your available driving hours. Drivers get frustrated and discouraged, and pulling over can be dangerous.

In-cab distractions have been cited as one of the leading causes of accidents.

So Ham’s question—and one that sticks in the craw of many other people in the

industry—is why don’t more companies invest in technology that minimizes time in the Twilight Zone?

Especially since the price of staying found is going down. And people like Ham will convince you that your operating costs will go down by eight-to-12 percent.

According to Jamie Williams, PeopleNet Canada President, if small-to-medium sized fleet operators—the ones most prone to having lost trucks—investigated tracking and navigating technology,



The **HIGH COST** of **GETTING LO**

they'd find that it would probably cost them, on a per-truck basis, less than the price of a cell phone.

Not only that, but they would probably learn, he said, that the services would deliver extra, unpredicted benefits.

"For some reason, people are intimidated by technology. They shouldn't be," Williams said.

For less than \$100 per truck per month, you can have service that not only tracks your vehicles, but your drivers can access

STAY IN TOUCH

Driver navigation is a key feature in a number of new and updated products announced recently.

Here's a list of some of the new offerings:

QUALCOMM'S new OmniVision mobile computing platform is designed for fleets of all sizes and includes key driver enhancements such as an advanced text-to-speech feature for updating drivers on driving directions, routes, or other information. (See page 50 of this issue for more on this.) The new system also features an integrated touch screen, color display, and a remote control unit allowing drivers quick access to navigation directions and other information. Drivers testing the new system have given the touch-screen and text-to-voice features rave reviews, Qualcomm says. (Some drivers might prefer to switch the voice off; it's the operator's choice.) The new system is backward compatible with the company's existing OmniTracs and OmniExpress systems.

PEOPLENET'S g3 onboard system delivers far more than just navigational aids, though the system is worth investing in even if the small-to-medium fleet owner is simply looking for ways to help his drivers stay on route. In addition to 24/7 point-to-point navigation help—complete with a new larger and easier to read screen—PeopleNet's "edriver" log application complies with Canada's new hours-of-service rules with little or no input from the driver; and up-to-date logs can be made available for inspection at any time.

Williams says most of these applications will in fact deliver more than the fleet owner requests, but once they've been tried, they'll seem indispensable. "Sort of like that camera that's installed on your laptop," he said. It's not why you bought the laptop in the first place but once you realize it's there, you find it very useful.

The same thing applies to automatic mileage recording, engine monitoring, or automatic accounting software.

GEOLOGIC SOLUTIONS recently introduced a Windows-based in-cab color display unit for driver logs and on-board navigation functions. The touch-screen display features a high-resolution graphical



interface and boasts several new technologies, GeoLogic says.

The new display will be available as an option for new customers and as an upgrade for existing MobileMax customers. Key features include electronic driver logs, text-to-speech capability, mapping and onboard navigation with turn-by-turn directions. The system can be integrated with a fleet's existing software packages.

TELUS's new Navigator application, currently available to Telus subscribers (in limited areas of Canada although company brass say it will be broadened later this year) uses a combination of GPS and cellular towers to provide pinpoint accuracy so drivers can navigate through their handsets and receive audible directions from where they're located to where they're headed.

Navigator is currently available on the Samsung A950 and LG8500 with compatible handsets coming out early this year. Users pay \$10 per month for the Navigator service when it's added to their Telus plan.

FleetNav Directions from **MAPTUIT** is a system integrated into fleet's dispatch that allows drivers to request directions to drop-offs or pick ups from inside the cab. FleetNav Directions calculates not just the shortest route, but the most truck-friendly route, taking into account distance, speed limits, bridge clearances, tolls, driver hours-of-service rules, fuel prices and other factors.

Maptuit also has introduced a navigation system designed to allow drivers to find the closest service location. Vendor data can be fleet-specific or a set of locations recommended by Maptuit.



ST

Communications

dock-to-dock instructions that include truck routes, traffic obstructions, and construction zones. (And your drivers would have constant contact with your dispatchers and your head office would be able to monitor driver hours. But that's another issue.)

Some of the solutions can be simple.

Barend de Wit of Mission, B.C., drives for Minneapolis-based Admiral Merchants. He's been behind the wheel for three

decades and about five years ago, a friend in New Jersey introduced him to ALK Technology's GPS-based CoPilot Truck.

"Before I had this, I had maps, like everybody else, and now I never use a map."

The ALK program is downloaded onto de Wit's PC and regularly upgraded, and at this point it maps about seven million miles of U.S. roadways and about one million Canadian.

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"I'm always looking for something new that will help me achieve a better bottom line," one trucker says.

He can set his routing preferences for things like "most practical," "toll avoidance," or even "avoid and favor roads," based on input from experienced drivers.

De Wit says another, unadvertised advantage of mapping software is that owner operators (or carriers) will be able to bill more accurately. "The thing is, I worked for guys who wanted me to do an extra pickup someplace in a town, but they didn't want to pay me for it. With this, I could show them that, say, a jaunt across L.A. would add 50 miles to the trip.

"I have to thank those guys because they made me computer literate," he laughs.

"The thing is," de Wit says, "I'm always looking for something new that will help me achieve a better bottom line. There's no question that CoPilot is cutting my out-of-route mileage, and it saves time and lowers my phone bill."

De Wit points out another advantage of onscreen maps or navigational aids. "We're not getting any younger and our eyesight's not getting better," he says. Almost all onboard navigational aids, from Shaw Tracking's Omnidvision and PeopleNet's g3 system and CoPilot, let the driver enlarge the image so it's easier to read.

You can't do that with a paper map.

The thing about off-the-shelf mapping software is that it's not often trucker-specific. And they don't correspond to what dispatch is using.

Bernie Hockswender is the director of sales for Rand McNally Commercial Transportation.

He says more drivers, like de Wit, "are realizing that it's actually easier for them to rely on instructions from dispatch if



HOW ABOUT CONTROLLING IDLING?

Getting drivers back on route is only one of the ways technology can help save money. Fleets can generate reports on idling (and virtually any other parameter measured on a truck) by the month, the week, the day, whatever. You can offer driver incentives to do better or you can let them know when they're pushing the limits.

