

BENCHMARKER: The spanking new digs of a forward-thinking trucker, PG.32



Challenger's founder and president **Dan Einwechter**

Today's Trucking

The Business Resource For Canada's Trucking Industry

June 2005

www.todaystrucking.com

WHAT YOU NEED TO KNOW ABOUT

Brave New Fuel

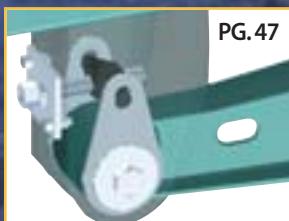
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We'll do it, with your help, through a new editorial award program, **THE BENCHMARK SERIES**. Designed to honor asset-based trucking operations – of any size or type, anywhere in Canada – that excel in such a way that they present a model for others to follow, it begins with the May issues of both *Today's Trucking* and *Transport Routier* in which we take a look at Monam Industries of Chambly, Quebec. In every subsequent issue of each magazine this year, another exceptional fleet will be profiled, nominated by readers and chosen by the editors working with a committee of experienced trucking advisors.

THE CRITERIA? Simple. Nominees must be Canadian-owned trucking enterprises operating medium- and/or heavy-duty vehicles that could legitimately be called 'Best in Class' businesses. For-hire fleets and private concerns, big fleets and small, owner-operators included, they're all eligible.

The series is sponsored by PeopleNet Canada, and at year's end *Today's Trucking* and *Transport Routier* will join with that company in honoring the fleet chosen as 'Benchmark' of the year. That choice will be made by the editors and a jury of industry veterans. PeopleNet and Newcom will also recognize those carriers featured monthly by way of an attractive plaque.

NOMINATION FORMS ARE AVAILABLE ONLINE AT:
www.todaystrucking.com or
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You may also receive a nomination form by mail or fax by calling *Today's Trucking* editor Peter Carter at 416-614-5828 or *Transport Routier* editor Steve Bouchard at 450-587-2393.

This new series and award replaces the Innovator of the Year program previously announced.

Today's Trucking

The Business Resource For Canada's Trucking Industry

PUBLISHER & EDITORIAL DIRECTOR

Rolf Lockwood, MCILT (rolf@todaystrucking.com) 416/614-5828

EDITORIAL DEPT.

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

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

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

DESIGN & PRODUCTION

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

Associate Art Director Frank Scatozza

NATIONAL SALES MANAGER

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

ADVERTISING SALES MANAGERS

John Pallante (john@) • 416/614-5805

Joe Glionna (joe@) • 416/614-5824

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

Marketplace Advertising

Joe Glionna (joe@) • 416/614-5824

NEWCOM BUSINESS MEDIA GROUP

President Jim Glionna

V.P., Corporate Services Wilson Smith

Manager, Administration & Finance Anthony Evangelista

Production Manager Lilianna Kantor

(lkantor@newcom.ca) • 416/614-5815

Director of Circulation Pat Glionna

EDITORIAL & ADVERTISING OFFICES

451 Attwell Dr., Etobicoke, ON M9W 5C4

416/614-2200 • 416/614-8861 (fax)

CIRCULATION INFORMATION

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

416/614-2200 • 416/614-8861 (fax)

Today's Trucking is published monthly except January and July by NEWCOM BUSINESS MEDIA INC., 451 Attwell Dr., Etobicoke, ON M9W 5C4. It is produced expressly for owners and/or operators of one or more straight trucks or tractor-trailers with gross weights of at least 19,500 pounds, and for truck/trailer dealers and heavy-duty parts distributors. Subscriptions are free to those who meet the criteria. For others: single-copy price: \$5 plus \$0.35 GST; one-year subscription: \$34 plus \$2.38 GST; one-year subscription in U.S.: \$40 US; one-year subscription foreign: \$65 US. Copyright 2005. All rights reserved. Contents may not be reproduced by any means, in whole or in part, without prior written consent of the publisher. The advertiser agrees to protect the publisher against legal action based upon libelous or inaccurate statements, unauthorized use of photographs, or other material in connection with advertisements placed in *Today's Trucking*. The publisher reserves the right to refuse advertising which in his opinion is misleading, scatological, or in poor taste. **Postmaster:** Address changes to *Today's Trucking*, 451 Attwell Dr., Etobicoke, ON M9W 5C4. Postage paid Canadian Publications Mail Sales Agreement No.40063170. ISSN No. 0837-1512. **Printed in Canada.**

We acknowledge the financial support of the Government of Canada through the Publications Assistance Program toward our mailing costs. PAP Registration No. 10788. Canada

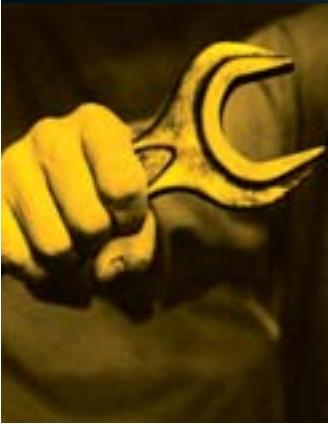


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Contents

JUNE 2005 • VOLUME 19, NO.5



TESTED: Mack's new Granite, page 50

14 Dispatches

News you can use



Apprenticeships?

Plus: Maritime ferry changes; Windsor plan stalls

■ 17: Food rules

■ 20: Truck Sales

FEATURES

32 Benchmark: Challenge and change

Challenger Motor Freight founder Dan Einwechter's not one to mince words. Or shy away from the unknown. The result: A trucking style worth emulating. BY ROLF LOCKWOOD

35 Cover: Biodebatable

Why diesel blends made from veggies and soya might not be just for flakes anymore. BY MARCO BEGHETTO

42 Lubes: How to keep your oil well

EGR engines make oil analysis more important than ever. BY STEPHEN PETIT

Street Smarts

25 Do not pass go



What we can learn from
Italian truckers.

In Gear

47 Air-ride update

Trailer add-ons worth a look.

50 Granite test

53 Product & Supplier News

9 Letters

■ 11 Rolf Lockwood

■ 18 Marco Beghetto

■ 23 Jim Park

■ 31 Chris Bennett

■ 62 Peter Carter

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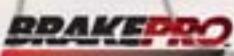
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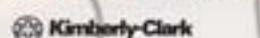
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Don't just hope, do something

Re: Owner-ops need to raise rates, not protest signs: todaystrucking.com

I agree with Owner-Operator Business Association (OBAC) President Joanne Ritchie about how to address fuel cost increases: increase rates, don't look for government handouts.

But I also think there is another concern that should be looked at, namely the unwillingness of people to address the issues head on. This includes shippers, company owners, drivers, governments and owner-operators themselves.

The industry's refusal to see the issues and respond to them has caused, among other things:

- the driver shortage;
- the crisis in revenue shortfalls due to operating cost increases;
- the lack of young people willing to enter the industry;
- horrible driver morale (in a lot of companies);
- a reduction in the perceived value of professional drivers by society;
- driver burnout due to long hours and compensation that has not kept pace with the rest of society.

Many drivers that are paid flat rate, percentage, or mileage rates have never seen overtime on their cheques. This is the biggest area where most owner-operators and drivers suffer. If you kept track of the amount of time put in free of charge you would be astonished at what that works out to in a week.

Have you ever heard it said we give the first hour or two of loading time or unloading time free? Is it really free or has your company included that in their mileage rate? If so, should they be paid and you be asked to work for free?

In some sectors of the industry, half a person's work week (20 hrs) is done for no compensation. No wonder drivers are burning out and going broke.

While companies may compensate drivers for some of this time, owner-operators are at a distinct disadvantage when the rates no longer justify all the extra time they must put in. Which brings me to my final point.

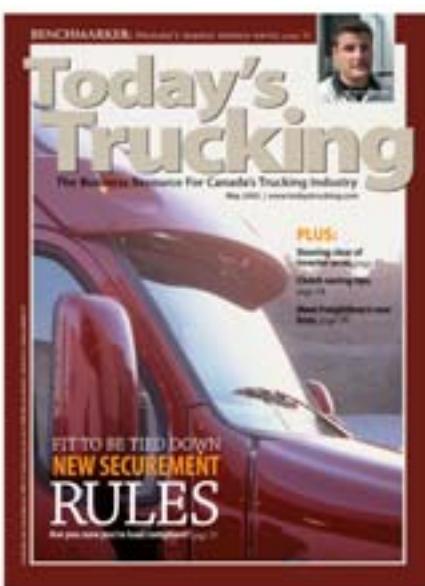
Cheating on your logbook keeps your wage lower.

It's a simple law of economics. As the

demand for labour increases, the pressure goes up to meet the demand. And that should result in wage increases. However, by cheating on your logbook, you are artificially "meeting the demand," and therefore the upward pressure on wages does not exist. Working 80 or 90 and logging 60 takes the pressure off them and puts it on you.

Yes, if you don't cook your books you will make less for a time, but you will not burn out, receive logbook fines or—worse—fall asleep behind the wheel.

It is not a matter of going on strike to get a small increase. It means working smarter not harder. Being honest about



the time you do put in and being honest on your logbook. Talk to your company about "free" time and your company should address "free" waiting time with shippers, receivers and customers to try to reduce, eliminate or pay for delays they cause. Remember time is money. If they have to pay they will reduce or eliminate the time you end up wasting 'on hold' every day. Guaranteed.

To determine your present hourly value, track all your time and divide it into your gross pay cheque (daily, weekly, or monthly). This works if you are an owner-operator or company driver. See what your present hourly compensation

really is. This is especially important to do if you are paid mileage, flat rate, or percentage rates with a high ratio of free time given. Don't just hope things will get better, take action.

A.Mantei

Calgary

Our point exactly

Today's Trucking has provided insights into responses from drivers to the changes to the U.S. hours-of-service rules. As you report, drivers seem relatively satisfied with the current rules (the reset provision, a Canadian invention by the way, seems particularly popular) except for the 14-hour "working window" provision. Drivers are commenting that they wish they had another hour or two at their disposal. Interestingly, this is precisely what the Canadian Trucking Alliance (CTA) and the provincial trucking associations had been hearing from Canadian truck drivers and why we proposed the ill-fated 18-hour working window concept which was much pilloried in some trade press circles and by others.

While maximum driving hours are different by two hours between the U.S. rules and the proposed Canadian rules, the central issues are identical—how many hours should a driver have to safely complete his driving and still be able to accommodate inevitable delays, meal breaks, naps, etc.? Should a driver be penalized for taking more than the prescribed minimum rest time?

Whether driver concerns will be heeded in the U.S. remains to be seen. As we now know, the proposed Canadian rules will not change to provide this additional flexibility.

David H. Bradley

CEO, Canadian Trucking Alliance

President, Ontario Trucking

Association

Toronto

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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By Rolf Lockwood

Giving, Our Way

Truckers have a generosity gene, it seems, and Canpar president John Cyopeck proves the point.

Giving is pretty much a habit for the people of trucking. There's an amazing abundance of generosity in this tough industry that I don't think you'll find anywhere else. Have you ever, for instance, seen a parade that didn't have the volunteer participation of a local trucking outfit to pull a float or five? It's no small thing, and it's part of our fabric.

A recent example: two months back Cummins Eastern Canada president Mike Christodoulou set out to send 100 kids to Walt Disney World in Florida through the Dreams Take Flight program. It's run by Air Canada employees and retirees who organize the trip of a lifetime for physically, mentally or socially challenged children.

He raised a whopping \$100,000 in one day. He did so by playing six straight rounds of golf at Hudson's Falcon Golf Club near Montreal, having challenged the industry to sponsor him hole by hole for 100 holes. Christodoulou actually played 108 — "It makes no sense to stop in the middle of a round," he told us. He teed off a little before 7:00 a.m. and played number 108 some 10 hours later. Mike didn't pressure anyone to give, he just wrote letters to trucking friends and associates asking for their help. And they responded in a big way.

One hundred grand is a key figure in another one-man fund-raising effort, though this one aims to reach \$1 million. Canpar president and CEO John Cyopeck recently donated \$100,000 of his own money and made a very ambitious commitment to raise another \$900,000 by the end of August for the Trillium Health Centre, a first-rate, internationally recognized community hospital with locations in Mississauga, Ont. and west Toronto. His pledge took the hospital's fund-raising chief by surprise, but if anyone can do it, I'd bet on him.

For Cyopeck, who was named chairman of the Canadian Trucking Alliance in April, it's personal. As personal as it gets. Back in February he was diagnosed with a malignant brain tumor and has since had an operation there to remove the tumor. Though still under treatment, he works as hard as ever and professes to feeling just fine. For good reason, then, his million-dollar pledge is targeted to support the construction of facilities to house the hospital's new MRI unit.

"I feel compelled to give back to Trillium and to assist those who, like me, are directly affected by stressful and life-threaten-

ing delays in receiving MRI treatments," Cyopeck told *The Toronto Star*. "Our hospital is the centre of this community and it is vital that we provide its doctors and staff with the best tools possible to do their job. I am pleased to do my part."

His part is actually a pledge within a pledge. Local developer Harold Shipp earlier issued a challenge to have others match his \$6-million contribution dollar for dollar. Cyopeck answered that call, and with the help of his friend Rick Gaetz, president and CEO of Vitran Corp., himself no stranger to charity work, he established the John Cyopeck Delivering a Dream Campaign.

For those who know him, it's not surprising that Cyopeck should step up this way in spite of his own challenge with its weekly radiation treatments. Cyopeck is a gutsy veteran, a leader, and the nicest of guys. Now 60, he's spent almost 50 years in trucking, having helped his father at CN Express on weekends as a kid, then becoming a full-time truck driver—and eventually Teamsters steward. He climbed a few ladders over the years, becoming Canpar president and CEO in 1990. He's the chief reason for Canpar's turnaround in the 1990s. It was bought by the TransForce Income Fund in 2002.

Cyopeck has established a mighty good reputation in this industry over those years, along with a lot of friendships, and he'll be looking for donations from fellow truckers to meet his million-dollar target. His chief fund-raiser will be a pro-am golf tournament at Rattlesnake Point Golf Club on August 29, but there are ways for non-golfers to donate as well. For more information call John at 905-897-3631. Or just send a cheque—"No amount is too small," he says—made out to the Trillium Health Centre Foundation, marked 'Delivering a Dream' in the comments box, to his attention at Canpar: 1290 Central Parkway West, Suite 500, Mississauga, Ont. L5C 4R9. ▲

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

Cyopeck will be looking for donations from fellow truckers to meet his million-dollar target.





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Dispatch

EDITED BY MARCO BEGHETTO

It's Training Time

Alberta, Ontario, lead new-driver schemes

In some parts of Canada, hairstylists are considered more "professional" than truck drivers. Two provinces have embarked on a road to change that.

Groups in Alberta and Ontario are raising the driver-training bar by getting companies, training centres, and governments together to develop specialized programs that would produce new drivers that fleets could hire with confidence.

In Alberta, a 37-week pilot-project proposal—which will depend on Alberta Advanced Education funding for approval—would be run by Red Deer College and likely geared around the Canadian Trucking Human Resources Council's (CTHRC) Earning Your Wheels program. Alberta Infrastructure and Transportation Minister Lyle Oberg, a driving force behind the plan, is also talking to the insurance industry about reduced rates for graduates.

The program has been in

the works in Alberta for some time, but a recent truck-driver training scandal in Calgary pressured both industry and government to act now. Calgary's Delta Driving School was shut down earlier this year for allegedly selling Class 1 licences to unqualified drivers—many from out-of-province.

Mike Shields, spokesman for Alberta Advanced Education, said his department knows the proposed program is important, but he couldn't give a timeline. "The department needs to do a comprehensive review to ensure the program meets the need," he said.

Judy Robins Weir, Red Deer College dean of program development, said approval is needed soon if the program is to launch by fall. She's already getting calls from both prospective students and potential partners, including driving schools and trucking firms.