The American Transportation Research Institute (ATRI), a trucking industry not-for-profit research organization, released the results of a national survey on the issue at the recent Winter Leadership Meeting of the American Trucking Associations.

The survey provides data on more than 55,000 trucks and offers a timely snapshot on the extent of idling and of the use of idle-reduction technologies among trucking companies.

KEY FINDINGS:

- Sleeper cabs were reported to idle an average of 28 hours per week, which equates to 1,456 hours annually.
- Day cabs were reported to idle an average of six hours per week, which equates to 312 hours a year.
- The average cost of idling was estimated at \$3 per hour. (The average cost of diesel during the time of the survey was \$2.35 to \$3.14 a gallon.)

Based on the 2005 average retail price of diesel (\$2.40 a gallon), sleeper cab operators spent an average of \$3,494 to idle a truck, while day cab operators spent an average of \$749.

they have technology in place to get driving directions in the cab, either by cellular phone, or other mobile communications device. The off-the-shelf packages don't have trucking attributes like low bridges, hazmat, and other restrictions."

Barend de Wit puts it this way: "if they ripped it [CoPilot] out of my truck, it would be like taking my left arm."

"I think once drivers use something like this, they will realize what a helpful tool it is and they realize that it makes their job easier."

He should know.

Last year, de Wit, in his beautiful 1995 Kenworth 900L, grossed more than \$200K and drove about 90,000 miles. He must be doing something right. ▲

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AD-AR010

Peterbilt's Class 6 Model 330, rated up to 26,000 lb GVW, can be spec'd below the classified licence threshold.



A Class (6) Act

road test *Peterbilt's Model 330 is a good fit in the lighter-end of the medium-duty market. By Jim Park*

The medium-duty market is getting crowded, but Peterbilt's little Class 6 cousin, the Model 330, is going to be noticed no matter where it goes. It's as easy on the eye as it is on the backside. It's a comfortable truck to drive, and it's easy to drive. Given that many of its future drivers will be non-CDL holders, that's a real plus.

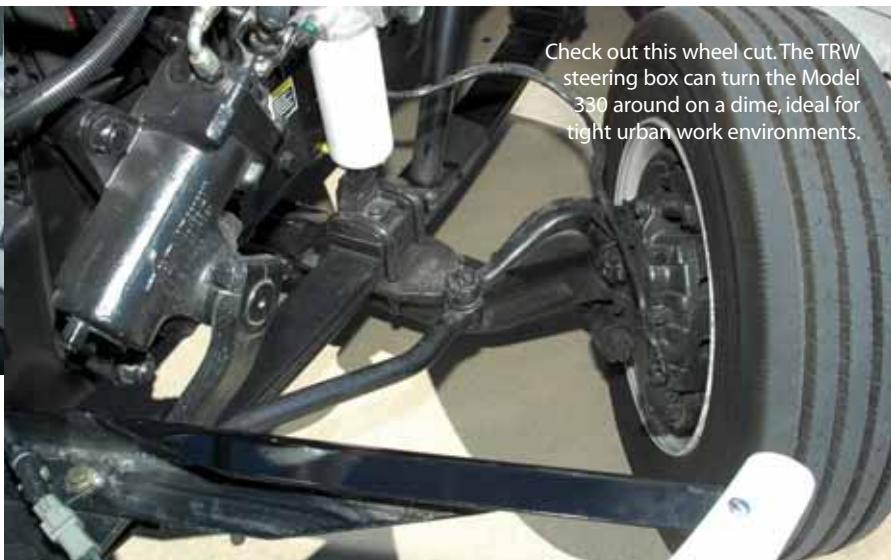
The Class 6 market is ripe with customer-specific configurations, from freight boxes to tilt-n-load auto haulers, and the Model 330 will fit right in to any of them. The clean back-of-cab gives the body builder an easy chassis to work with, and an under-frame DPF placement offers the fewest restrictions with regard to PTO installation or frame-mounted accessory placement.

When spec'd with 19.5-in low-profile tires, the rear deck height is scarcely more than 36 in. off the road, making it much easier to climb into and out of than a full-height chassis. Curb-side deliveries and locations where no loading docks exist mean the driver will be making many trips a day into the cargo area. Low is good in this world.

But low doesn't mean compromised visibility from the cab. From the driver's seat looking forward, the steeply raked hood is barely visible, and very unobtrusive. At 108 in. from the bumper to the back of the cab, the hood is short, and it certainly won't get in the way of your



ABOVE: The Model 330 has the same cab as its Class 8 cousins, with few distractions. Visibility and access are both good, the Allison shifter is in easy reach, as is the parking brake. Any driver would be at home here, even a veteran.



Check out this wheel cut. The TRW steering box can turn the Model 330 around on a dime, ideal for tight urban work environments.

driver's better judgment. And the view out the side windows is excellent too.

Peterbilt offers 7 x 16-in mirrors, and they're cab-mounted on swing-away brackets for an extra measure of maintenance cost reduction. The peep-hole in the passenger door is a must, in my

mind—even more so when you're staffing the trucks with less experienced, non-CDL drivers. Every visibility advantage you can think of has been built into the Model 330.

And speaking of inexpert drivers, Peterbilt makes the Model 330 hood and

fenders out of something called Metton, a highly durable and impact resistant composite material. It's not bullet proof, but it'll take its share of abuse. The front bumper is available in Metton too, or you can order a chrome job if you want to spruce the buggy up a little.



OUR HERO

Driver Shawn Berube saved a life. March 31, 2006.

The St. Paul Alberta trucker, Shawn Berube saved the life of Bernard Bubliss when he pulled the sleeping driver from his smoked filled cab. Moments later the truck was engulfed in flames.

We awarded Shawn Berube's bravery with the **Bridgestone Firestone Canadian Truck Hero Award** which recognizes the heroic acts performed by truckers demonstrating courage, quick thinking and integrity in the face of emergency.

Congratulations Mr. Berube and thank you.

Shawn Berube (centre) accepts the 50th Anniversary Bridgestone Firestone Canadian Truck Hero Award from David Scheklesky (left), General Manager, Commercial Truck Tires, Bridgestone Firestone Canada and David Wilkins (right), US Ambassador to Canada.



In Gear

MAKIN' IT GO

Tip the hood forward and what you see under there is the new Paccar branded engine, the PX6, an EPA-'07-compliant in-line six-cylinder design with four valves per cylinder, a high-pressure common rail fuel system, and a variable geometry turbocharger. Made by Cummins, the engine evolved from the proven ISB platform—in fact it is an ISB, just rebranded.

One of Cummins' more successful medium-duty engines, it boasts the highest power-to-weight ratio in its class. It's the only engine available in the Model 330, but it won't leave customers wondering if they made the right choice.

The 260-hp version I drove around Denton last fall had all the snort you'd expect from a 26,000-lb truck. If heavier loads are in the cards, the PX6 offers rat-

ings up to 325 hp—but one can scarcely imagine needing that kind of power in a Class 6 chassis.

The engine is mated to a wide-ratio 6-speed Allison 2500 Series automatic transmission. That's automatic—with the torque converter. It couldn't be simpler to use for a novice driver—just bang it into "D" and away you go.

The Allison transmissions use torque converters, which acts as a fluid link between the engine and the rest of the driveline; and produces a cushion effect, so there's none of the driveline shock often seen with less proficient drivers. This produces smoother shifts, and protects the entire drivetrain, including the clutch, drive shaft, U-joints, and rear axle. And of course, there's no clutch maintenance either.

Allison's fourth-generation electronic controls optimize every shift for power or performance, and the transmission "remembers" how the last shift was made, so it can maintain powertrain efficiency. It continually adjusts shift schedules to suit engine load, operating conditions, and driver demand.

THE DENTON DRIVE

Denton, Texas is much like Calgary in that it's flat and spread out. There are newer sections and older sections, and the roadways vary accordingly. Traffic is busy and fast moving, mostly, and the drivers aren't terribly forgiving of another driver's hesitation. So, the last thing I wanted was to



be fumbling around with the truck while I was making my way downtown.

I took to this one rather quickly and found it much like bobtailing around in a short wheelbase tractor. At 220 in., the wheelbase isn't excessive, and the wheel cut was little different from my Ford Taurus.

Drivers in this environment climb in and out of the truck dozens of times a day, so egress and exit ease is really important. I notice the handles on the inside of the door were a tad small, but it was no major climb to get into the seat.

SPEC SHEET

PETERBILT MODEL 330 CLASS 6, 26,000-lb GVW

ENGINE:

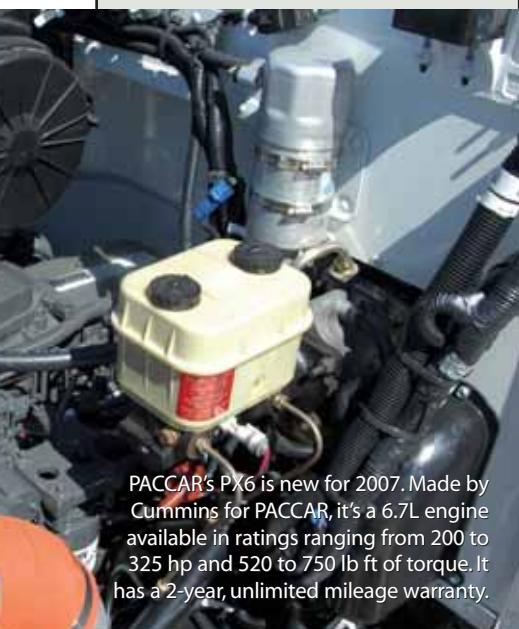
PACCAR PX6 260 hp, 620 lb ft

TRANSMISSION:

Allison 2500 RDS-P 5-speed

FRONT AXLE: Dana SPC 180 SG 8,000 lb, hyd. disc brakes, TRW TS 40 power steering, Bridgestone R250F tires.

REAR AXLE: Dana SPC 19060S 19,000 lb, Reyco 79KB 21,000-lb leaf springs, Meritor WABCO hyd. drum brakes w ABS, Bridgestone M724F tires.



PACCAR's PX6 is new for 2007. Made by Cummins for PACCAR, it's a 6.7L engine available in ratings ranging from 200 to 325 hp and 520 to 750 lb ft of torque. It has a 2-year, unlimited mileage warranty.

The daily inspection was easy enough, starting with flipping open the super-light hood. It opens nearly 90 degrees, giving the driver or mechanic lots of room to work. All the daily maintenance points were easy to get at, so good marks here too.

Given that the Model 330 is an easy and comfortable truck to drive, with excellent visibility and a powertrain suited to a possibly less skilled non-CDL driver, this

truck ought to find wide acceptance in the light-to-medium-size delivery market. It has a few bigger brothers for the heavier jobs, like the Model 335 and Model 340.

They're essentially the same truck, but with beefier suspensions and powertrains. With that in mind, you can build commonality into a fleet without sacrificing efficiency and lower cost of ownership. This little Class 6 lives up to its billing. ▲

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SHAW TRACKING OFFERS NEXT-GEN MOBILE COMPUTING

THE NEW OMNIVISION PLATFORM TAKES SATELLITE-BASED
COMMUNICATIONS TO A NEW LEVEL

Three years in development, the OmniVision mobile computing platform from **SHAW TRACKING** (formerly Cancom) is all new yet it's completely compatible with older hardware going back as far as 16 years. That's when Cancom first offered satellite tracking to Canadian truck operators. The flexible and scalable new system offers far more capability in general, engineered from the ground up. Shaw says it will help fleet operators improve efficiency, better manage fleet logistics, enhance driver safety and productivity, and improve driver satisfaction and retention.

OmniVision, from QualComm in the U.S., is said to deliver higher processing power on the mobile unit, an increased number of hardware ports, and an industry standard operating system—Windows CE—that enables rapid feature development.