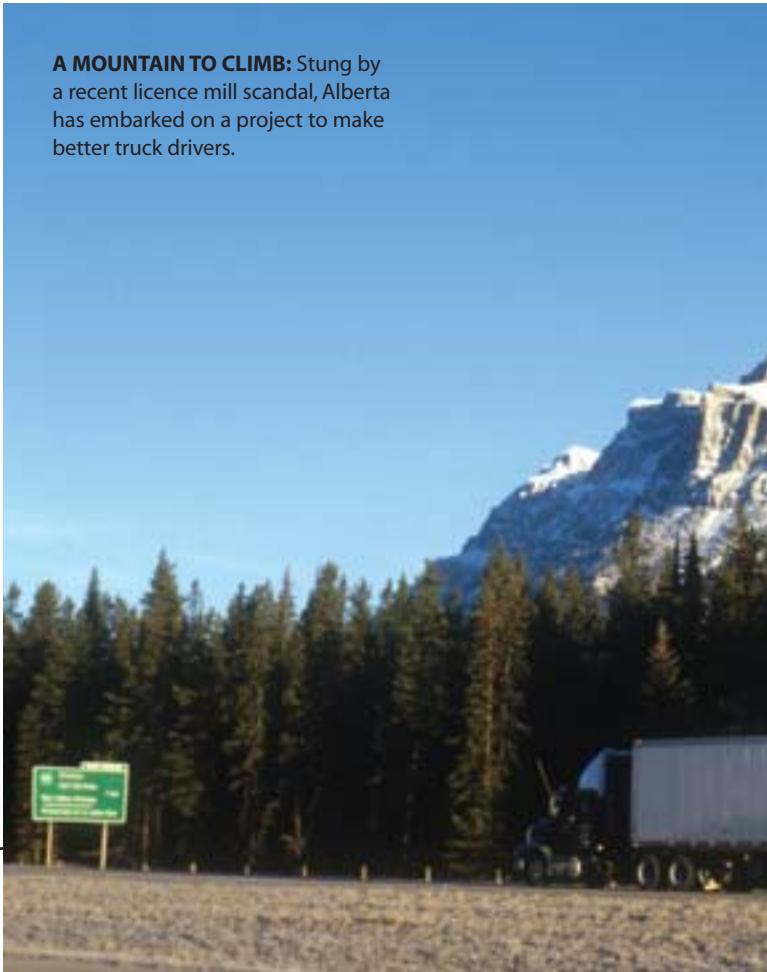
Tuition for the program

will be about \$3,000, said Robins Weir. The province would pick up the balance of the program's cost—which can total around \$7,000. Students will be paid for part of the time they are enrolled, she added. "Students don't

have to bear the entire cost of the program. For a good part of it they will be on paid work experience. So for them, it's a good deal—really quite reasonable," said Robins Weir.

The college will wait for Advanced Education approval

A MOUNTAIN TO CLIMB: Stung by a recent licence mill scandal, Alberta has embarked on a project to make better truck drivers.



Wheels

before finalizing partnerships with driving schools and trucking firms, which will provide much of the training.

The program has four segments: a three-week orientation; the industry-standard eight-week Earning Your Wheels curriculum; a seven-week practicum driving at a mentor's side; and a 15- to 17-week co-op—which will be a paid position with a partner trucking firm.

Transportation department

"It's not enough any more to just a get a licence and get behind the wheel on one of these rigs."

— Alberta Transportation spokesperson, Bart Johnson

THE APPRENTICE ONTARIO STYLE

At the moment, no province has any formal means of recognizing driver qualifications or capabilities beyond the commercial driver's licence. Consequently, schools can produce substandard graduates—unhirable by industry—with little recourse.

Alberta has taken important first steps towards rectifying the situation. And now there's a movement in Ontario toward a quasi-structured truck-driving apprenticeship program.

A group led by Kim Richardson of Kim Richardson Transportation Specialists in Caledonia, Ont. and Ray Haight, CEO of Guelph, Ont.-based MacKinnon Transport, is working to establish a "voluntary unrestricted apprenticeship" program that would see driving schools and carriers partnering in a mentorship program.

(In this case, "apprenticeship" refers to a ministry-approved finishing program of a defined period that a driver would participate in after graduating from a training school and receiving a Class A licence.)

The Ontario Trucking Association (OTA) threw its

support behind the program last year and the Ministry of Training, Colleges, and Universities' Apprenticeship Board is reviewing the proposal.

The program would help attract young people to the industry before they make alternate career choices. "We're getting the second pickings," said Lisa Arseneau, vice-president of Kimberly & Associates, an affiliate of the Precept Group Insurance Brokers. "This industry seldom gets first consideration."

There might also be considerable financial incentives for carriers and trainees. Students would qualify for income supplements to overcome at least one of the traditional barriers to long-term entry-level training, said Clark Wilson of CDW Enterprises, a consultant working on the financial side of the program.

In addition, Wilson added, "the most recent Ontario budget proposed a 25 percent refundable Apprenticeship Training Tax Credit on salaries and wages for designated apprenticeships, which will make the hiring of a suitable candidate less of a burden."

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Border Congestion

Burning Bridges: Gov'ts Clash

Not everybody likes Sam's plan. The federal Liberals seem to have snubbed a Windsor-Detroit truck-route project that was specifically chosen by the Canadian border town and also endorsed by the Ontario



Dispatches

logbook

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Moncton Coliseum Complex, Moncton, N.B. Back for 2005, the Atlantic Truck Show descends on the "Hub of the Maritimes" to showcase new trucks, on-board systems, engines, and other technological advances.

Contact: 888/454-7469 or click on www.masterpromotions.ca

16-18 **The Truck Show Las Vegas**

Vegas, Las Vegas Convention Center, Las Vegas. The famous Vegas show is back again. Show features trucking reg's and safety seminars and all the new products. Contact: 1-800-227-5992 or go to www.truckshow.com

17-18 **Private Motor Truck Council of Canada Annual Meeting and Conference**

White Oaks Conference Resort and Spa, Niagara-on-the-Lake, Niagara Falls, Ont. Canada's private carriers meet to discuss the industry's pressing issues. Contact: 905/827-058 or click on www.pmtc.ca

JULY

22-24 **Fergus Truck Show**

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provincial government.

The proposal was drawn up by New York City traffic expert Sam Schwartz for Windsor City Council earlier this year. It would create a bypass around the overwhelmed and truck-jammed Huron Church Road en route to a potential new river crossing at Windsor-Detroit—the world's busiest border gateway.

Schwartz's \$1 million report recommended trucks come off Hwy. 401 to Talbot Road and then bypass Huron Church via a 'horseshoe' route through mostly vacant woodland to the west.

Ojibway Parkway would then carry the traffic north, through a city-owned industrial area and onto the proposed new "central" crossing.

Ontario Premier Dalton McGuinty said that the province is willing to fund the municipal environmental assessment study for the Schwartz project as well as provide up to \$150 million for its construction.

However, the feds—much to the disappointment of Windsor Mayor Eddie Francis and Schwartz himself—have refused to follow suit.

The federal government presumably withheld its support for the proposed bypass because it doesn't want to sway the bilateral process of selecting the location of a future bridge.

"McGuinty stepped up to the plate. Unfortunately, the federal government refuses to commit to [the bypass plan]," Schwartz told *Today's Trucking* while flying back to N.Y. from Windsor right after the announcement. Instead,

Transport Canada pledged it would commit, along with the province, up to \$21 million for environmental assessments and preparatory work for various other projects to relieve truck congestion on city streets. Ironically, most of the funding would go towards studying a separate truckway—one that has already been rejected by Mayor Francis and City Council.

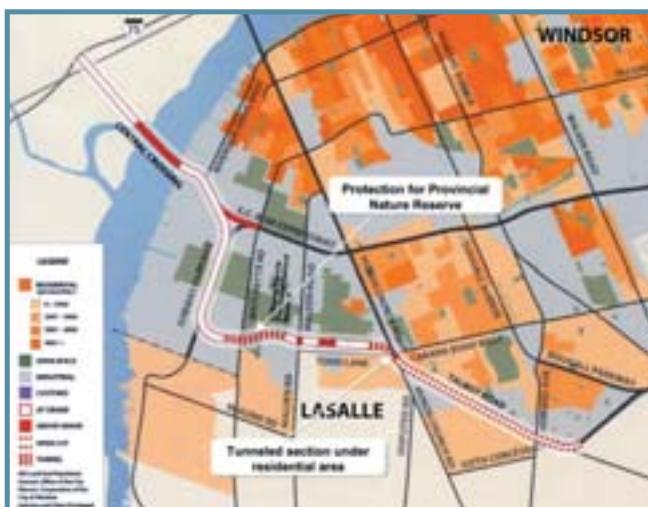
That plan—which would lead commercial traffic to a new crossing via a Lauzon Parkway/E.C. Row extension—was also dismissed by Schwartz because he says E.C. Row would have to be widened to 8-10 lanes; it would disrupt Windsor traf-

the border crossing during future construction."

Schwartz says that while he's encouraged by the provincial government's support, he questions why more money has to be thrown at further studying proposals that have clearly been rejected by city officials and much of Windsor citizenry.

"There's a sequencing issue that concerned the city, where Lauzon Parkway would be built first. That would send all the traffic down E.C. Row and on to Huron Church, which would just aggravate the conflicts between the truckers and the citizens," Schwartz added.

The Ontario Trucking Association (OTA) is also



fic; affect over a thousand residences and business; and cut through the heart of the city.

Although the project is currently being touted as a temporary option to accommodate truck volume until an official bypass is agreed upon, the statement makes it clear that the work "could provide direct access to Hwy. 401 as well as an efficient alternative route for international truck traffic to access E.C. Row and

THIS WAY: The Feds didn't give Schwartz's truck route the nod.

dismayed that a bypass agreement between all parties has still not been reached.

"It is lamentable that after all this time, the governments have not been able to agree on a way to deal with this in the medium term," OTA President David Bradley said. "The two options that have been proposed—the by-pass

proposed by the Schwartz Report and improving EC Row Expressway—both present challenges or objections that the three levels of government have not been able to overcome.”

The government, however, did adopt a handful of supplemental recommendations made in the Schwartz report, such as assessing additional truck ferry capacity across the Detroit River; a truck staging centre with intelligent transportation technology; a strategic rail study to examine the opportunities for more rail rationalization; and an intermodal hub at the Windsor Airport.

Intermodal Ferry Told To Dump Drop-ops

Marine Atlantic will likely end its drop-on trailer service and add three larger vessels over the next five years for the trip between Newfoundland and the mainland. That's the response industry insiders expect to the recommendations in a long-awaited report commissioned by Transport Canada.

The report is authored by an advisory committee appointed by the government to examine the Port Aux Basques-North Sydney service's operations.

The committee, headed by former Marine Atlantic chairman Sid Hynes, reviewed the crown corporation's business model and made recommendations regarding the company's fleet, financial needs, quality of service, and long-term funding and pricing plans.

Marine Atlantic, which gets approximately \$41 million a year in federal subsidies, has been struggling to balance its services. It has routinely been criticized by owner-operators and drivers for the way it manages drop-on and live-load business.

Some roll-on truck operators have complained they've been severely delayed, and even bumped, at the expense of drop cargo.

The advisory committee is suggesting that Marine Atlantic abandon drop-trailer operations—which have been estimated to cost about \$20 million a year. The group also wants Marine Atlantic to reinvest in its fleet by phasing in three larger vessels between 2006 and 2011, and also recommends the ferry scale back rates by 15 percent.

“The fact that they're getting out of the drop-trailer business and increasing their volume is great news for us,” said Jon Summers, president of the Newfoundland & Labrador Independent Truckers Association, most of whose members are roll-on customers. “With the service the way it was being provided, nobody—whether it was the tourism industry, live loads, or drop-trailer [customers]—was satisfied. Everybody was suffering.”

In an interview with *Today's Trucking* the day of the announcement, Summers admitted that the news may have caught drop-on carriers and owner-ops by surprise. “This is a bit of a shock to some of them when they

continued on page 20

on the Docket

FOOD FIGHT ENDS

Sunday no longer has to be a day of rest for cross-border food haulers. That's because a year of lobbying by the Canadian Trucking Alliance (CTA) has finally paid off.

The U.S. Food and Drug Administration (FDA) has agreed to implement weekend hours of operation at the Peace Bridge linking Fort Erie, Ont. and Buffalo, N.Y.

The FDA will begin processing paperwork for clearance on Sundays from 1:00 p.m. to 9:00 p.m. Without an FDA presence at the Peace Bridge on weekends, any paperwork requiring FDA review has had to wait until Monday morning to receive final clearance and be unloaded at the customer's facility. Some shippers and trucking companies were forced to purchase, lease, or rent properties to stage equipment for pick-up by U.S. carriers for weekend and Monday deliveries.

“This is going to add flexibility and make us more efficient right off the bat,” says Wendell Erb, general manager of the Erb Group. “It used to be you could cross pretty much any time, but since FDA tightened things down, it closed the window of opportunity for crossing the border. All of a sudden that flexibility wasn't there any more.”

THE FIX IS IN, OFFICER

The Ontario Ministry of Transportation (MTO) has recently finalized a new vehicle defect repair verification process in which police and MTO enforcement officers may issue carriers a



defect repair verification notice in order to verify that vehicle defects have been repaired.

The rule—which became effective last month—is part of The Highway Traffic Act and its supporting regulation, “Testing, Repair and Compliance Requirements for Unsafe Vehicles.”

It pertains mainly to minor defects found during roadside inspections that do not place a vehicle out-of-service but are in such condition that the officer needs assurance that the defects will be repaired in a timely manner.

The notices—which stipulate a final date on which the carrier must notify the issuing officer that the repairs have been made—will be served to the truck driver. Verification methods include forwarding copies of repair orders, work orders, parts invoices and safety standards certificates by registered mail, courier, fax or in person to a number or location specified by the issuing officer.

In some circumstances a vehicle may be required to appear for visual re-inspection by the officer.

Truck operators who do not agree with the issuing officer that a defect exists should verify with a licensed mechanic that the vehicle does not in fact have a defect, an MTO official told *Today's Trucking*. Once this is established, the operator should contact the officer's supervisor to discuss, and attempt to resolve, the situation.

PIC me, please

right turn Two years after pulling the plug on its support for Partners In Compliance, the AMTA says it'll breathe life back into the program. It's time the rest of Canada paid attention. By Marco Beghetto



Last month, a group of Alberta truckers proved to me yet again why that province has some of the most innovative—not to mention idealistic—haulers in the land.

And I mean “idealistic” in a good way, not the cynical label some of this industry’s out-of-the-box thinkers get tagged with.

Despite having no choice but to abandon the unique Partners In Compliance (PIC) program two years ago, the Alberta Motor Transport Association (AMTA) has agreed to give it another go. Speaking to AMTA carriers at their annual conference in Banff last month, Roger Clarke, Alberta Transportation’s executive director of Vehicle Safety and Carrier Services, confirmed that Transport Minister Lyle Oberg has given the green light to begin retooling the floundering program. Hours before, the AMTA officially offered its support in resurrecting PIC, provided several problems are fixed. “It’s not that PIC had shut down, but there hadn’t been any maintenance done for a while,” Clarke said. “Now we’re open for business again.”

Established as a pilot project in 1995 by Alberta’s transport ministry and the Alberta Trucking Association (the predecessor of the AMTA), PIC was a voluntary, self-assessment

program created so that reputable carriers could police themselves.

Participating fleets were required to exceed National Safety Code Standards, hours-of-service compliance rates, and several driver training and safety benchmarks in exchange for what was supposed to be relaxed scale enforcement, lower registration fees, and favorable notoriety among the shipper community.

The old PIC plates were a bull's eye carriers want replaced with transponders.

However, it started to become clear as the program matured that very little of those incentives, if any, were bearing fruit. In fact, it's remarkable how long the AMTA stuck with PIC the first time around.

The problem wasn't that many of the standards were tough to achieve—no more than one reportable accident per million miles in city areas, 0.3 accidents per million miles in non-urban areas, and keeping under a 10-percent OOS rate, just to mention a few—but that reporting them was so incredibly arduous and administratively taxing.

Furthermore, officials didn't properly market the program to either shippers or truckers, Clarke admitted in

an interview. The extra business fleets expected for being a PIC carrier didn't really develop. And not only should the program have attracted more Alberta carriers, but no other jurisdiction joined, nullifying PIC's value outside its home province.

In fact, some carriers found the program actually worked against them outside of Alberta, claiming that PIC plates displayed on trucks really meant “PIC on me” to out-of-province enforcement officials.

Clarke and a core group of AMTA fleets have long insisted there's much in PIC that was worth saving. He reports that during the program's run, TDG document errors among members dropped to 3.6 percent while the industry average hovers around 18; CVSA OOS was 8 percent; prorate compliance 100 percent; HOS non-compliance was 1.9 percent; and collisions fell dramatically as well.

So now the trick is to make sure those same issues that dragged PIC down the first time around don't repeat themselves.

Both government and AMTA are working on several proposals, including: joint funding; expanding criteria to occupational health and safety; access to comparative data; and stronger administrative and consulting support for carriers needing help

reaching the benchmarks.

Think about that. Here's a program that will help you achieve some of the highest safety and compliance standards in North America for next to nothing.

But most importantly, the program will now include transponders to simplify reporting and ensure compliant carriers receive full highway-scale bypass. Carriers who feel the old PIC put a bull's eye on their trucks want the transponders to replace the identification plates—although Clarke insists some carriers may still elect to, figuratively, wear their PIC badge on their sleeve. We'll see about that.

As for marketing, Clarke says this time officials will take their message to other trucking associations and focus on selling PIC beyond Alberta's borders.