Flexibility comes via operational profiles, so users can tailor solutions that meet the needs of a diverse fleet, with the

ability to handle future growth readily. Over-the-air upgrades improve uptime as services can be deployed quickly without touching the truck or taking vehicles off the road. Paperless driver logs will be a simple matter of switching on the service.

Highlights also include enhanced position reporting. The system's integrated GPS delivers more accurate on-board position reports and enables new applications such as Navigation (see below).

The OmniVision platform enables delivery of two-way data communications 12 times faster than before.

Overall fleet productivity should also be increased with the new system because many subscription-based services can be activated and upgraded over the air so vehicles can stay on the road while receiving the latest software. As well, because the system is compatible with the existing OmniTracs and OmniExpress mobile systems and the T2 Untethered TrailerTracs asset management system, customers can

easily incorporate the latest technology into their fleets in a 'customized' way.

Pricing will change, with a move away from charging by usage to charging by application a la carte. The new hardware costs about \$100 more than before, but Shaw Vice President Mike Ham says operating costs will drop. And with far more capability in the mix, he figures the value proposition is a good one.

One of the key features is advanced text-to-speech capability that promotes safety and productivity by allowing drivers to listen to and replay messages, eliminating the need to stop the vehicle and pull over to read a text message. The platform also features an integrated, color touch-screen and a new remote control device, providing drivers quick access to critical messages and other information.

One of the improvements is in the familiar satellite dome and its formerly aluminum base. Now both are made of plastic, eliminating the corrosion problem that some operators complained about previously.

OmniVision will also offer the driver turn-by-turn directions that can be read to the driver using the system's text-to-speech capability. Among the more attractive options is the upcoming Navigation Service, available in Phase Two after the initial launch of the system. It features truck attributes and truck-approved routing. The map data includes more truck-relevant information than any other system currently available, says one American user.

Phase Two will also bring 'WiFi' capability. As more and more truckstops, and even many rest areas in the U.S., offer wireless connections, this will become increasingly useful in terms of e-mail and downloading/uploading documents.

For more information contact Shaw at 800-478-9511 or visit shawtracking.ca. A demonstration of the system is available at www.jillknowsOmniVision.com.

HUB TRAINING CD

CONMET'S TRAINING CD FOR PRE-SET HUBS
Consolidated Metco has introduced an interactive pre-set hub training CD for service technicians. The 'student' can complete the hub training on his own schedule, at his own location, with virtually the same content provided by **ConMet** service managers in a more formal on-site training session—though it can also be used in conjunction with such a session.

The new CD-ROM training program instructs technicians on the proper identification, removal, servicing, and reinstallation of ConMet's pre-set hub assemblies. Users answer questions at the end of each chapter and are notified



of their overall score. After successfully completing the training session and correctly answering the questions, the technician is able to print out a customized 'Certification of Achievement'.

The 45-minute training session uses realistic animation to illustrate and explain detailed instructions on such subjects as: inspection and preventive maintenance; lubricant requirements; hub removal and disassembly; end-play measurement; and hub pilot vs. ball seat wheel mounting systems. A "Frequently Asked Questions" (FAQ) section is available at the end of the training program to help answer questions that technicians may have.

See www.conmet.com.

FOUNDATION BRAKE ANALYZER

INNOVATIVE BRAKE SERVICE TOOL

The Foundation Brake Analyzer (FBA) from Regina, Sask., **Hub Tech Systems** lets mechanics establish actual camshaft travel at each wheel end, or to identify the size of a brake drum present in most

S-cam brake assemblies, without removing the brake drum. Not altogether new but worth a look, the tool can save both time—15 to 30 minutes—and money.

The system is said to be simple and easy to use. The gauge has three discs that are stacked one on top of the other, with the ever-present stainless steel pointer. The largest disc is the stainless steel degree disc, designed to measure the total amount of S-cam travel evident in a specific S-cam foundation brake assembly. The second largest disc is the non-metallic brake lining disc. It's used to convert the brake-lining thickness you measure in the specific brake assembly into a number representing the number of degrees of S-cam travel used up by the brake lining wear. The smallest disc is the non-metallic drum disc, which determines the size of the brake drum.

The accompanying photo illustrates one actual brake test. The total amount of S-cam travel in this foundation brake assembly is 90 degrees. The remaining brake lining thickness measured half an inch, which means that 60 degrees of S-cam travel is used up by lining wear.

Therefore, 90 degrees of total S-cam travel, minus 60 degrees of S-cam travel as used up by the brake lining wear, the remainder is 30 degrees. The remaining



30 degrees of S-Cam travel is brake drum wear and initial lining-to-drum clearance. This 30 degrees has a calibrated measurement beside it of .125. This means that this particular brake drum is worn 125 thousands of an inch. Any brake that tests beyond 120 degrees of rotation is out-of-service.

The FBA is equipped with a magnet that's used to secure the analyzer to the S-cam of the brake assembly being tested. This design allows the gauge to be

Retail Diesel Price Watch

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WEEKLY PUMP PRICE SURVEY / cents per litre