Yeah, it would be nice if some other jurisdictions decided to follow Alberta's lead one day. But even if that's too idealistic, maybe the rest of Canada's trucking associations could help out by at least asking their respective enforcement branches to quit hacking on Alberta's PIC carriers for being a little creative. That would be a good start. ▲

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



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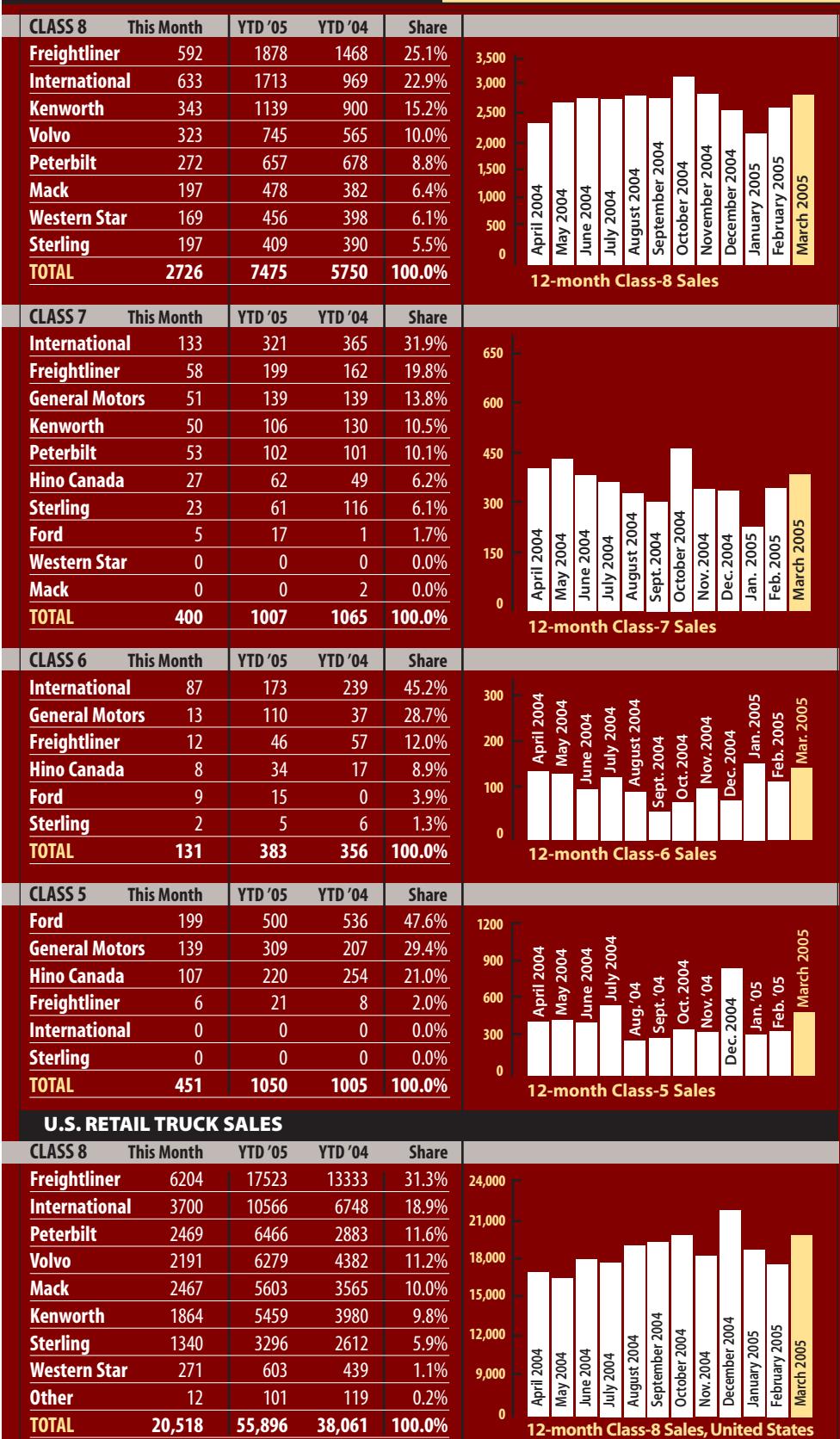
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Dispatches

truck sales index

March 2005



Online Resources: For more truck sales stats, go to todaystrucking.com

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

heard of it this morning, and right now they're scrambling to find out which way they may need to go," he said. "Like with any change, some people are going to benefit more than others, but it was a change that was long overdue."

That doesn't mean drop-on customers on The Rock will be left without any sails.

In fact, the report's conclusions open the seaway for Rigel Shipping Canada. The company has been waiting for the release of the committee report before making a decision to launch a new western Newfoundland-Belleisle, N.B. cargo ferry service. The proposed ferry—the establishment of which has been discussed for almost five years—was put on hold when regional carriers refused to commit until the future of Marine Atlantic became clearer. It's likely the company will now take a serious look at picking up the drop-on business left behind.

Other main recommendations in the report proposed: renewing Marine Atlantic's governance structure; improving relations with users and stakeholders through partnerships; stabilizing Marine Atlantic's annual subsidy; relocating the ferry's head office to Port aux Basques; and passing savings on to users with a 15-percent rate reduction while proposing future rate hikes be based on inflation.

A spokesperson for Marine Atlantic declined to comment on the report. ▲



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Ending	05/10/2004 08:00	n/a
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Total Fuel	51,552.079 liters	n/a
Liters/100 KM	48.61 liters/100 KM	n/a
Avg Speed	80.9 kph	n/a
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Engines Time	1658.22 hours	29.2%
Driving Time	1310.31 hours	0.8%
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Truckstop Lawyers

driver's side *This guy told me the other day that...* By Jim Park

Got a call the other day from an owner-operator chum who was wondering what the great minds at Ontario's Ministry of Transportation were up to. He told me that he'd heard from another driver who had talked with some "highly placed MTO official" who said Ontario was about to allow LCVs to operate on Highway 401 between the Ontario/Quebec border and Windsor. "Could this be true?" he asked. "They can't be serious."

Same guy, same phone call: "I also heard MTO is going to ban four- and five-axle trailers, and instead make carriers use tri-drive tractors to pull the extra weight," he said. "I ain't buyin' no [expletive deleted] tri-drive tractor."

I get lots of calls like that. Drivers and owner-ops calling about something they've heard out on the road, perhaps more than once from different sources. Sometimes I get several calls in close succession claiming to have heard [insert outrageous claim here] from a guy who knows somebody who goes to the same barber as... well, you get the point.

Got one recently about FAST cards. The caller said he had heard that the U.S. was going to make it mandatory for all drivers entering that country to have a FAST card, and that if you couldn't produce one, you weren't coming in—and he said he'd read it in *highwaySTAR!*

There aren't many ways of dealing with the bad information that's circulating out there—around truckstops and over the CBs—except to take the time to explain the truth to folks. And I'll bet that many fleet owners have similar

volume meant the fleet could no longer pay some of its creditors, and the repossession would be starting any day now. It's amazing how rumors start, and more startling still how they spread and morph into misleading



"I also heard MTO is going to ban four- and five-axle trailers, and instead make carriers use tri-drive tractors to pull the extra weight."

difficulties, albeit on a smaller scale. I know it used to be an issue when I was driving.

A couple of drivers are going down the road together some night. One notes that she's seen a drop in her miles of late. The other agrees, suggesting that he'd heard the fleet had lost a few strategic customers. Some other fleet had cut the rate and they'd all soon be looking for new jobs.

Then on a sinister note, one driver adds, the loss in

and frightening gossip.

That's a pretty destabilizing environment to work in. Poisonous in fact, because unless the rumors are quashed PDQ, the result could be an exodus of good drivers wanting to be the first out of the 'failing' carrier, and the first to land new jobs.

One place I delivered to regularly had a scale house where all the drivers reported prior to making their deliveries. The chap who worked the scale dutifully reported everything he'd heard from the last dozen drivers to visit the place. If you took the guy at face value, you'd be a mess.

It's easy to see how rumours get started, but it's a heck of a lot harder to quell them.

I recently spent a few days doing fuel-economy seminars

for a major fleet. I attended several driver meetings as part of the floor show, and I was invited to sit in on the rest of the meetings. I witnessed what I'd call a very progressive approach by the general manager. He stood in front of the room and told the drivers and owner-ops exactly where the company was in terms of business lost and gained, why they had lost or gained certain routes, projections of revenue from various sectors of the operation, and what the future held in terms of workload.

The drivers left the meeting with little doubt where they'd be next month, next season, or next year. For drivers who work mostly in isolation, it's comforting to know what's going on behind the glass of the dispatch window. That manager probably saved himself the trouble of hiring a dozen new drivers who might have left not knowing that the current slack period was just a lull before the storm.

While we can't do much about what some big guy's barber tells his driver customers, it might be helpful to share some information about the operation with your drivers so at least they know where their next load is going to take them, if not how many axles will be under the next trailer you buy. ▲

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

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Street Smarts

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY

INSIDE:

29 Mercuri on Italian drivers
31 Bennett and bank loans



Do Not Pass Go

workplace *That's right. We're talking about you. Going to jail. For something you might not even be aware of.*
By Peter Carter

Forget the Blair Witch Project. Never mind the Drop Zone ride at Canada's Wonderland.

For true terror, check out some stories about industrial accidents. For example, did you hear about the guy who was crushed under a front-end loader as he tried to guide the driver backing up? Or the horrific welding accident in downtown Toronto in which two men—a veteran welder and his nephew—were inside a steam tank conducting routine repairs when somebody opened a valve allowing the steam to return. The older of the workers died immediately.

Pretty scary, huh? Too bad they're typical. And hundreds more like them can be found in all their gory details on any number of websites. (See, "In Your Corner," pg.26)

Not quite as frightening but equally eye-opening are the stories of what happens to the companies where these injuries take place. With increasing frequency, organizations and their senior officers are being fined and hauled into court. And now new legislation means pretty much anybody in a firm can face criminal charges.

The possibility is becoming more feasible by the day.

Bill C-45 of the The Criminal Code of Canada says that managers, owners and *anybody who directs another worker* can be held criminally responsible when things go wrong. That, says management

IN YOUR CORNER



lawyer Karen Fields of Crawford Chondon & Andree LLP, means pretty much anyone in the company can be charged.

Do you sometimes find yourself telling one of your staff how to handle a certain situation? As in cleaning up a part of the warehouse? If so, Fields says, you can be personally liable if something goes wrong. You could go to jail.

So far, nobody has been sent up the river. In fact, a Newmarket, Ont., construc-

KELLY BEATON'S Redstone Inc., specializes in on-site assessments, training and licensing, right in the clients' workplaces, but she'll also conduct safety audits and management training—www.redstoneinc.ca.

Attorney Karen Fields leads workplace seminars on legal liability. Her firm specializes in management labour law—www.ccaemployerlaw.com.

The Industrial Accident Prevention

Association is the granddaddy of Canadian industrial safety—www.iapa.ca.

The Canadian Trucking Association has loads of industry-specific leads—www.cantruck.com.

And all those industrial accident horror stories (not to mention tons of helpful resources) can be found at the Ontario Ministry of Labour's website —www.gov.on.ca/lab/english.

tion accident in which a worker was killed while working on a house's foundation was the first time a criminal charge had been laid under the new Act, and in March of this year, it was dropped after the accused pleaded guilty to four lesser charges, laid under the provincial Occupational Health and Safety Act.

Still, Fields suggests that there will be more, and they will be more broadly targeted.

She says that C-45 uses a shotgun approach to guilt, so not only can an individual be indicted but so can the corporation, the individual corporate mem-

bers, managers and even, she suggests, "It could go so far as members of an industry association."

But they don't have to slap on the shackles and cuffs. Many industry experts agree that companies are being called out by safety inspectors for neglecting to train people on activities that are so simple a cat could do them.

For instance, in one southern Ontario factory, a loader operator with 25 years' experience was fined \$15,000 and his company \$300,000 after an accident that led to a co-worker's death. As horrible as the death was, the victim was the desig-

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*John Liberkowski
New Century Transportation
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Westampton, New Jersey*

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Street Smarts

nated "watcher" and the court found that the accident occurred because the loader operator had never been officially trained for working with a "watcher".

In another situation, a member of a restaurant's kitchen staff got burned when he spilled hot cooking oil. Then the owner got burned, rather fined, for not officially *training* the guy in the hazards of boiling oil.

We've come a long way from the days when you could be safe hiring a guy off the street, throwing him the keys to the company half-ton, and turning him loose on a few errands.

These days, says professional training consultant Kelly Beaton, who runs Redstone Inc., near Hamilton, Ont., "Everybody's got to be certified one way or another."

Redstone specializes in onsite upgrading and training and she says she recently got a call from a local company which had just faced its second \$500,000 fine for labour-code breaches.

Explains Beaton: "If a Ministry inspector walks in off the street and you haven't



Training is not a one-shot option. It's ongoing.

trained your people on a legislated or mandatory subject like WHMIS/fall protection, or dangerous goods, you will be fined.

"If you have an incident and cannot produce a paper trail or documentation, yes, you can be fined," she continues.

"But if they just see you have no paper trail, they can warn you and advise you to get it in place in a hurry." (Needless to say, Beaton would be more than happy to help you build the paper trail.)

So the question arises: given the new cargo tie-down rules; the mercurial HOS legislation, plus the always changing hazmat regulations and a labour code that's always in flux, are you certain your people are up to speed and have you kept records of everybody's training regime?

"Not being able to prove that you've trained your people is the kind of thing that's going to come back and bite ya," Beaton says. "And training is not a one-shot option. It's an on-going process."

She says it all starts with a written health-and-safety program, whether you're a company with one employee or 1,000-plus.

The policy will sure come in handy if you or—as the Act stipulates—anybody who directs work winds up in court. Or jail. ▲

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All Roads Lead to Rome, Quickly

safety dept. *What we can learn from old-world truckers.*

By Raymond Mercuri

A few months ago, I was in a meeting where a fleet manager discussed vehicle speed, fuel economy, and equipment specs. His fleet's U.S. Safe Stat documented some performance issue, and its vehicles were spending an hour at every roadside inspection station in the U.S.

Obviously, a corrective plan was needed, and (in my opinion) a speed-management program was particularly a priority. This would improve the fleet's Safe Stat results immediately.

The fleet manager thought long and hard and finally proposed to cut his fleet's speed back to 75 mph! On top of that, he felt that the fleet could gain fuel savings if he did so.

I was dumbfounded. Somebody in our industry honestly believes that a prudent speed management program starts at 75 mph?

Fast-forward a few months. I was in Italy on a driving trip. We have all heard of Germany's autobahns, but Italy has its own fast highway—the "Autostrada". This highway system reminded me of parts of the Trans Canada and the 400-series of highways in Southern Ontario. In other words, it's a beauty.

On such a highway—in the land of Ferrari and Lamborghini—the first thing you notice is the Italians' penchant for speed. From observation, the average speed for passenger cars on the Autostrada is between 130-160 km/h.

And even at those speeds, you can get passed.

You also notice that Italian car drivers appear to have a tough time maintaining their vehicles within their traffic lanes. This complicates things, as Italy is a country of hills, mountains, endless tunnels, and miles of twisting roads snaking their way through the countryside.

Now, picture narrower roadways, both for major highways and backcountry roads.

And let's mix in some commercial trucks! It's obvious that truck drivers in Italy are

100 km/h, without exception?

These are the maximum speeds at which commercial vehicles are allowed to operate in Italy:

- Motor coaches—90 to 100 km/h
- Straight trucks—90 to 100 km/h
- Heavy trucks and tractor trailer train combinations—80 to 90 km/h.

Without exception, every commercial vehicle in Italy operates at 100 km/h or less. Simply amazing.

If that's hard to believe, try this: imagine pulling into a

truckstop and finding that every commercial driver in the lot has turned off the engine. I couldn't find even one idling truck in Italy. This didn't apply to only commercial trucks. Buses at stopover stations also shut down their

engines, and this is standard operating procedure in Italy.

The main factor driving these best practices is, of course, the price of fuel. The cost of diesel in Italy was 1.25 Euros per litre. When you do the math, this translates to \$2.12 per litre in Canadian dollars.

Talk about a motivation to conserve! But it's not only the cost of fuel. High insurance

costs and environmental protection are also key concerns.

This doesn't even begin to take into account the high visibility of road enforcement in Italy, where officers carry submachine guns.

I also did not see even one commercial vehicle involved in any kind of an accident. Trucks in Italy all operate in the slow lane, though on very rare occasions I did see drivers look for an appropriate space and pull out to pass slower moving vehicles.

These trucking professionals were operating their vehicles at fixed speeds of 100 km/h or less—alongside all the budding Formula 1 passenger-car drivers—without incident. This convinced me that the implementation of split-vehicle speeds on our own highway system is not only possible, but also the right thing to do for many reasons. Like maximized fleet fuel economy. Prudent management of non-renewable resources. Using state-of-the-art vehicle technology as it was intended—to maximize profit in trucking operations. Protecting our environment for generations to come. And most importantly, improved road safety.

We could certainly learn a thing or two from the Old World.

Ciao. ▲

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



true professionals. Given the conditions I've mentioned above, you can see that there is little room for error.

On the rear of every Italian commercial truck you'll see a round metal plate that clearly states the maximum allowable speed for the vehicle: between 80 and 100 km/h. Can you imagine every commercial truck on a highway operating between 80 and

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Money Honey

big money 10 steps to loan readiness. By Chris Bennett

Equipment finance is a strange universe filled with fine print that makes the tax code read like the comics. But there are two simple realities today if you're borrowing to pay for a new truck. First—and don't forget this—lenders will compete for your business, whether it's the local bank, the truckmaker's finance arm, or a third-party commercial lender. Second, the more creditworthy you are, the more competitive they will be.

Here are 10 things you can do to improve your standing in the eyes of lenders and get the best deal. The returns for your legwork can be considerable, not only financially but also in the speed and ease with which the deal gets done.

1 Obtain a copy of your credit score from one of the major credit bureaus in Canada—Equifax and TransUnion. Notarize the originals so multiple copies can be made and stamped as authentic. Include a copy with your financial statements if you seek credit from a captive or third-party finance source.

2 CRA Notices of Assessment are not proof of income or your ability to service debt. Confirmation of a successfully filed and assessed tax return is virtually useless to a lender (although many still ask for it). Cash flow statements—quarterly or annual—are best.

3 Know your trade-in values in order to compare the purchase price of new trucks of various makes from various



dealers. Have your trade-in(s) professionally appraised. It's not expensive, and the appraiser can give you economical tips on how to present your used truck in the best possible light. Further, a professional appraiser might direct you to a dealer that has a particular affinity for the make, model, and year of your trade-in.

4 Talk to your accountant. He can start the pre-approval process for financing even before you visit the dealership. He can also run scenarios so you can compare lease or purchase transactions. It's particularly important if you move from a conditional sales contract, where your truck was capitalized and placed in a Capital Cost Allowance class for tax planning purposes, to a leased truck. You don't want

the stunning, unexpected tax liability created through a misguided shift from owning to leasing.

5 Don't accept creditor life insurance, disability, or critical illness insurance as part of the finance package. Compare similar plans and premiums with a licensed insurance broker.

6 "Fine print" is small to dissuade you from scrutinizing the contents. Read it. Make sure your accountant does, too. Identify early payout penalties, general security agreements that extend your commitment beyond the asset in question, blanket security agreements and/or continuing security agreements, or any other security that extends beyond the asset you intend to finance.

7 Lease or buy? Either way you don't have title, so ignore

the semantics and focus on the true costs, starting with an amortization schedule that reveals the hidden interest cost built into the lease. (get help to do this and confirm your calculations.) Choose the lowest cost of ownership measured by the total amount spent to bring either finance option to a zero balance due.

8 Talk to your banker about the limits that may be created on your ability to borrow for other assets (home, car, etc.) based on how you choose to finance your truck.

9 Do you need flexibility? If you have seasonal cash flow, a lender can build finance programs around it. Accelerated principal payout programs can balance a larger payment in the early part of the term where warranty coverage reduces operating expenses.

10 Aim for smaller payments in the latter part of the contract as your expenses climb and warranties expire. Above all, avoid loans that have a longer life than the truck you're choosing. What looks like a good deal now—a low monthly payment—may be a nightmare at the end of your term. ▲

Chris Bennett is general manager of TFS Group, a Waterloo, Ont., company that provides accounting, permits, logbook compliance and other business services for trucking companies and owner-operators. For information, visit www.tfsgroup.com or call 1-800-461-5970

NEVER FOLLOW

BY ROLF LOCKWOOD | **Challenger Motor Freight's** new home base pushes all manner of envelopes.

Dan Einwechter's outfit was only about 50 power units away from its one-truck 'gypsy' origins when we launched this magazine and profiled the Cambridge, Ont. fleet in our very first issue. That was 18 years ago, and Challenger Motor Freight was creating benchmarks even then.

TAKE THIS EXAMPLE: insurance companies were in 'picky' mode at the time and most fleets were sitting back and waiting to take the premium hit. Einwechter turned that around 180 degrees. He assembled a portfolio of his small company's accomplishments—using everything from safety records to press clippings—and went on the attack. He took that portfolio to the insurance industry and offered his business to those who might want to insure a solid carrier. It worked.

In the intervening years Einwechter has expanded a lot, and Challenger now sits at number six on the *Today's Trucking* Top 100 list. He's turned one truck in 1975 into 1200 30 years later, not to mention 3100 trailers, and he continues to have a sizeable influence on the industry as one of its more outspoken leaders.

As the company moves into its impressive new headquarters and maintenance shop facility now, Challenger is raising the bar again.

Ceremonial shovels hit the dirt on a 53-acre parcel of land in Cambridge, Ont. a year ago, and the company's complicated move into its new 113,000-sq-ft home began early last month. When we visited in early May, maintenance director Wayne Scott had the 24/7 maintenance shop and the separately housed post-trip inspection lanes pretty much up and running. The trailer shop, the body shop, the state-of-the-art 50-sq-ft paint booth, and the truck wash (touchless for tractors, brush for trailers) were getting there.

Scott and shop manager Morris Boudreau have 50,000-sq-ft of maintenance space to work with, plus a 6,000-sq-ft parts mezzanine, and it's full of the latest technology. They can handle two full tractor-trailers plus two bobtail tractors at a time in the dedicated safety lanes, and on day one they serviced 62 trucks in the three-door facility. The next day they already had it up to 150.

When drivers come off the road, they run through there for an inspection, fuelling (indoors), and any necessary lubrication. But

much more happens. As the truck rolls into the shop it drives through a short track just outside the door that, using Michelin's eTire system, reads in-tire sensors and reports on air pressure and tire temperature wheel by wheel. Once inside, the rig passes over a small pad in the floor—it doesn't have to stop—that assesses tractor and trailer wheel alignment automatically, then displays a report on a monitor instantly. That's a Hunter Alignment innovation and it should save both downtime and money.

There's a full-length pit under each of those lanes and—uniquely—a common mechanic's station below grade between pits. About 10 x 12 ft in size, it houses the requisite computer but also 20 or so of the most commonly needed routine-maintenance

• LET'S GO BENCHMARKING

This is the first in **THE BENCHMARK SERIES**, a joint editorial award program that we're running in concert with our French-language sister magazine, *Transport Routier*. It aims to honor trucking operations—of any size or type—that excel in such a way that they "raise the bar" and thus present a model for others to follow. In every issue of each magazine another exceptional fleet will be profiled. For-hire fleets and private concerns, big fleets and small, they're all eligible. We plan to build a cumulative picture of what it takes to be great in 2005 and beyond.

The series is sponsored by PeopleNet Canada, and at year's end we'll join with that company in honoring the fleet chosen as "Benchmark" of the year. ■



Editorial Director Rolf Lockwood invites nominees. Call him at 416-614-5825 or e-mail rlockwood@newcom.ca.

parts like brake diaphragms. They can be billed right from there without the mechanic ever coming up. As time savers go, this one should be big.

The driver, not incidentally, never leaves his truck, using the time to complete his paperwork.

In a separate and much bigger building the tractor repair shop can accommodate 12 bobbetails at a time, four of them with pits underneath which also have common mechanics' stations. There's an alignment rack in there and a crane above. In a separate wing the trailer shop can handle routine service on six trailers at once plus another four needing larger repairs. As in the adjacent body shop, there's a crane and meaty tie-downs in the floor to facilitate frame-straightening.

This building and the safety-inspection shop are heated by waste oil via CleanBurn furnaces, and with a holding capacity of 80,000 litres nobody's going cold any time soon. Just in case, there's a natural gas backup.

Perhaps the single biggest innovation in the new Challenger complex is the way the adjacent 56,000-sq-ft office building is heated and cooled. With a view to keeping costs down and doing the environment a favor at the same time, Einwechter and chief financial officer Gene Moser chose a 'geothermal' solution by NextEnergy of nearby Elmira, Ont. Using water coursing through 90,000 ft of pipe laid underground—covering almost three acres—heat is drawn from the ground by heat pumps and distributed in the building by water-to-air heat exchangers. In warm weather the process is reversed to provide air conditioning.

The system cost \$600,000, says Moser, but the payback is an impressive four years—a period that shrinks every time the cost of electricity or gas rises. The geothermal system eliminates the need for fossil fuels. Challenger's building is one of the largest commercial applications of this new technology in the country, and one of the first.

The office building, to be finished in late summer, is full of other innovations, some of them quite subtle. For example, most people won't notice that the back of the building is exactly the same as the front. Why? Einwechter explains that he doesn't want drivers to feel like second-class citizens who have to use the back door when they come to visit dispatch. Less subtle is the driving simulator to be installed on the ground floor. Not cheap, but a hugely useful training aid.

Being innovative and being first is something of a habit for Challenger. In 1994, for instance, it was the first carrier under the new NAFTA agreement to receive authority for Mexico, thus offering transportation services across the entire continent. And last month, continuing its long tradition of testing new technologies, the company took delivery of five Volvo VN tractors sporting Cummins ISX engines that run on liquefied natural gas. Developed by the engine maker and its partner, Vancouver's Westport Innovations, they'll run between Toronto and Michigan.

Einwechter, who has served the industry as chairman of both the Ontario Trucking Association and the Canadian Trucking Alliance, is not a quiet and retiring man, and he's obviously unafraid to break new ground. His new headquarters facility offers proof of that, setting several benchmarks for others to follow. Or simply to envy. ▲



▲ Einwechter in front of Challenger's new headquarters in Cambridge, Ont. The facility is heated and cooled 'geothermally' without using fossil fuels. Challenger hauls truckload, flatdeck, specialized LTL, and intermodal loads, with terminals in Montreal and Vancouver. It also runs a logistics and warehousing operation.



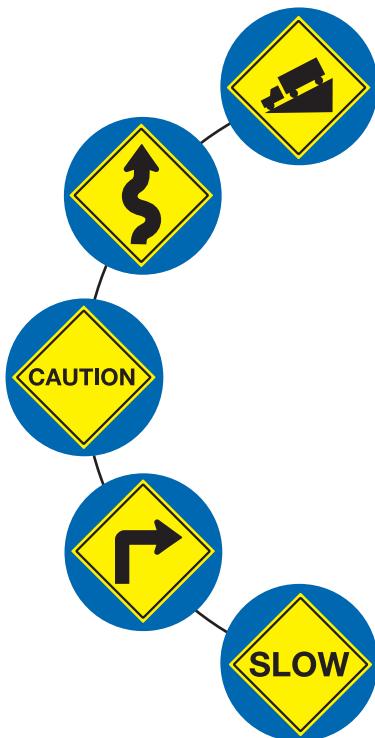
▲ The tractor repair shop runs 24/7 and can handle 12 bobbetails at a time. There's an alignment rack and in a separate wing the trailer shop can do routine service on six trailers at a time plus another four needing larger repairs. Adjacent is a body shop with a 50-sq-ft paint booth. The facility is heated by waste lube oil.



▲ When drivers finish a run, they must pull into one of three safety-inspection lanes to be fuelled. The truck's tire pressures and tire temperatures and its wheel alignment are checked automatically. Mechanics do routine maintenance in pits below, which also house a computer station and a stock of the 20 most common repair parts.



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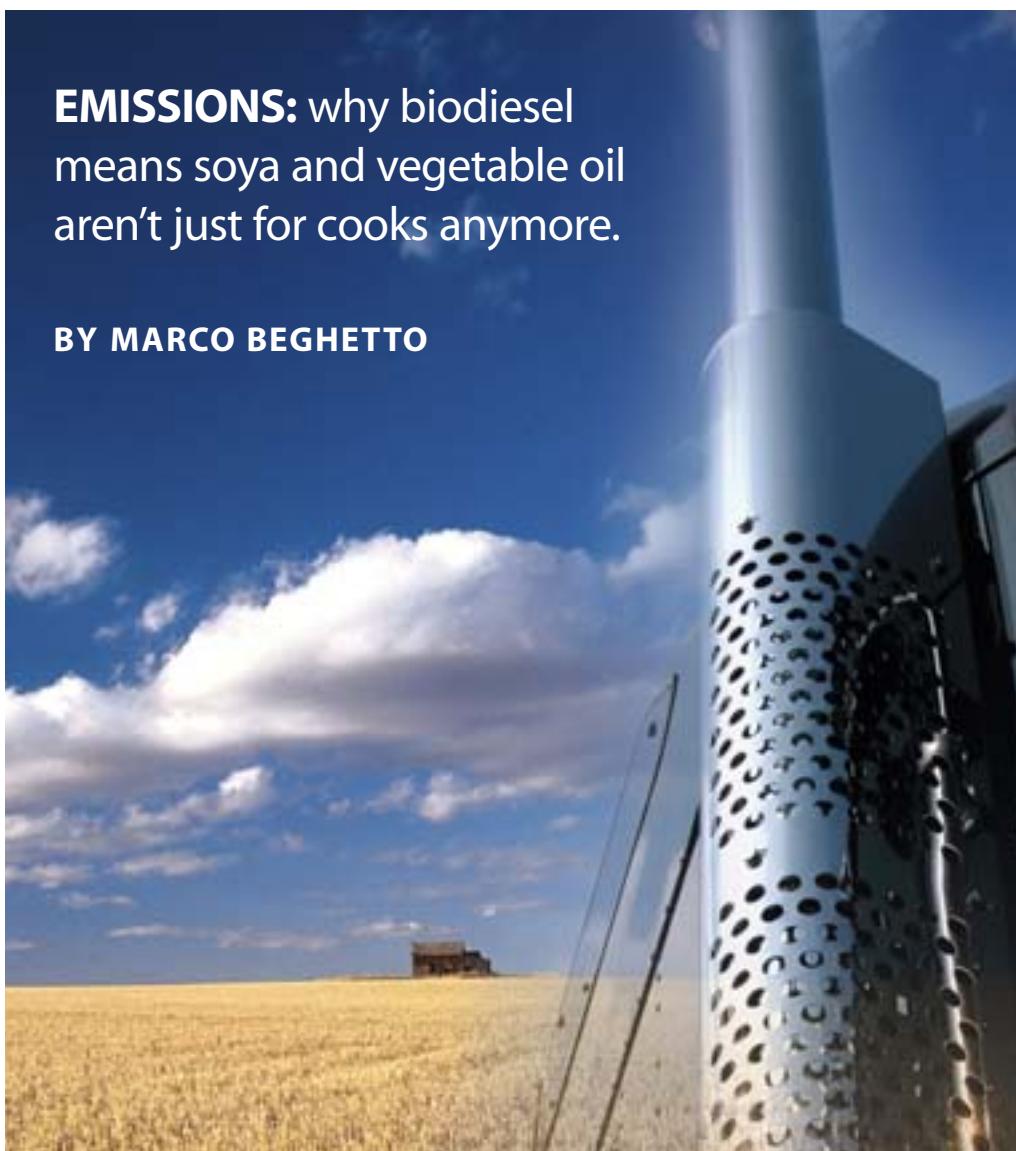
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bio diesel able

EMISSIONS: why biodiesel means soya and vegetable oil aren't just for cooks anymore.

BY MARCO BEGHETTO



If anyone had believed 100 years ago that truck engines would some day run on soya beans, vegetables—even fish oil—it would have been Rudolph Diesel himself.

Indeed, the inventor of the diesel engine would have found nothing fishy about powering engines with the same product we use for cooking french fries.

“The use of vegetable oil for engine fuels,” he said when filing his patent for the diesel engine back in 1912, “may be insignificant today. But such oils may become in the course of time as important as the petroleum and coal tar products of the present time.”

Diesel’s words might come true yet.

More and more, people are talking about “biodiesel”—a non-toxic, animal- or plant-oil-based fuel that is said to reduce greenhouse gas (GHG) emissions dramatically.

It can be burned in any standard, unmodified diesel engine in pure form (B100) or in a blend with petroleum diesel. However, a blend of B20 (20 percent biodiesel and 80 percent petroleum diesel) is most common for commercial vehicles. In colder climates, where biodiesel has been known to gel, blends typically get as low as B5 or B2.

Folks have been experimenting with biodiesel since before World War II. And recently, a handful of Canadian fleets have actually embraced the idea.