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CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	110.9	0.1	93.4
VANCOUVER *	107.2	-1.5	76.2
VICTORIA	105.6	0.3	78.1
PRINCE GEORGE	103.7	-3.5	78.8
KAMLOOPS	109.9	1.8	84.7
KELowna	109.6	3.7	84.4
FORT ST. JOHN	112.2	1.7	86.9
YELLOWKNIFE	106.4		87.3
CALGARY *	98.7	-1.9	80.1
RED DEER	99.6	-0.1	81.0
EDMONTON	97.5	-2.6	79.0
LETHBRIDGE	102.9	-0.3	84.1
LLOYDMINSTER	102.4	-2.5	83.6
REGINA *	104.2	0.8	79.3
SASKATOON	99.2	-1.4	74.6
PRINCE ALBERT	102.6	-0.3	77.8
WINNIPEG *	99.7	-0.7	78.6
BRANDON	100.9	-0.8	79.7
TORONTO *	88.5	-1.0	65.2
OTTAWA	90.1	-1.2	66.7
KINGSTON	89.1		65.8
PETERBOROUGH	89.6	-0.7	66.2
WINDSOR	86.9	-0.9	63.7
LONDON	86.2	-3.3	63.0
SUDBURY	90.9	-1.5	67.5
SAULT STE MARIE	92.2	-0.7	68.7
THUNDER BAY	100.7	-1.5	76.7
NORTH BAY	88.5	-1.8	65.2
TIMMINS	97.7	-0.5	73.8
HAMILTON	89.3	-2.1	66.0
ST. CATHARINES	87.5	-1.4	64.2
MONTREAL *	100.4		67.9
QUEBEC	99.1	-1.5	66.8
SHERBROOKE	99.9	-1.0	67.5
GASPÉ	100.4	1.0	67.9
CHICOUTIMI	99.1	-0.7	66.7
RIMOUSKI	99.9		66.7
TROIS RIVIÈRES	99.9	-1.0	66.7
DRUMMONDVILLE	96.9		66.7
VAL D'OR	100.9	-2.5	66.7
SAINT JOHN *	99.0	-0.3	66.0
FREDERICTON	100.5		67.3
MONCTON	100.0	-0.4	66.8
BATHURST	101.6		68.2
EDMUNDSTON	102.9	0.0	69.3
MIRAMICHI	99.7	0.2	66.6
CAMPBELLTON	100.9		67.6
SUSSEX	94.3		61.8
WOODSTOCK	102.9		69.4
HALIFAX *	97.1		65.8
SYDNEY	100.1		68.4
YARMOUTH	99.6		67.9
TRURO	97.6	-3.3	66.2
KENTVILLE	97.8		66.4
NEW GLASGOW	99.6		67.9
CHARLOTTETOWN *	100.1		70.4
ST. JOHNS *	103.7	-3.5	70.5
GANDER	103.1	-3.6	69.9
LABRADOR CITY	109.2	-3.6	75.3
CORNER BROOK	102.4	-3.5	69.3
CANADA AVERAGE (V)	97.7	-0.9	72.0

V-Volume Weighted

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

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

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MaxxForce DT

among the changes is a new wiring harness that has a foam-over molding that's said to be "tough as nails" while holding a consistent shape. MaxxForce engines are now standard in all International on-highway class 4-8 commercial vehicles.

All three engines feature the familiar wet-sleeve design, with precision-machined sleeves that are said to provide even cylinder cooling and no hot spots. The aim is cylinders that stay round during thermal expansion and thus provide increased durability. International's medium-duty engines can be completely rebuilt in-frame with a works kit.

The MaxxForce DT powers class 6-8 DuraStar and WorkStar trucks with 210-300 hp and 560-860 lb ft of torque. The MaxxForce 9 runs the same trucks in class 7-8 trim, plus the International CXT, with 300-330 hp and torque ratings from 800-950 lb ft. And the MaxxForce 10 can be found in class 8 WorkStar and TranStar trucks with 310-350 hp and 1,050-1,150 lb ft of torque.

See your dealer or visit www.internationaldelivers.com and www.internationalengines.com.

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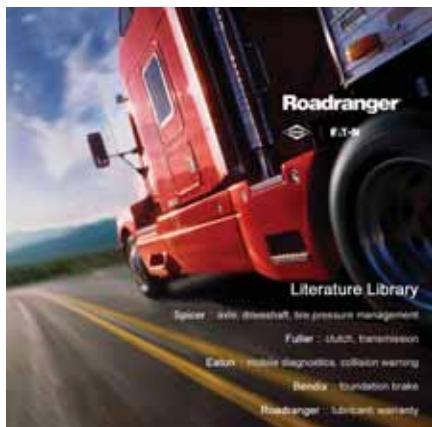
FROM A TO Z

Roadranger Marketing has published an updated four-disk CD set that neatly packages more than 1,000 product and service documents from Dana and Eaton, providing customers with a

comprehensive Roadranger system and service product library.

The Roadranger CD library provides easy access to materials without having to wait for items to be printed and shipped or for potentially long download times depending upon Internet connection speeds. The CD library provides sales, service, and parts literature for the entire Roadranger drivetrain including Fuller transmissions and clutches; Spicer axles, driveshafts, and tire-pressure management systems; Bendix brand foundation brakes, VORAD collision warning systems; Eaton hybrid electric power systems; Roadranger Lube; and Roadranger warranty and aftermarket literature. The library contains literature that has been translated into French (and Spanish).

The Roadranger product library CD, publication number TCMT0100, costs US\$30 and may be easily ordered by calling 1-888-386-4636. Nearly all documents on the set are available in Adobe



Acrobat pdf files, with complete manuals or individual pages available for quick printing and easy reference.

The documents on the CD can be also downloaded for free from www.roadranger.com. See also www.eaton.com and www.dana.com.

APU PAYBACK

THERMO KING'S TRIPAC ROI CALCULATOR

Thermo King has introduced an ROI (Return On Investment) calculator for its TriPac Auxiliary Idle Reduction and Temperature Management System. It's an online tool that's said to help customers understand the financial benefits of purchasing and operating



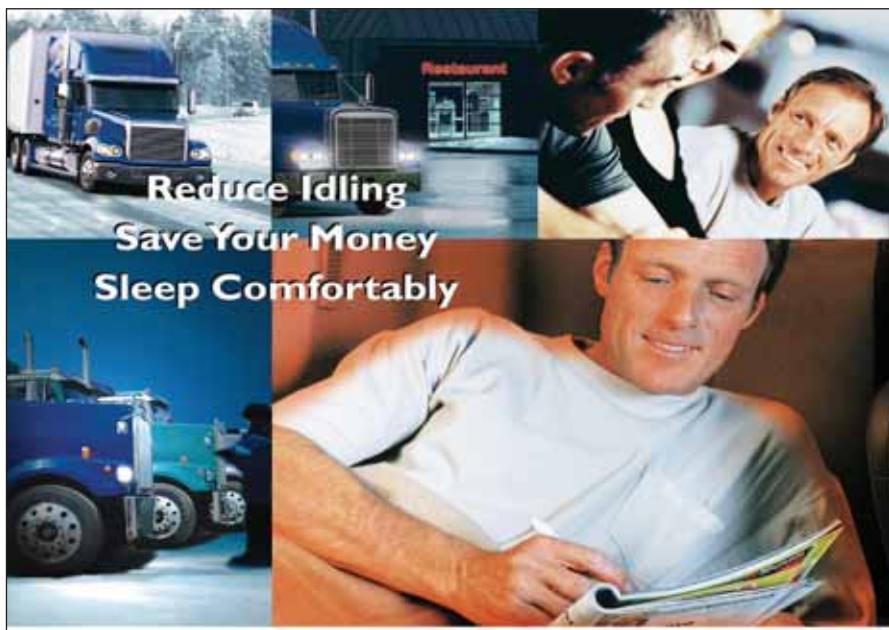
TriPac systems and the relatively short period of time in which they can pay for themselves. The TriPac system