Diesel

Toronto Hydro was one of the first operations in Canada to pump biodiesel into their trucks. In 2002 the utility switched its 400-vehicle fleet to B20. At the time, Roger Smith, manager of fleet services, told *Today's Trucking* that the engines delivered similar or better torque, horsepower, and fuel economy as 100-percent petroleum-diesel powered engines, while also cutting greenhouse gas emissions by 30 percent.

Since then, the City of Brampton, Ont. has also fueled up, becoming the first Canadian municipality to commit its entire work-truck fleet to the ongoing use of biodiesel. It even began experimenting with blends as high as B50.

The City of Halifax also came out with its own Atlantic twist on biodiesel, stirred up a brew of 80 percent diesel fuel and 20 percent fish oil for its fleet of buses.

"Biodiesel isn't just a so-called renewable fuel, but a true renewable fuel we can grow and produce right here," says Govindh Jayaraman, president of Ottawa-based biodiesel supplier Topia Energy.

B100 isn't unheard of in Canada, but needs several fuel delivery system modifications. Regardless, Topia's Jayaraman says, "Fleets should be steered away from that kind of thinking. It makes them think that biodiesel is a lot of work."

But B20, Jayaraman explains, is absolutely viable in average fleet conditions, while B5 or B10 should be considered for colder, northern operations. Both blends, according to Jayaraman and other biodiesel proponents, produce virtually the same or

improved engine performance, wear, and fuel economy.

"Biodiesel combusts more efficiently in the combustion chamber," he says. "The reason is simple: the greatest innovations in diesel engine performance are about oxygenating the fuel—injecting more air into the combustion chamber and getting better aspiration of the fuel." What better way, he asks, than putting biodiesel—where the fuel molecule is 8 percent oxygen—into the mix?

Ken Canning, president of Markham, Ont.-based petroleum products hauler FIBA Canning Inc., backs many of biodiesel's claims. He's tested blends from

been a hurdle. It also seems carriers aren't buying all the glowing reports, and questions still linger on how biodiesel affects engine warranties. If some "tree huggers" want to experiment with the crazy concoctions, more power to them, many truckers insist. But stay out of my fuel tank, thank you very much.

Those folks may soon not have a choice in Ontario, however. That province has been hyping biodiesel for years and has even exempted it from its 14.3-cents-a-litre fuel tax. Now there's talk that the Ontario Ministry of Agriculture is teaming up with the Ministry of the Environment to mandate to some degree a biodiesel

Halifax stirred up a brew of 80-percent diesel fuel and 20-percent fish oil for its fleet of buses.

B2 to B100 in his four tractors spec'd with 430-hp Detroit Diesel engines, hauling 140,000-pound liquid bulk loads.

"Whether it's B2, 5, 20, or even 100, we haven't had any significant problems," says Canning, who gets his biodiesel from Topia.

As for torque or horsepower, Canning reports no degradation. In fact, he says, when operating B100, many veteran tank drivers reported that pulling power actually improved.

Still, besides Canning and a handful of others, biodiesel use within the for-hire carrier community is almost non-existent. While many carriers might admit to being intrigued by the concept, they aren't ready to jump on the bio-bandwagon any time soon. The high cost of biodiesel has always

blend—likely something light such as B2 or B5—for commercial vehicles.

The Ontario Trucking Association (OTA), which is keeping a close eye on the proceedings, promises that it will fight any such measure if it thinks the government is trying to create a new alternate fuels industry on the backs of truckers.

"If that's the ultimate answer, then we are opposed to biodiesel," Stephen Laskowski, the OTA's assistant vice-president, told *Today's Trucking*.

"We will not allow ourselves to become the subsidizer of a new industry, when we're already gaining environmental benefits [with the new post-'02 engines]."

Those engines—which cost \$5,000 to \$10,000 more per unit than pre-2002

LOOK WHO'S CHIMING IN

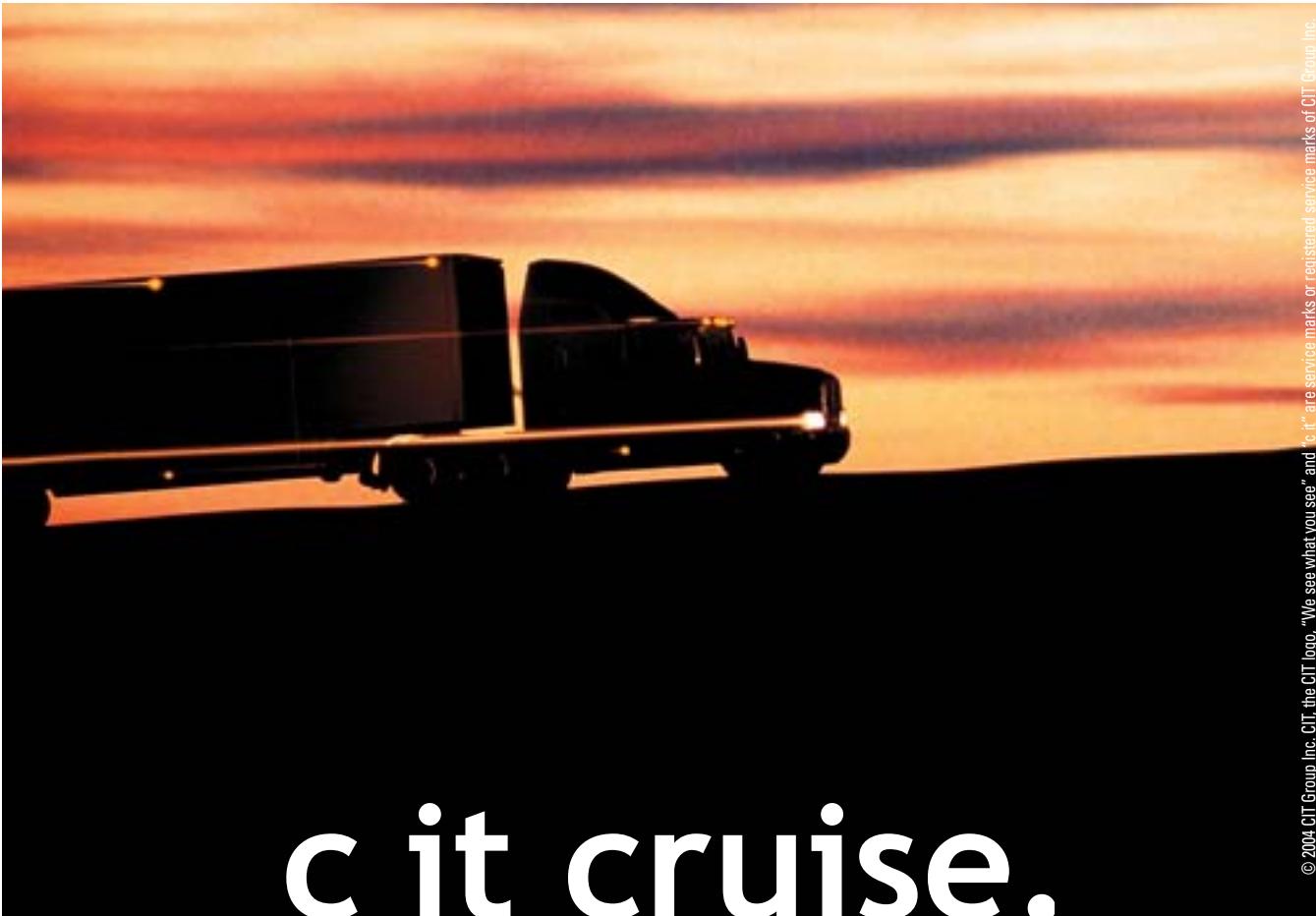


WILLIE NELSON has never been short on advice. In 1978, he suggested to *Mamas everywhere*: "Don't Let Your Babies Grow Up to Be Cowboys." (One danger, the song said, was that they'd love trucks. That's a problem?)

But these days Willie is giving new meaning to "On the Road Again" with his latest message: buy biodiesel. And not just any biodiesel. He means "BioWillie," his own proprietary blend. Time was, Willie teamed up with Johnny Cash and Kris Kristofferson. Now he's hooked up with three business partners, marketing his biodiesel to truckers at truckstops across the U.S.

In an interview with Associated Press last year, he said he began researching the product after his wife bought a biodiesel-burning car. Willie hasn't given up his day job like his disastrous 1972 retirement from music and venture into pig farming. Still, the country star is a natural, says Peter Bell, a Texas biodiesel supplier and one of Willie's business partners. He says Nelson will help the largely unknown fuel blend gain wider acceptance among trucks and passenger car drivers alike.

"When he starts talking, these folks really listen to him... It's like having Tiger Woods talk about golf clubs." — M.B.



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Diesel

diesels—have substantially cut particulate matter and nitrous oxides (NOx) since 2002, and will virtually eliminate such pollutants by 2007. Engines meeting '07 standards will probably cost another \$5,000 or more.

“So the question,” according to Laskowski, “becomes ‘why?’ since we’re already dealing with [smog and pollution] problems effectively.

“What are the ancillary benefits of biodiesel? I look at it, and see very few for our sector in the medium to long term.”

In fact, a 2002 Environmental Protection Agency study, entitled a Comprehensive Analysis of Biodiesel Impacts, reported an increase in NOx with biodiesel, the extent of which depended on blend and feedstock. The study also concluded after initial testing that certain biodiesel fuels can actually increase carbon dioxide by 3 percent in comparison to conventional diesel.

However, the same study also found that NOx increases were negligible at low-level blends, and biodiesel with higher cetane values should have a neutral effect on NOx. Ironically, it’s the high-cetane animal-based biodiesel that increases CO₂, although plant byproduct with standard diesel has no such effect.

In a letter to the OTA, Natural Resources Canada (NRCan) admits that some air-quality benefits of biodiesel may be mitigated in time as the new generation of EPA-mandated engines and low-sulfur fuel become more widely used after 2007.

However, NRCan adds that biodiesel still tackles GHG’s that the new generation heavy-duty diesels won’t, such as carbon monoxide and volatile organic compound.

In the end, the EPA study, as well as an Engine Manufacturers Association technical statement, concluded that, despite some adverse affects with high biodiesel blends, a B5 mixture should not cause engine or fuel system problems.

“Notice they didn’t say ‘will not,’ but ‘should not,’” Laskowski says. He adds that there are no guarantees that the use of biodiesel will not void the warranty of trucking equipment—especially for the upcoming '07 engines, which have not undergone any extensive testing while running on biodiesel.

Here is what Cummins officials say about

biofuels: “Cummins neither approves nor disapproves of the use of biodiesel fuel blends. Cummins is not in a position to evaluate the many variations of biodiesel fuels, and the long-term effects on performance, durability or emissions compliance of Cummins products. The use of biodiesel fuel does not affect Cummins materials and workmanship warranty.

duction of biodiesel, we’d be faced with a logistics issue of a special type of fuel—just like California. And take a look at their rack prices.”

Cost and delivery system aside, it’s hard to ignore the glowing reviews that come from people who pump biodiesel into their trucks.

Canning is one of those true believers.



“Failures caused by the use of bio-diesel fuels or other fuel additives are not defects of Cummins parts or workmanship and therefore would not be covered by Cummins warranty.”

But then Cummins adds “Given the current industry understanding of biofuels and blending with quality diesel fuel, it would be expected that blending up to a 5 percent volume concentration should [not] or most probably will not cause serious problems.” The company also said it intends to work towards increasing the blending percentage in the near future.

One issue that’s much less debatable is cost. While Ontario’s tax incentive may help mitigate the cost of production, Laskowski points out the supply logistics would definitely hike prices for truckers at the pump.

“We’d be making an island out of ourselves in terms of the fuel-distribution network,” he says. “Not only would we face the cost associated with the intro-

FILL’ER UP: Canada’s first ever biodiesel station opened in Markham, Ont. last year.

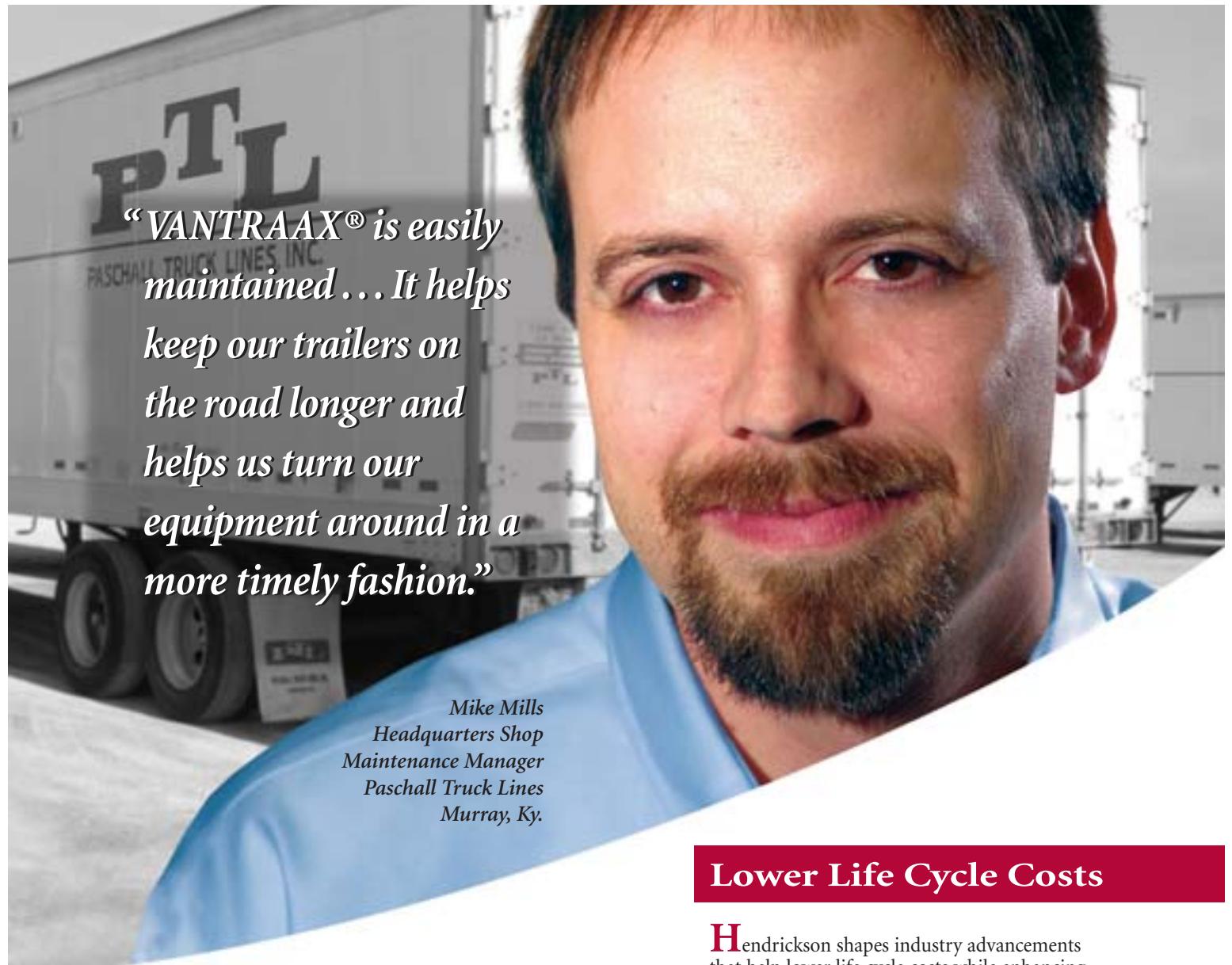
He even suggests that biodiesel could be one solution available to an oil industry struggling to solve the lubricity problems associated with soon-to-be mandated 15-ppm low-sulfur diesel.

“I would say biodiesel would be a perfect complement [for ultra-low sulfur fuel],” he says. “Even a low blend is all you really need to meet your lubricity requirements.”

Canning is no tree-hugger. He says he’s just a small fleet-owner trying to run a business while doing his small part for the environment too.

“We were definitely skeptical going in. Being something new, I think everybody is looking for every little thing that can go wrong,” he says. “But once we saw the results, we couldn’t help but support it.”

It may take a lot longer for others to agree. ▲



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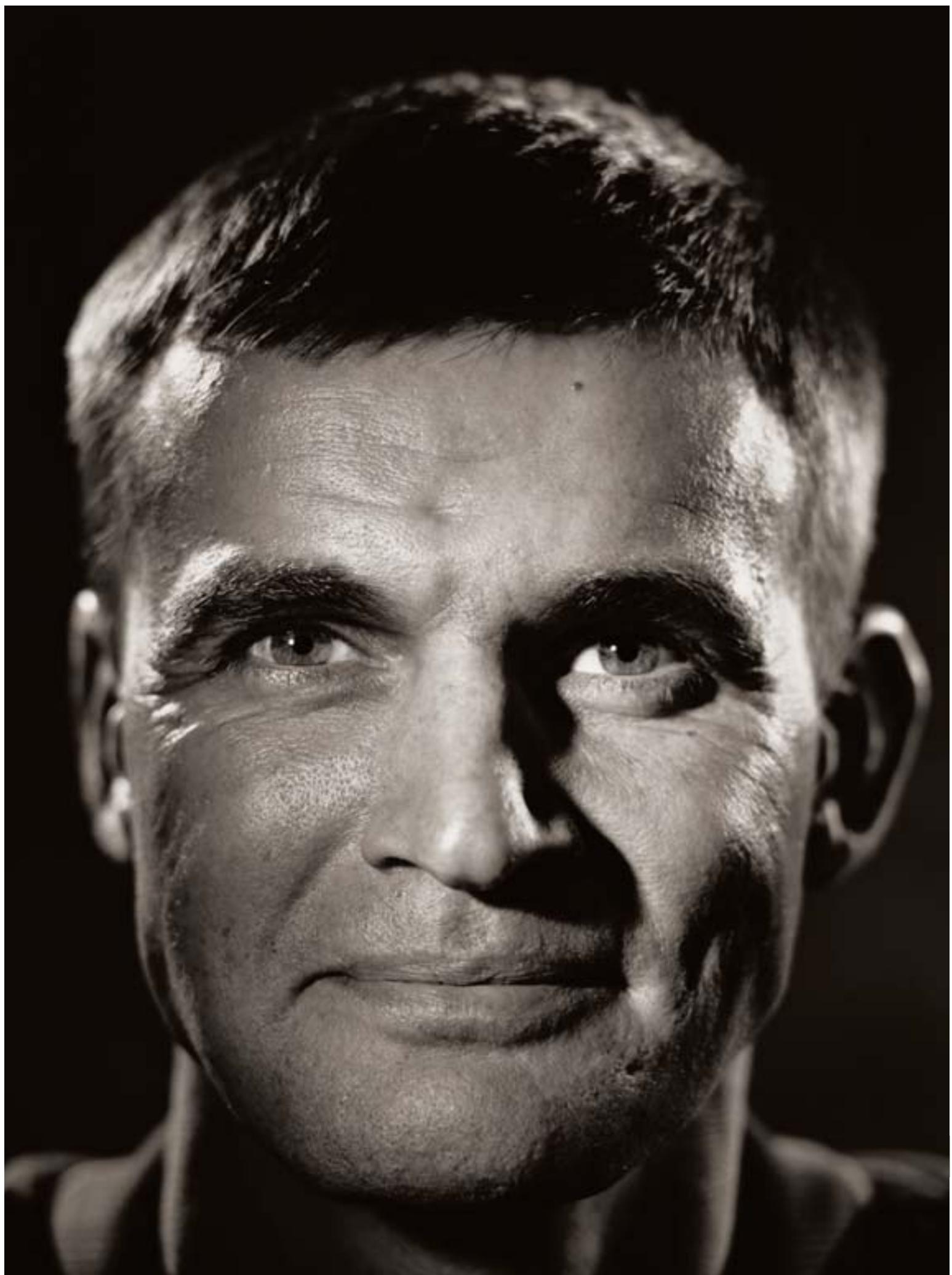


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HOW TO KEEP YOUR OIL WELL

**EGR engines make
oil analysis more
important than ever.**

BY STEPHEN PETIT

Oil analysis might be the best troubleshooting tool you have but very seldom use. It can help diagnose or avert mechanical problems, identify shortcomings in your shop, and it can even spot trouble drivers.

It's always been useful but now, because of new low-emissions engines, particularly those using cooled exhaust gas recirculation (EGR), oil analysis is even more crucial. With EGR, the engine relies on the cooling system to help reduce exhaust-gas temperature from around 650 degrees C in the combustion chamber to about 120 degrees C. In the process, the temperature of the coolant increases, which in turn heats up the oil. Crankcase lubes run about 22 degrees hotter than in older engines. Higher oil temperatures increase the rate of oil oxidation, a chemical reaction between oil molecules and oxygen (the oxida-

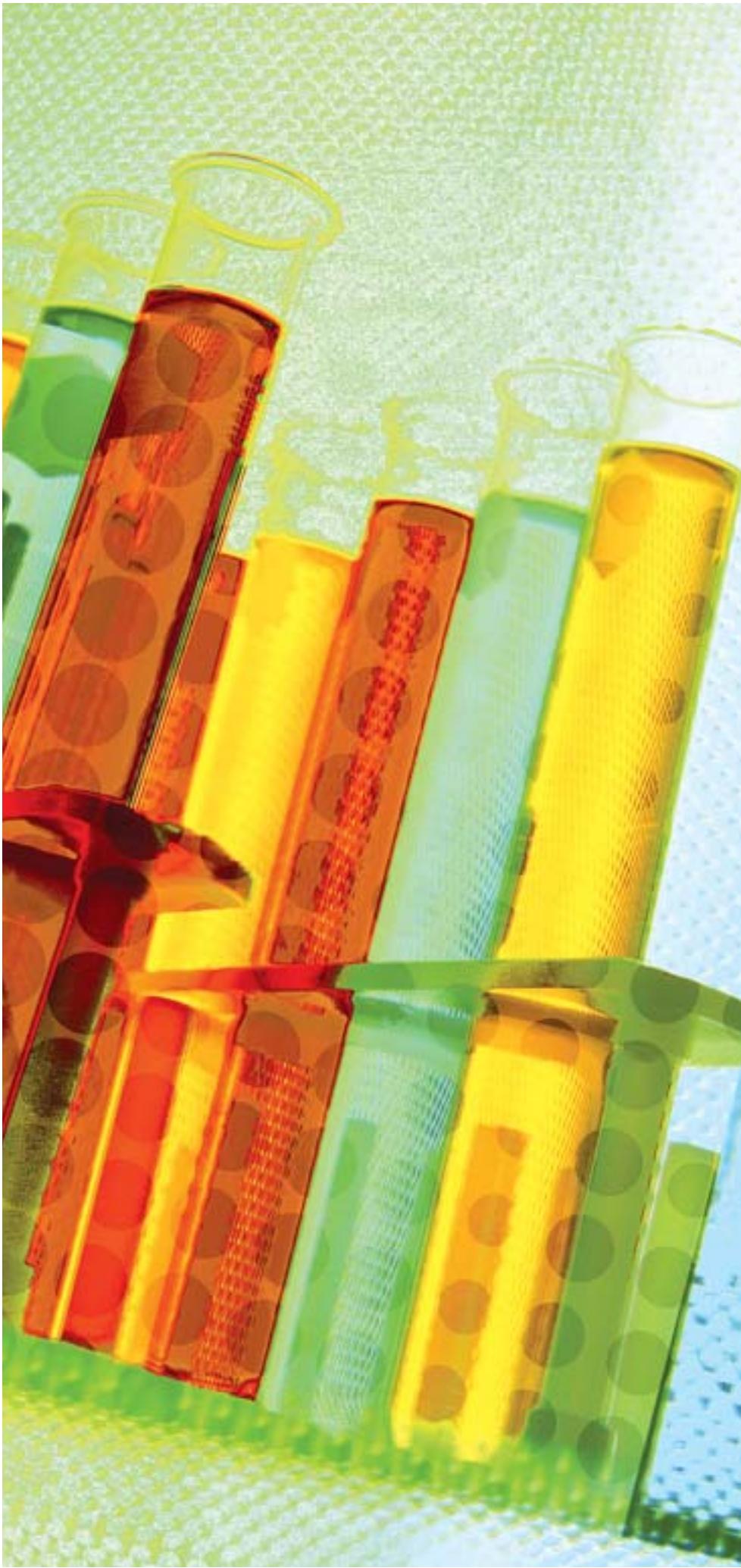
tion rate doubles with every 10 degrees C). This reaction can make oil thicken and hard to pump. And that can mean a loss of power, poor fuel economy, premature ring and bearing wear, and formation of sludge in the oil.

Heat is not the only stress that EGR puts on oil. The lubricant needs detergents to neutralize the corrosive sulfurous and sulfuric acid present in recirculated exhaust gas. These acids are particularly problematic at low engine speeds—if you idle a lot or are involved in low-speed start-stop operations.

Controlling oxidation and neutralizing the acidic byproducts of the combustion process would qualify as heavy lifting in anyone's book. But the retarded timing necessary to lower combustion temperatures further boosts the oil's workload by raising the soot levels in the crankcase. Oils that don't control soot well can give rise to several maladies, including valvetrain wear, filter plugging, bearing failure, sludge, and loss of fuel economy.

Lube refiners have reformulated their products, increasing the level of basic additives as well as improving the base-oil quality to better control the damaging effects of EGR. We're currently at the CI-4 Plus oil performance standard and holding—the next one will come next





year, before even tougher emission rules take effect in 2007.

High heat, acidity, and soot combined with new formations of oils mean that the old rules regarding oil-change intervals no longer apply. Engine manufacturers and refiners are changing those rules as they compile more data, especially with respect to extended drain intervals.

WHY TEST?

The stress on your oil and the consequences of downtime are convincing arguments for oil analysis—whether you run one truck or 1,000.

Most engine manufacturers and lube suppliers offer private-label oil analysis and are a solid first step. Typically, they contract the work to an independent lab like WearCheck Canada.

“Extending your drain interval is a good reason for oil analysis, but it’s hardly the only reason,” says Bill Quesnel, vice-president of the Mississauga, Ont., laboratory specializing in oil and wear particle analysis.

“We spend a lot of time working with fleets to help them get comfortable with where their oil drain intervals should be,” he says.

Oil analysis takes away a lot of that mystery and allows you to look at information you need to make choices about how your equipment is maintained and take control over how to keep those costs in check, he says.

“The important thing is to have a testing program that’s in line with what you want to achieve as a truck owner or maintenance manager,” Quesnel says.

“Are you trying to maximize the life of the oil? Are you trying to establish regular maintenance schedules for your trucks? Are you running your equipment beyond your warranty and want to reduce the chance of major repairs? We can sell you test kits, but ideally, the customers who get the most value out of oil analysis are working closely with our technicians on an ongoing testing program that’s tailored to their business.”

You want to take a sample from each truck in your fleet at its regular oil-change interval, which ideally should dovetail with your vehicle’s preventive maintenance schedule.

Today's Trucking

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Lubes

"Whether you're a garbage truck fleet or a long-haul trucking operation, the best way to know what that point is, and whether you're maximizing your change-out intervals, is by monitoring the condition of the oil," says Quesnel.

WHAT TO TEST FOR

Engine manufacturers and oil suppliers offer change-interval targets. But it's more practical to set your oil-change intervals based on your engine lubricant's ability to maintain an acceptable level of viscosity, alkaline reserve additives (expressed as the Total Base Number), and oxidation.

Lab tests fall into four general areas of interest:

Total Base Number. Comparing your used oil's reserve alkalinity (TBN) to that of new oil indicates whether your additives can neutralize acid residues. Says Quesnel: "When the oil is in service too long, the BN will drop. It can signal oxidation, an insufficient oil level, defects in the cooling system, the use of fuel with a high sulfur content, contamination. We can assess whether the oil is fit for further service."

Contamination. Any engine lube will pick up contaminants. Caught early, dirt can alert you to the need to service the filters, saving the oil. Other contaminants signal other problems: water will cause the oil to form a sludge which can plug filters; fuel can indicate excessive idling or low

compression; and glycol causes rapid oxidation of the oil and can lead to a major engine failure.

Viscosity. When oil loses viscosity, it gets thinner and vice versa. Oil analysis can show you why the oil is changing.

Component wear. Spectrographic analysis at the lab can show the presence of wear metals—aluminum, iron, chromium, and the like. The rate at which wear metal particles increase from sample to sample is as important as the quantity of particles in the oil. Regular sampling at specified intervals can establish wear-rate trends.

It's important not to look at any one test result in isolation. For example, your engine manufacturer may have an acceptable soot level of 5 percent. If oil analysis tells you the soot level is 6 percent but viscosity is still okay, the TBN is fine, the oxidation level is not too high, and there's no abnormal wear, you may want to keep running.

"As a maintenance manager, at least you can make a more informed decision," Quesnel says. "The goal should be to use the oil as long as possible without incurring maintenance costs. The logic about how we make a determination is changing."

WHAT'S THE FREQUENCY?

Oil analysis is trend-based. To compare past results with current ones, you need a history—a trend line that lets you track

GARBAGE IN, GARBAGE OUT

WHEN IT COMES TIME FOR OIL ANALYSIS, HEED THE OLD GARBAGE-IN-GARBAGE-OUT AXIOM: A CONTAMINATED SAMPLE IS A WASTE OF TIME AND MONEY. REMEMBER THESE TIPS:

1 Be consistent. Your procedures, hardware, the sampling location, and the test intervals must be uniform. Install a sampling valve on the crankcase or filter port and label it with a corrosion-resistant tag. On the tag, identify the port, machine, lubricant, or any other information the technician needs to collect a valid sample.

2 Be clean. Use a clean, dry container to hold the sample and seal it properly.

3 Be complete. Ensure each milliliter is rich with information. Before you sample, bring the engine up to operating temperature so you capture contaminants

that would otherwise settle down and out of the lubricant when the engine is shut down. And then double-check your paperwork to make sure it's completely and correctly filled out. Wrong information can confuse the lab technician, cause delays, or worse, add an invalid sample to your trend analysis.

4 Be quick. The data is only as good as how fast you get it back. Courier or mail the sample to the lab right away. A prompt turnaround can ward off disasters that could leave your truck parked at the roadside.

metal wear and contaminants over the life of the engine.

Your first sample should be new lubricant that the lab can use as a baseline. Any time you switch to a different oil formulation or supplier, your lab needs to know about it.

Plan to sample at your regular service interval. If your goal is to extend your drain interval, test at the normal service interval and then in increments of 50 percent thereafter until the analysis shows the useful life of the oil is starting to deteriorate.

MEANINGFUL REPORTS

There are several ways to distinguish one lab from another, including price. Lab A may perform an array of tests for \$11 a sample and Lab B will do the same for \$14, but the more expensive option may deliver more. The value is in how they help you interpret the result and the level of service they provide.

Oil analysis is trend-based. To compare results, you need a history.

Ask for a sample report. It should be concise, readable—in plain English—and convey data in absolute units.

Many labs provide results online or by some electronic means, with software or Internet-based applications to help you manage the data. Try them. Make sure these tools are compatible with the way you manage the rest of your maintenance data.

Can you contact the analyst directly and discuss the results? On severe samples, ones showing abnormal results, the lab should be proactive. You should expect a phone call, a fax, or an e-mail right away, and have the opportunity to talk to a qualified human being.

Because oil analysis gets more meaningful with time, your lab should help you find ways to interpret trends and make good management decisions.

You can compare all the makes, models, and production years of the engines in your fleet with oil-related problems. Which suffer from dirt ingress? Excessive soot? Fuel dilution? You can compare trends according to each garage handling your engine service.

Armed with that information, you can ask pointed questions of your engine manufacturer, lube supplier, or service garage.

Explains Quesnel: "If you approach your engine rep and say, 'I'm experiencing some glycol leaks. Is that normal for this model of engine?' you're going to get a different answer than if you can say, 'About

13 percent of this model engine are having glycol problems. What are you doing about that?'