minimizes idling while providing engine preheating, battery charging, climate control, and power in truck cabs.

After running through the online calculations, you can then generate a detailed report for either a single tractor or an entire fleet, showing fuel usage, maintenance, and operating cost comparisons. The calculator site also features product literature on the TriPac system.

Go to www.thermoking.com/tripac and click on the 'TriPac Savings Calculator' button.

continued on page 58



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We're looking for one very special owner-operator.

If you know an owner-operator who is dedicated, professional, and places a high priority on the important things in life – family and community – we'd like to hear about that person. We'll be crowning our third highwaySTAR of the Year next spring in Montreal during Expocam, so start thinking about who you'd like to nominate. The contest is open to all working owner-operators in Canada, which is to say; they still drive the majority of the

miles that are put on the truck, they earn their living from trucking, they reside in Canada and have a Canadian commercial drivers' license.

You may visit our website to fill out a nomination form, www.highwaystarmagazine.com, or check the registration form on the opposite page as we gear up for the 2007 highwaySTAR of the Year Award. Get your nominations in right away.

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An under-appreciated force at that. So once again we honor one of these dedicated, professional truckers with our 2007 highwaySTAR of the Year Award."

Jim Park, *Editor highwaySTAR*

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We Need Your NOMINATIONS!

Please nominate someone who truly deserves this award. Someone who is maybe a little bit special. Someone dedicated to professionalism, with a clean driving record and a clear commitment to safe driving and fuel efficiency. Possibly a person who gives something back, who is more involved in the industry and community than is utterly necessary. We're looking to recognize the whole person, not just the one at the wheel. This true "highwaySTAR" will be honored during the ExpoCam 2007 Show in Montreal, Quebec April 12, 13, 14 2007.



**\$250 cash
if your nominee
is chosen**



Please take a moment to NOMINATE someone today.



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

I WOULD LIKE TO NOMINATE:

Name: _____

Contracted to: _____ or Independent

Home Address: _____

City: _____ Province: _____ Postal Code: _____

Tel. home: _____ Bus: _____ Mobile: _____

NOMINATED BY:

Name: _____

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

Address: _____

City: _____ Province: _____ Postal Code: _____

Tel. home: _____ Bus: _____ Mobile: _____

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

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

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

FAX THIS FORM TO (416) 614-8861. This form can also be found at www.highwaystar.ca and can be electronically submitted. You may e-mail your nomination with all of this information to jpark@highwaystarmagazine.com, or, mail this entry to:

highwaySTAR of the Year

451 Attwell Drive, Toronto, ON M9W 5C4

Deadline for entries is February 23, 2007.

Description of selection criteria

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

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

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



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Dear Minister:

You say you will reduce taxes on Canadian workers and businesses to improve tax fairness and reduce tax distortions that favour or impede particular sectors, business structures or sizes. An issue you should address is the deduction limit for meals that truck drivers can claim as business or employment expenses. In Canada the general limitation on meal expense deductions is 50%, but it used to be 80%. In 1994 it was reduced to 50% to harmonize with US changes. However, the US government soon realized it was being unfair to truck drivers who spend a lot of time away from home and whose choices on where and when to stop and eat are constrained by regulations governing driving/rest times. The US government decided to gradually restore the allowable meal deduction for truck drivers. The current limit is 75%, but will be fully restored to 80% in 2008. To make matters worse when I cross the border these days, I can't try to save money by packing my own meals. Sandwiches and soups containing meat are not allowed into the US, nor are most fruits and vegetables. I have to eat to do my job and stay alive. I am not entertaining clients with expensive meals and wine at upscale restaurants. Please tell me you will restore the 80% meal deduction limit for Canadian truck drivers in your 2007 budget.

Name: _____

Address: _____

City/Town: _____

Prov: _____

Postal Code: _____



CALL TO ACTION

TRUCK DRIVERS & OWNER-OPERATORS

The "End the Lunch Bag Let-Down Campaign 2007" is a Cooperative Effort of:



Owner-Operator's Business Association of Canada
Association professionnelle des routiers autonomes du Canada



If postcard is missing, please fill out information above, and mail to the Minister of Finance, Jim Flaherty (see address below)

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Honourable Jim Flaherty

Minister of Finance, House of Commons, Parliament Buildings, Ottawa, ON K1A 0A6

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Fed Up?

meal tax How to help drivers get their tax-dollars' worth.
By Today's Trucking Staff

If an issue is controversial enough to unite the Teamsters, the Canadian Trucking Alliance (CTA) and the Owner-operator's Business Association of Canada (OBAC), something must be really wrong.

In this case, the issue is taxes; and what's wrong is the way truck drivers are taxed on the meals they eat on the road.

Right now, drivers can deduct 50 percent of the cost of their on-road meals from their taxable incomes. The Teamsters, OBAC and CTA (as well as this magazine and its sister publications *highwaySTAR* and *Transport Routier*) agree that drivers should be able to deduct at least 80 percent. That's why the groups are asking Federal Finance Minister Jim Flaherty to remedy the situation when he prepares his budget this winter.

At the heart of the matter is the fact that drivers spend a significant amount of time away from home, eating at irregular

times in truck stops and diners.