"You may be a small fleet," Quesnel notes, "but when you're looking at results compiled from more than a half-million samples [from other fleets in the lab's client list], you're going to get some attention." ▲

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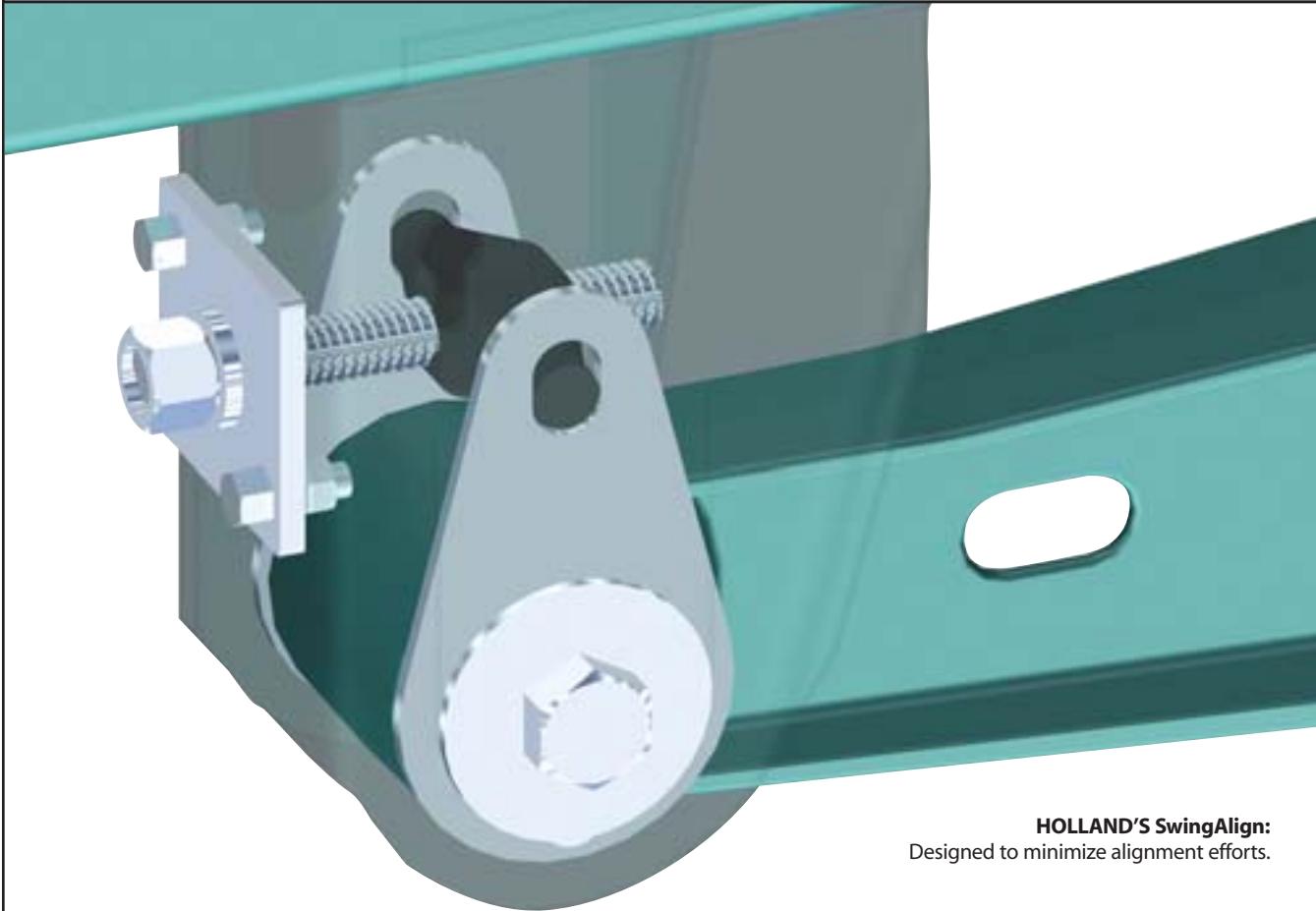
In Gear

INSIDE:

53 Freightliner dual drive

55 Trailer security brainwave

EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



HOLLAND'S SwingAlign:

Designed to minimize alignment efforts.

Air-ride Update

suspension *Speedy pin releases, better braking and improved alignment are just a few of the reasons you should take a second look at trailer air-ride add-ons. By Stephen Petit*

Air-ride suspensions have found a steady updraft in the van market during the past decade. Dry-van operators have migrated to air-ride at such a rate that it now makes up more than 65 percent of the market, up from 30 percent 10 years ago.

That's quite a lift for what is traditionally a low-budget lot who bristle at anything that might cost more money or is heavier than the next-best alternative.

Volume production combined with better designs have helped cut the price-premium of air-ride suspensions by more than 50 percent on some trailers and have narrowed the gap on weight compared to their mechanical counterparts.

The bigger impact, though, has come from the way manufacturers are integrating the suspension with a slider, axles, and brake components.

In doing so they've developed features

that not only protect the freight and reduce shock to the trailer but also make trailer air-ride suspensions more functional. Major van suspension suppliers market most of these things as options. Before you pass them off as superfluous, think again about the value. They're worth a closer look.

SPEEDY ALIGNMENT: You don't get paid to go sideways. Yet misaligned axles cause you to drag your trailer a few feet to the right or left for every kilometre you turn. If the average alignment job took 30 minutes instead of three hours the problem would be easier to deal with.

That's the idea behind SwingAlign, developed by Holland for its 40,000-lb tandem trailer air suspension and slider, the CB400/CB4000. SwingAlign requires

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no special tools or disassembly during the realignment process. You simply apply 250 lb ft of torque on an adjustment nut, which turns a screw that's threaded through a bushing connected to each trailing arm. It shifts the arm fore or aft using the same roll-thread screw technology found on Holland's landing gear products.

PIN RELEASES: What's the cost of a driver who yanks on a bound-up pin and slips on the ice? Or the value of the 20 minutes your driver could save repositioning a slider by himself? What if your driver simply can't generate 80 or 90 lb of pull effort by himself? Or herself?

When it detects low air pressure, MTIS routes air to a control box, then into the axle and to each tire.

Consider a pin release like Hendrickson's Quik-Draw, an air-operated pin-pull mechanism that allows a single person to reposition the slider with minimal effort. When activated, it applies continuous pressure until the pins disengage. As an added safety measure, the pins automatically reset with the release of the emergency brake.

TIRE INFLATION: Aftermarket trailer tire inflation systems can be ungainly. With access to an air supply, suspension designers are integrating tire-pressure monitors at the factory level.

One example is the Meritor Tire Inflation System by PSI, available on ArvinMeritor's trailer suspensions (including the DuraSlide tandem suspension for vans which went into production last month). When it detects low air pressure, MTIS routes air to a control box, then into the axle and to each tire. A sensor in the spindle press plug will detect high heat in the tire and alert the driver.

HEIGHT CONTROLS: With no air supply, bags can squat under the weight of the lift truck moving on and off the trailer deck. Trailing-arm suspensions are especially prone to this, a phenomenon called dock walk or trailer creep.

Hendrickson's SURELOK option is designed to maintain the trailer deck at ride height during loading and unloading.

When you set the trailer's parking brakes, a pair of supports automatically swings into place over the suspension beams, holding the trailer at ride height.

The supports disengage when the parking brakes are released. Combined with an air-dump valve, SURELOK also eliminates dock walk.

While some suspensions address the problem with devices to keep the bags from collapsing as they deflate, others address it by design. A parallelogram design puts the air bags directly over the axles and positions them with upper and lower control arms that are parallel to each other.

About 10 years ago engineers at Reyco reversed one rear suspension on a Reyco 86AR tandem slider. They effectively cancelled each other out without the need for dump valves or air-activated block mechanisms. The ReycoGranning Dockmaster II, a tandem air-ride slider, axle, and brakes assembly, introduced last year, operates on a similar principle.

BETTER BRAKING: Dana's RS40 slider suspension (which joined the family of Dana Spicer SmartRide trailer suspensions late last year) uses truck-style brakes for parts commonality. The result: you can cut your parts inventories by up to 40 percent.

As an option, Dana offers Bendix air disc brakes, a product of a joint venture between Bendix and Dana. Earlier this year, TransX, the Winnipeg fleet, ordered 500 Dana Spicer SmartRide trailer suspension modules with Bendix disc brakes.

SmartRide suspensions and axles can be specified with an array of Bendix products, including double or single anchor-pin air drum brakes; extended service and 8.625-in wide brakes; and Bendix TABS-6, a scalable ABS technology for trailers.

Dana's work with Bendix and Eaton—its partner in the Roadranger marketing alliance—is a reminder that product engineering agreements are critical to air-ride suspension systems for the fickle van trailer market.

Collaboration helps designers cut weight, maximize strength, and create an enticing package of components. Some designers work across the hall from one another, others across the globe. What's important is how the elements work together once they're under your trailer. ▲

Retail Diesel Price Watch

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WEEKLY PUMP PRICE SURVEY / cents per litre

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CITY	Price	(+/-) Week	Excl. Taxes
WHITEHORSE	101.9		84.0
VANCOUVER*	96.5	-0.9	65.2
VICTORIA	94.7	-0.5	67.0
PRINCE GEORGE	86.4	-3.0	61.7
KAMLOOPS	89.2	-1.5	64.4
KELOWNA	88.9	-2.3	64.1
YELLOWKNIFE	94.4		75.1
CALGARY *	80.4	0.3	62.1
RED DEER	83.4	-0.5	64.9
EDMONTON	80.7	-0.6	62.4
LETHBRIDGE	N/A		
REGINA *	84.2	-2.2	59.7
SASKATOON	87.6	-0.3	62.8
PRINCE ALBERT	86.7	0.2	62.0
WINNIPEG *	79.7	-4.3	58.9
BRANDON	85.4		64.3
TORONTO *	83.9	-0.1	60.1
OTTAWA	86.0	-0.7	62.1
WINDSOR	83.4	0.7	59.7
LONDON	82.4		58.7
SUDBURY	N/A	-1.1	61.9
SAULT STE MARIE	87.9	-0.7	63.8
THUNDER BAY	87.3	0.4	63.3
NORTH BAY	85.7	-0.9	61.8
TIMMINS	86.4		62.4
HAMILTON	84.5	-0.1	60.6
ST.CATHARINES	85.6		61.7
MONTRÉAL *	94.1	-4.5	61.6
QUÉBEC	93.8	-2.0	61.4
SHERBROOKE	92.4	-1.5	60.1
GASPÉ	91.6	-1.3	59.4
CHICOUTIMI	92.5	-0.5	60.2
SAINT JOHN *	95.9	-2.3	62.5
FREDERICTON	99.6		65.7
MONCTON	95.2	-0.5	61.9
BATHURST	96.4		62.9
HALIFAX *	92.9	-0.2	61.3
SYDNEY	95.5	-1.0	63.6
YARMOUTH	96.2		64.3
TRURO	97.4	-1.0	65.3
CHARLOTTETOWN *	96.5		66.5
ST JOHNS *	103.0	1.0	69.0
GANDER	104.7		70.5
CORNER BROOK	103.0		69.1
CANADA AVERAGE (V)	87.5	-1.2	61.6

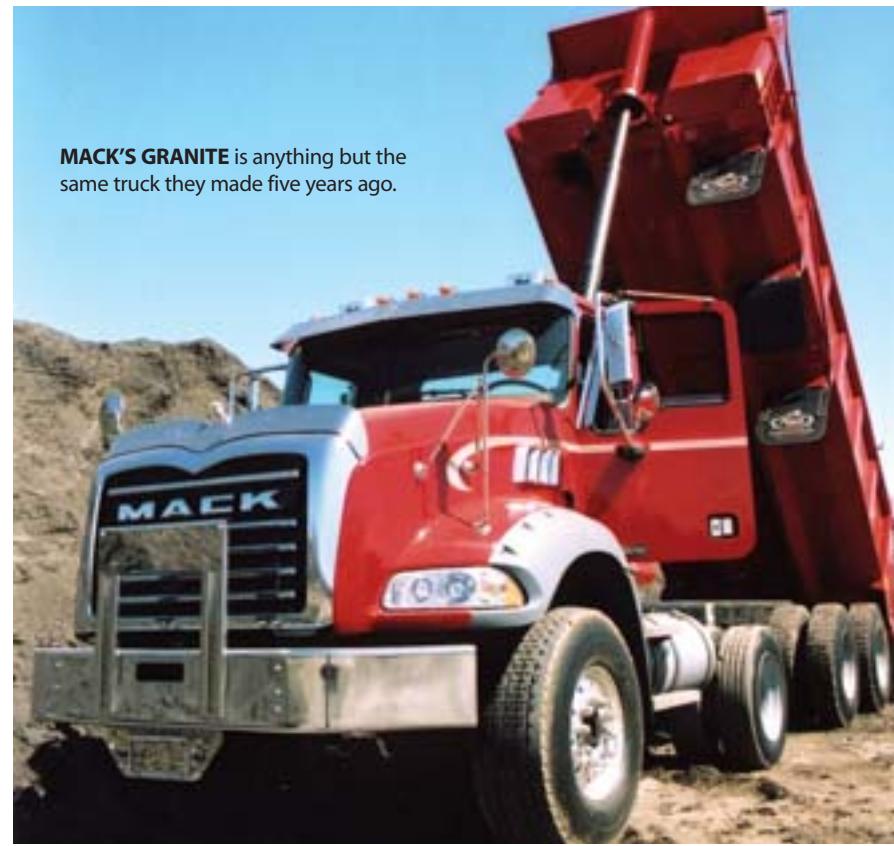
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Diesel includes both full-serve and self-serve prices.

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

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MACK'S GRANITE is anything but the same truck they made five years ago.

Rock Solid

test drive *Mack's Axle Back Granite will satisfy any dump driver looking for payload and a pleasant work environment.*
By Jim Park

The guy who buys this truck could be in for a surprise. Typically, dump trucks trade on 5- to 10-year cycles so its future owner could be jumping out of a mid-1990s-vintage CL- or R-model into this CT 713 Granite. Technologically speaking, that's quite a jump.

Mark Willie, sales manager at Peel Mack in Mississauga, Ont.—the good folks who set up this drive for *Today's Trucking*—says that at trade time, he often hears customers asking for the same truck they had before.

"They're used to the way the truck works, and it suggests they're happy with what they have," says Willie. "But we don't make that truck any more. We've moved a long way forward in terms of technology and materials. The truck is necessarily going to be different, and better, but it's a big step for someone who trades on five-, eight-, or even 10-year cycles."

The most obvious change, of course, is under the hood. Mack's ASET AI engines use internal EGR to meet EPA's emissions

mandate. Typically, that means a larger block than before, producing higher horsepower and more torque. There are fuel-economy concerns with the newer engines, but they're a fact of life with EGR.

When you dig a little deeper into Granite, you find more change. Again, solid improvements, but not the same truck as before.

Take Mack's new "Cornerstone" vocational chassis for example. Introduced in 2004, it uses high-strength, low-alloy steel that's tempered to a minimum of 120,000



The Hendrickson HMX 460 is a rubber vocational suspension offering an excellent ride and superior roll stability. It claims up to 17 in. of diagonal wheel articulation.

In Gear

psi. Single frame sections can manage applications where operators traditionally spec a double frame, or at least a liner. Granite's 11.1mm frame is at least as strong as an old-style double frame weighing considerably more, but liners are still available for specific applications—and of course customer preference. Granite's crossmember packages are application-specific, but all feature a back-to-back design for optimum strength-to-weight ratio.

Granite's set-back axle configuration gives operators the flexibility to spec a 20,000 lb front axle. Add a pair of 425 steer tires and you can take the front-end load right to legal maximums in Canada. And with the shorter wheelbase comes improved maneuverability. Cornerstone's chassis and outboard steering box gives the Granite Axle Back one of the tightest turning radii in the business.

FRINGE BENEFITS

The front of the frame is flared to accommodate a larger radiator for increased cooling capacity. Two cooling packages are available in the Granite Axle Back truck. The standard 991-sq-in radiator core is five-percent larger than the previous model, while the enhanced package features an 1170-sq-in rad—25 percent larger than the standard unit—available only on trucks without a front-end PTO.

A transmission oil cooler is integrated into the lower tank of the rad, and the fan has been upsized from a 25.9-in diameter to 26.7. The fans can be driven by on/off clutches (a Borg Warner was installed in our test truck) or electronic modulated fan drives (EMFD) controlled by the engine's electronic control unit. This version offers smoother fan engagement as it ramps up to speed as compared to the harsher engagement of an on/off fan drive.

On a job site, less fan-on time means less dust thrown up, and a quieter working environment for the driver. And Granite is quiet. During our four-hour drive, I never found it necessary to raise my voice to talk with my tour guide, Mark Willie.

QUICK SPIN

I'd call Granite Axle Back a very drivable truck, and not a bad place at all to while away a work day. The cab is roomy enough, and quite a step up from the

R-Model. It's quiet, and the visibility is noteworthy. The grated clutch pedal is a nice touch given the likelihood that the driver will be riding the clutch with muddy boots. You'd have a hard time slipping off that pedal.

The 18-speed's low-gear ratio of 12.19:1 gives the operator an ideal creeper gear for spreading, and even at highway speed the engine stays at a reasonable rpm. This powertrain has latitude not offered in the 8- or 9-speed boxes often found in older models.

We scaled out at 52,860 lb with a partial load of topsoil. Not much of a workout for the ASET 460, but enough to get a sense of how it managed hills and how it rode. We

MACK CT713

GRANITE AXLE BACK, ONTARIO
4-AXLE DUMP CONFIGURATION

ENGINE:

Mack ASET AI 460 hp, 1560 lb ft @ 1300

TRANSMISSION:

Eaton Fuller RTLO16918

CLUTCH:

Eaton Fuller CL9315.5-in ceramic

DRIVESHAFTS:

Meritor 18N HD/17N HD

FRONT AXLE:

Mack FXL20 20,000 lb

20,000-lb multi-leaf

425/65R22.5 L Goodyear G286A Steer

REAR AXLES:

Meritor RT46-164 EH 46,000 lbs (4.56:1)

Hendrickson HMX 460 (60-in spacing)

11R 22.5 G Goodyear Unisteel G328 Drive

LIFT AXLE:

Hendrickson HLM

FRAME:

Steel 11.1mm X 300 X 105 w/o reinforcement

DUMP BODY:

Bibeau BFL-HD 20-foot heated excavator box

TARE WEIGHT:

12,330 kg (27,182 lb)

turn, but you have to remember to flip the switch. I forgot on one turn and continued skating straight ahead before I dumped the air, just before hitting the curb. Live and learn. The steering was firm, if a little stiff. You could palm the wheel in a turn, but you'd be pressed to one-finger it. Still, that firmness made for a nice feel on the highway, and posed no particular difficulty in the dirt.