At one time, Canadian drivers could deduct 80 percent of their meal costs. However, in the '94 federal budget, the feds rolled the deduction back to 50 percent, ostensibly to prevent big businesses from getting a tax break on lavish entertainment expenses.

At the time, the government said it was merely following the U.S. However, the Americans soon realized that the arrangement was unfair so it began a gradual restoration of the 80-percent deduction limit for truck drivers. The 80-percent limit will be fully restored in the U.S. next year. The Canadian government has not followed suit.

In what might be an unprecedented act of solidarity, the various organizations have launched the "End Canada's Lunch Bag Let-Down Campaign" featuring a postcard designed to be sent to the finance

minister. (If the postcard has already been removed from this issue of the magazine you can clip the coupon at the top of the page and mail it, postage paid or fax it to Minister Flaherty. Or you can go to Cantruck.com and click on the lunchbag icon to send him an email.)

Joanne Ritchie, executive director of OBAC urges owner-operators to get behind the program saying, "it's time for the government of Canada to do the right thing and stop eating our drivers' lunch."

Phil Benson, a lobbyist for the Teamsters agrees, saying "when a U.S. and Canadian truck driver sit down side-by-side in the same truck stop, eating the same breakfast, it's very hard to stomach the fact that one of them is getting an 80-percent write-off while the other gets only 50-percent; it's not fair or reasonable."

David Bradley, CEO of CTA says "we are not talking about lavish meals with \$100 bottles of wine here; this is about subsistence, pure and simple." ▲

 **Online Resources:**
CALL TO ACTION

Canadian Trucking Groups Band Together to Restore 80% Meal Deduction for Drivers. Want to know more? Visit www.cantruck.com and click on "END LUNCH BAG LET-DOWN"

In Gear

JUMP STARTS

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KBi/Kold-Ban International offers a "new and improved" version of the KrakingKART with 'KAPOWER' supercapacitor technology. KBI's super-capacitors utilize what Kold-Ban calls "space-



age technology" adapted to meet the demanding engine cranking needs of today's accessory-laden engines. The portable KrakingKART is said to have more power to crank a vehicle than four-fully charged group 31 batteries.

It never needs access to A/C power, charges from a cranking battery

(even the rundown battery it is jumping), and fully recharges itself from the just started vehicle's battery in less than 30 seconds. The main benefits and ROI of the KrakingKART will be a direct result of the reduction of downtime, jump-start costs, and jump-cart maintenance, says Kold-Ban. There are three models, with 12-, 24-, or 12-and-24-volt capacitors.

See your dealer or visit www.koldban.com.

COOLANT EXTENDER

NEW FROM PENRAY

Penray's heavy-duty Extended Life Coolant Extender (part number 900032) helps ensure that extended-life coolant

maintains its engine protection properties against pitting, cavitation, and corrosion for 600,000 miles, 6,000 hours, or six years, before another coolant change is needed. A single addition of the extender is all that's required at 300,000 miles, 3,000 hours, or three years, thus eliminating the need to use supplemental coolant additives. Penray says its new extender offers long-term corrosion protection for aluminum, brass, cast iron, steel, solder, and copper. It reduces hard water scale and there's no silicate dropout or gel formation during use or storage, the company says.

See www.penray.com.



fleet; and bill lease operators for their licensing fees.

It's available in two versions, Canadian and U.S. The former identifies sales tax for each province and gives fees in both Canadian and U.S. dollars. The American version uses all U.S. measures—miles, pounds, and U.S. dollars, with Canadian and U.S. currency for Canadian fees.

A free 7-day trial is available. The basic plan, assuming medium usage with a maximum of 10 fleets, costs \$75 a year. For high annual usage with no fleet maximum, the cost is \$150/year.

Although this program will work for most operations, it's designed with the general-freight, long-distance trucker in mind. Therefore, carriers with special hauling needs like overweight permits may need additional information not provided by the program. In that case, for example, users must check with the base jurisdiction to find out which jurisdictions allow overweight loads.

TTML principal Sandy Johnson notes that this is an estimating program only. The fees may not match exactly to the government fees which will be shown on your fee notice, she adds.

Call 403-220-9829 or e-mail irpfeecalc@totaltrucking.com for more info, or see www.totaltrucking.com.

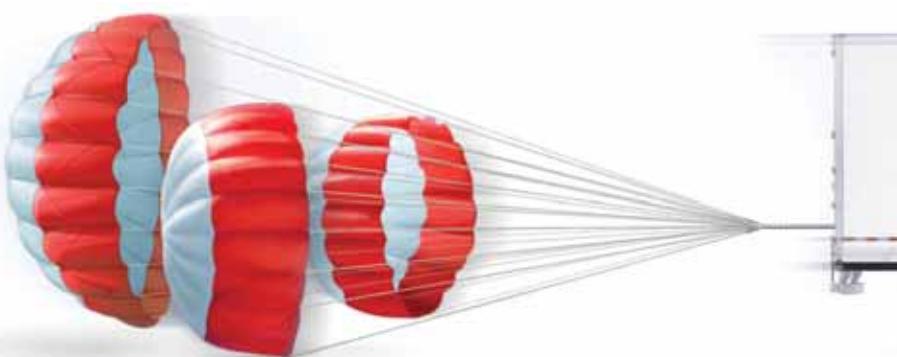
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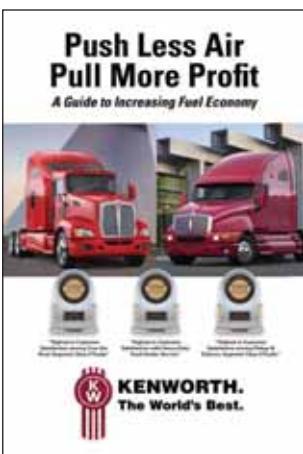
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FUEL ECONOMY GUIDE

KENWORTH OFFERS HELP FOR FLEETS, DRIVERS

Kenworth offers the latest version of a special guide to assist fleets and owner-operators interested in improving fuel economy. The "Push Less Air, Pull More Profit" guide emphasizes the importance of spec'ing trucks for aerodynamics and fuel efficiency. The newly updated, 4-page guide provides spec'ing tips like



careful selection of wheelbase and fifth wheel setting to ensure the optimal trailer gap. Available as a pdf file for electronic download and printing from

Kenworth's

home page (see URL below), the guide also offers driver tips and proper maintenance steps to help enhance the bottom line.