LASTING IMPRESSIONS

The 460 ASET certainly got the job done, so full marks there. The driver environment is clean and uncluttered with terrific visibility fore and side. It's a very quiet cab, even with the fan running. It doesn't ride like a dump truck, so that's a plus, and I'd have to say it's got a ton of curb appeal too. ▲

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New Products

What's new and news from suppliers



AMBIDEXTROUS TRUCKING

FREIGHTLINER OFFERS DUAL-DRIVE FOR BUSINESS CLASS

FREIGHTLINER Trucks has made its M2 106 and 106V Business Class truck even more versatile by introducing a Sit-Down Dual-Drive model for applications requiring right-side driving and control. Components of the dual-drive feature include: left- and right-hand throttle and brake pedals; a right-hand gauge package; a four-spoke right-hand steering wheel with a self-canceling turn signal switch, headlight dimmer and wiper, washer and hazard controls; centre console

including ignition switch, transmission shift control, panel light dimmer control and cruise control switches; and a unique "toggle-to-work" switch that allows for easy engagement of right-hand drive operation. If you want the sit-down dual-drive option, your Business Class M2 106 or 106V must be equipped with an Allison 2100, 2500, 3000 or 3500 transmission, individual driver and passenger seats, and air brakes. See your dealer or visit www.freightlinertrucks.com.

DETROIT TWEAKS LINEUP

BROADER RATINGS, A REPTO OPTION, AND IMPROVED ECONOMY

While design work continues in preparation for 2007, **Detroit Diesel Corp.** (DDC) isn't standing still with its existing product line. The company is offering additional ratings for the 7.2-litre MBE 900: it's now

available with unrestricted ratings from 250 through 330 hp. Previously, the 300- and 330-hp ratings were limited to fire and emergency applications. The MBE 4000 engine will soon be available with a rear engine power take off (REPTO) option, opening up even more vocational applications for the 12.8-litre engine. On the



Online Resources:

For more new product items, visit **Product Central** on the web at todaystrucking.com

14-litre Series 60, DDC has just announced a further increase in fuel economy of up to 1.9 percent in some applications. Use of rigorous research, testing and analysis, and proprietary new tools have enabled modifications that could result in substantial fuel savings, the company says. *For more information see www.detroitdiesel.com.*

HAULING IT TO EXTREMES

ALUMINUM-BODY LIVE FLOOR TRAILER INTRODUCED

Titan Trailers Inc. has introduced what it calls "the world's first" high-capacity aluminum self-unloading trailer specifically designed for extreme-duty applications. Targeting such businesses as scrap metal, construction, demolition and aggregate hauling, the trailer combines the capacity and light weight of Titan aluminum body construction with the self-unloading efficiency and safety of a solid-steel Keith Walking Floor V-floor system. The new trailer extends the capacity advantages of Titan's "Thinwall" construction to customers who need the extra strength of a steel live floor. Since the Titan trailer has a covered top, it also offers an alternative for truckers who haul crushed cars through jurisdictions that restrict them from using open-top or flat-deck trailers. *Call 519-688-4826 or see www.titantrailers.com.*

ONE-STOP DUMP TRUCKS

INTERNATIONAL UPDATES INTEGRATED DUMP TRUCK PROGRAM

International's updated Integrated Dump Truck program allows dealers to use a national network of body upfitters to simplify spec'ing and to speed delivery times. When an Integrated Dump Truck is ordered, the chassis knows what body it will have mounted to it. This allows International to deliver a chassis with the correct specs including wheelbase, electrical connections, and pre-punched frame rails. A completed dump truck can

In Gear

arrive at the dealership faster than the usual locally installed alternative. Customers also have one warranty location for the truck, body and related equipment, and the warranty program features an added second year chassis warranty included with an International integrated dump and a three-year warranty on the dump body and associated hydraulic cylinder. www.internationaldelivers.com.

THEM'S THE BRAKES

TRAINING DEVICE TEACHES BRAKE BASICS

"The Assistant" is a Type 30 brake simulator, a show-and-tell training device that aims to make the operation of heavy-duty brake systems understandable. Developed by Joe Limkenmann, a mechanic with more than 25 years experience, The Assistant allows industry newcomers and student drivers to learn



The Assistant Type 30
Brake Simulator

how air-supply systems, slack adjusters, and other brake assemblies function. And that includes learning how to adjust brakes. It's self-contained, portable, and constructed of real working parts. Call 319-277-9375 or see www.braketrain.com.

ARROW TALKS TRAILERS

GIANT TRUCK RETAILER BROADENS AIM



They sell lots of trucks, so why not trailers, too? **ARROW TRUCK SALES INC.**, Volvo's used-truck marketing arm, is increasing its presence in the trailer-sales business. Among the new initiatives aimed at getting a bigger toehold in that market is the recent appointment of Kevin Schuller as trailer purchasing manager. Not only will the company broaden its supplier network and trailer inventory, Arrow is also bolstering its trailer

acquisition, distribution and sales efforts.

"It's a logical extension of our business," says Frank Oliveira, vice president of Arrow Truck Sales Canada.

Adds Schuller: "We're going to focus on hard-to-find, high-quality niche units, such as refrigerated trailers, flatbeds, and specialty trailers." Arrow has Canadian facilities in Mississauga, Ont., Calgary, and Montreal. See www.arrowtruck.com

ROADRANGER SPECS

NEW DRIVETRAIN GUIDE SIMPLIFIES SPEC'ING PROCESS

Roadranger has published its 2005 Drivetrain Specification Guide, an efficient tool for customers to use when specifying Roadranger products in a wide variety of drivetrain applications. It contains general guidelines for product applications at nominal ratings for Dana and Eaton products, including axles, brakes, transmissions, clutches,

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A LOCK ON THE MARKET

OWNER-OPERATOR TAKES SECURITY INTO HIS OWN HANDS

A few years ago, Steve Kelly of Cornwall, Ont., came "this close" to losing about \$1.8 million worth of computer parts destined for the U.S. State Department. That's what he had in his trailer the day before it was broken into in downtown Montreal.

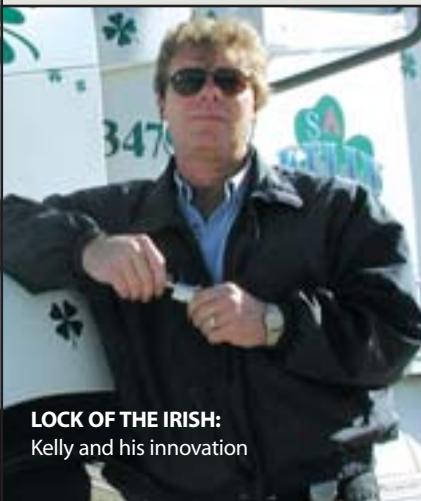
Happily for him, when the ne'er-do-wells did bust into his van, they found nothing. But that didn't stop Kelly from going home and inventing a new trailer-locking device. And it's a humdinger.

Made of 1/4-inch ductile steel, the double lock bolts onto the right-hand trailer door on the inside—far from the line of sight of any bolt cutters. It takes only minutes to install. To open the lock you use a sturdy all-weather Alloy steel locking device that hides conveniently near the rear door.

Kelly designed and tested the thing himself and after two years of field tests everywhere from Arizona to Nunavut, he

pronounces his invention an unqualified success. Now, wherever the owner-operator goes in his distinctive 2001 Freightliner Century Class—it's all white but sprinkled with big Kelly-green shamrocks—he promotes his invention: Freight Guard Inc.'s Cargo Door Locking systems.

Forged at the Summerstown Foundry in Summerstown, Ont., and weighing in at a sturdy seven pounds, the 8.5-inch high locks retail for about \$285 each. Kelly says the one that he has on the rear of his van attracts a lot of comments from American truckers who seem more security-conscious than their Canuck counterparts. He also says he's offering customers a guarantee so if the lock has been successfully attacked, he'll replace it or the broken parts if they submit photographic proof of the incident. For more information, e-mail freightguard@sympatico.ca or contact the company's agent JW Sales at jeff@jwsales.com. See www.jwsales.com.



LOCK OF THE IRISH:
Kelly and his innovation

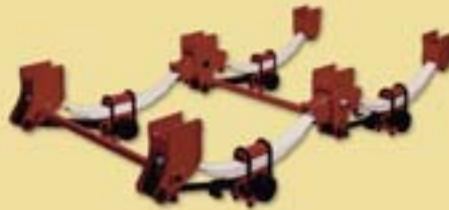


Standing the TEST OF TIME

For centuries, the most valued timepieces in the world have been driven by mechanical springs. That's as true today as ever, despite the best attempts of newer technologies to compete. It's a similar situation with Hutch trailer spring suspensions.

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THE FILLER APP

HOME-GROWN HIGH-TECH SOLUTIONS TO TANKER-TRUCK PROBLEMS

By Eleanor Beaton

In the run of a day, a fuel hauler can make upwards of 90 trips in and out of a truck. From unwinding the hose to turning on the cargo pump to printing out the resulting fuel ticket, each task comes with its own set of power lunges in and out of the cab.

And while that might be great for the driver's glutes, it's sure hard on productivity.

Enter **BASE ENGINEERING INC.** The New Brunswick-based firm has developed a slew of wireless remote products aimed at improving both safety and performance in the fuel transportation industry.

First, there's a remote-control hand-held device that lets drivers automatically unwind the hose, engage the cargo pump, rev the engine to increase pump speed, take a meter reading and print out a fuel ticket. Base president Stephen Belyea says the remote increases a truck's productivity by up to 20 percent.

"Trucks that once made up to 30 deliveries a day are now making up to 36," he says.

Belyea, a former tanker driver himself, has been an innovator his entire adult life. But it was his timing that made him successful.



for all propane trucks in the country.

BASE has also produced leak-detectors that shut off the engine as well as auto-shut offs that get triggered by a roll-over.

His most successful invention to date, however, was developed in the aftermath of September 11, 2001.

Because fuel trucks must be running during the delivery process, U.S. fleets became concerned about the possibility of their trucks being hijacked or stolen. A group of Belyea's customers—who are based primarily in the States—approached the company with their worries.

The result is a device that requires drivers to enter a personal identification number (PIN) before the vehicle can be moved. If someone tries to drive the truck without entering the correct PIN, it will automatically stall. While this technology is not yet industry standard, Belyea says his sources tell him the hardware could soon be mandatory in the U.S.

Base remote devices are also applicable to vacuum-truck pumps and cranes, enabling operators to control the pump or crane from outside the truck. The company sells, services and installs its products across Canada and the U.S. See www.baseng.com.

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driveshafts, trailer suspensions and collision warning systems. A comprehensive guide, it's organized into sections for medium-duty and heavy-duty applications for quick and easy reference. In addition to the latest Roadranger product information, the 2005 Guide also provides information on Roadranger service and support. As an added convenience, each section divider highlights recently introduced product and service offerings. Call 1-800-826-4357 or visit www.roadranger.com.

HENDRICKSON FREEBIE

FREE BUSHINGS FOR RT/RTE CONVERSIONS TO AR2 AIR RIDE

Hendrickson has extended its offer of free bushings for truck owners and operators converting RT/RTE suspensions to air ride with the AR2 conversion kit.

Fleets and owner-operators upgrading to an AR2 conversion kit have until June 30, 2005 to receive two centre-beam bushings and four end-beam bushings free—a value of up to \$875. The AR2 features air springs that constantly adjust to changing road and load conditions, using dual height-control valves to maintain a constant ride height. While maneuvering off-road, its heavy-duty trailing arm/saddle assembly and walking beams work together to deliver maximum diagonal wheel articulation—up to 14 inches—for optimum traction and weight distribution. The AR2 is designed for a variety of vocational applications including dump, refuse and crane vehicles with capacity ratings of 40,000- to 46,000 pounds. The conversion kit includes two trailing arms, shock absorbers, transverse torque rods, height-control valves, air springs, and frame hangers. The existing beam assembly, cross and longitudinal torque rods remain from the RT/RTE suspension. Call 630-910-2800 or visit www.hendrickson-intl.com.

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Autocar is introducing new ergonomics to its Xpeditor truck. In addition to increased belly, foot and knee room, the add-ons include a "soft-touch" dash, a high-back seat now tapered for better rear visibility, an armrest, and two console coffee cup holders. Driver comfort will be improved with the electronically controlled, automotive-style HVAC system that pumps out 28 percent more airflow. Autocar designers say that the lowered forward edge of the dash will mean more visibility. An overhead console now holds gauges and the radio, and the 'black box' for body controls is a thing of the past because the joystick and other switches are now integrated into the centre and rear console. Engineers have also added access panels for easier electrical and pneumatic service access. These and other enhancements are available on WX and WXR single-drive models now, and by September on WX dual-drive Xpeditors. Call 877-973-3486 or see www.autocartruck.com. ▲

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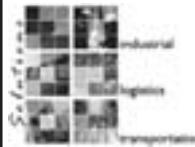
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By Peter Carter

When It's Howdy Duty Time

Manners tips for the likes of me.

Know what drives me nuts? It seems whenever I'm at a trucking-industry event a waiter comes around with a plate of really great shrimp as soon as I get a glass of wine, and moments later a colleague arrives and introduces me to somebody important.

And I never know what the heck to do with my stuff. Should I ask the new person to hold it? Should I try to get the snack into the hand with the wine glass? What if he thinks I'm a klutz? Or worse, what if I dump something?

Another thing. Every time I'm at a trade show or some other big gathering and I find myself conversing with somebody completely interesting and compelling, I invariably spy another person across the way to whom I should be chatting, for business' sake.



What do I do? Tell the first person, "Oops. I'm outta here! I just spotted somebody more important than you?"

Won't she feel insulted?

I've learned a lot of things at a quite a few different schools over the years, but none of my teachers ever taught me the real important lessons. Such as the answer to the question: "What do you do if you meet someone for the first time and they have something hanging off their nose but don't know it?"

I'm not alone with this. Turns out, very few of us get taught this stuff. And it's becoming increasingly important.

Elizabeth McCullough, my colleague here at *Newcom Business Media* who runs the *Truck World Show*, where literally thousands of industry people have to meet and greet (I call it doing "howdy duty"), says it's a fact that others judge you by the little things. And anybody who wants his or her company to grow had better prepare for life in the bigs. The big banks, that is.

"It's not about being snobby," she says. "It's about being pleasant to have around."

"It's easier to do business with somebody you like being with,

and if somebody's behavior makes you comfortable, they're more fun to be with.

"I was at a trade show last fall in Boston," she says, "and while we were eating breakfast, one of the guys at the table ate three full breakfasts—he must have put away a whole pound of bacon. Everybody was watching and the sad thing is, that's what most of us remember about the morning."

As much as I love conference breakfasts I don't want to be that guy.

Happily, there's oodles of Manners 911 advice out there for the socially inept like myself. Just Google "image consultants" with the name of your hometown. You'll find someone. And it might make that next trip to the bank, the conference, or the evening reception (what the hell does the "business casual" mean anyway?) more profitable.

Elizabeth says this stuff—for anyone wanting to attract investors or customers—can be as important as training drivers. She also agreed that I'd be a prime candidate.

Ironically, I have a good friend who teaches this for a living. Her name's Diane Craig and she gets hired by banks, police departments, people from all different sectors, to show them stuff they could have, but didn't learn at their moms' knees.

I offered her a deal. If she answered my few questions, I'd mention her company's website in this column. So I asked: what do I do with the shrimp; what do I do with the guy with something hanging off his lip; and how do I handle spotting somebody really important across the room?

Here's what Diane had to say:

1 "The first one's easy. Remember, you are not invited to receptions because you're hungry or thirsty. You're invited for your good company. Decide whether you're hungry or thirsty, not both, and always leave your right hand free for greeting people."

2 "Of course you tell the man if something's hanging. Discreetly. It will save him later embarrassment."

3 "Try to introduce the person to someone else. You don't want to leave them alone—they may feel dumped—then paraphrase the last thing they said to show you were listening and excuse yourself. If you don't have someone to introduce them to, just paraphrase the last thing they said and then politely agree to talk more later."

Not bad, eh? Diane lived up to her part of the bargain and then some. Her website is www.imageinternational.ca. ▲

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

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