The Kenworth "White Paper on Fuel Economy" is also available on the company's home page. It explores aerodynamics, component spec'ing, advanced technology, route management, driver behavior, and proper maintenance.

See www.kenworth.com.

LONGER APU SERVICE INTERVAL

CARRIER GOES TO 1,000 HOURS

The ComfortPro auxiliary power unit (APU) from **Carrier Transicold** has been improved with a 1,000-hour service interval, industry-standard R134a refrigerant, and a powerful 60-amp alternator. These are among several performance-boosting enhancements that also lower life-cycle costs according to Carrier.

The ComfortPro APU provides air conditioning, heating, and household electrical current for a truck sleeper cab, plus battery charging and truck engine warming. Uniquely, it offers an all-electric architecture—the award-winning Deltek hybrid diesel-electric technology found in Carrier's Vector 1800MT trailer refrigeration units. Using a larger oil reservoir and new oil filter doubled the oil-service interval. The new alternator provides 50 percent more power than the original. Other improvements include the addition of a low-pressure sensor to protect the unit by shutting it down in the event of a refrigerant leak.

All ComfortPro APUs have a two-year, 4,000-hour warranty.

See your dealer or visit www.trucktrailer.carrier.com.

OWNER-OP SMARTS

J.J. KELLER'S RESOURCE CENTER

J.J. Keller & Associates recently launched its new online 'Owner-Operator Resource Center'. It brings

together in a single location compliance tools and information to help owner-operators understand and comply with regulations as well as stay current on industry news and regulatory changes.

Located at www.jjkeller.com/owner-operator, the resource center provides compliance tips, answers to frequently-asked transportation questions, and articles covering the latest compliance news. Users can also register for J.J. Keller's monthly e-newsletter, SafetyClicks, which provides additional transportation news and information via e-mail.

See www.jjkeller.com. ▲



Online Resources:
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Much more product news can be found online at www.todaystrucking.com. Better yet, subscribe at no charge to **Lockwood's Product Watch**. It's an e-newsletter published every two weeks, a heads-up notice about what's going on with trucking technology, where you'll find in-detail coverage of nearly everything that's new. Plus interesting products that may not have had the 'air play' they deserved within the last few months. You can subscribe easily online.

If you have a comment, or maybe a product I should know about, please contact Rolf Lockwood at rlockwood@newcom.ca.



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By Peter Carter

This Buddy's For You

A real life lesson in keeping them behind the wheel.

I think I might have just driven a driver from our industry. Sorry. It happened like this. I was dining at a chip truck near our office talking to a guy who does deliveries around the city. Between bites, he was saying he was tired of being "jerked around" by a-hole bosses and would even work at the local "Wally Mart" if it paid enough.

He was just about to chomp into one of the truck's fresh-cut fries when I mentioned that my wife's cousin's wife stands to make more than \$45K this year cashing at Costco. The ketchup-covered chip fell away from his mouth.

"Are you kiddin' me?"

Nope, I said. Costco pays really well. And the benefits are great. The driver decided then and there to apply.

The incident brought to mind a cartoon that my wife Helena posted on our fridge in December.

But rather than citing statistics, I'd like to draw your attention to a little off-the-radar meeting in Schenectady, New York, just before Christmas.

The encounter involved a Highland Transport O-O who also happens to be Canada's 2005 highwaySTAR of the Year, Terry Smith. He was with his wife Roxanne and they were meeting a bunch of kids in Meredith Bernadt's grade-four class at Schenectady's Howe School.

The Smiths, en route to Florida, took a side trip and dropped into the classroom laden with gifts of Christmas stockings, magazines, souvenirs and all sorts of other Canadian stuff, ranging from the famous Ganong chocolates to teddie bears, courtesy of Highland.

It's part of the Trucker Buddy program, which the Smiths joined earlier in the year at the suggestion of Bill Kalbhenn, Highland's general manager of risk assessment.

Trucker Buddy matches professional drivers with students across North America in grades one through eight.

Once connected, the students and drivers exchange letters, emails and souvenirs or anything else they care to share, and students learn about the world of trucking and drivers. The drivers learn about the kids.

As Roxanne wrote in Highland's company newsletter: "Not only will you be enhancing the industry but you will also be helping to teach the children how to read maps, the geography of the United States and Canada, math and language skills, as well as a sense of responsibility and social skills."

"Many of the students in the program struggle with academics but because of their fascination with the trucking industry, they work hard and achieve success. It improves their self-esteem because they feel special, and consequently they are more determined to succeed and learning becomes fun."

Not every Trucker Buddy ends up visiting a classroom, but the Smiths were thrilled that they did. How could you put a price on having that kind of impact on a kid's life?

What's more, the Smiths did it with the blessing of Highland, a company that clearly knows a thing or two about treating drivers with the respect they not only deserve, but crave.

I bet if my chip-truck pal had been working for an outfit that encouraged him to join Trucker Buddy or some such, there'd be one less guy filling out job apps down at Costco.

Want to know more? Click on truckerbuddy.org. ▲

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



ONCE UPON A TIRE: Trucker Buddies get to share tales of the road with kids who don't get around much.

"Dear Kids," it said. "Even though you've been good, I won't be doing my usual rounds this year. \$60 an hour in the oil patch was just too good to pass up. Love, Santa."

My point? Every few weeks, you get an in-your-face reminder that tons of drivers are in it for the money. Period.

The industry's rich with guys who would, in a grasshopper's heartbeat, leap from the cab if it meant making more dough elsewhere.

The thing is it would be very easy to believe that this applies to most of the people behind the wheel, when in fact it doesn't. I could spend the rest of this page—and for that matter much of the magazine—reproducing the results of studies that show that what drivers want as much as a reasonable income is respect and an expectation of a humane lifestyle. Not to mention an honest boss.



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