

**TEST DRIVE:** A veteran driver reconsiders the Coronado, PG.71



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# Today's Trucking

The Business Magazine for the Trucking Industry

March 2007  
[www.todaystrucking.com](http://www.todaystrucking.com)

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Why new stopping rules make air discs attractive

CANADA'S  
**Top 100**

**SPECIAL ISSUE:**  
Our annual tally of Canada's  
biggest for-hire carriers

**PLUS:** Exclusive shipper survey  
reveals top fleets, pg. 54





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**Kenneth R. Wilson**  
Award Winner



Member



## Attention shoppers!

Re: "Timing is Everything," by Bryant Harris (Dec., '06)

I have been involved in trucking for over 30 years and have never been more concerned about our industry and its future than I am now.

HOS rules have made it so not many young people want into trucking. My own son is one. He works in our company in an office capacity but will not consider high-way work.

His explanation: You bust your butt all day trying to make connections with customers and shippers, where your time is not important, but get to the inspectors and that is a different story.

Your time is their business and the log-book is a way to generate revenue through fines. Do you honestly think a driver is going to shut down for eight to 10 hours when he is only one or two hours away from home?

As I see it, two things need to happen. Shippers and receivers need to be flexible and accommodate drivers, as Bryant stated in his column, or the alternative is



rates need to rise to accurately reflect the cost of idle equipment and drivers who are "on duty, not driving".

I do not see either of these happening until consumers are at their local store or shopping mall facing empty shelves due to a lack of trucks and qualified drivers.

Ken W. Bilben,  
Airdrie, Alta.

## Fun's over

Fortunately I did my trucking in the early '60s to the late '80s, when it was still fun.

I still work in the industry and do get into a truck on occasion. However, next spring the Ministry can take the licence I will have held for 50 years and



stuff it! I have no intention of giving them the opportunity to practise age discrimination on me.

Harley F. Bickmore,  
Toronto

## The straight facts

We are in the landscaping business. We also do large-tree moving with truck-mounted tree spades. It is not uncommon for us to suffer from a high turnover of drivers since most are required to work physically when they are not busy driving. We can live with that.

What we have issues with is that over the last several years we have had numerous drivers apply for work shortly after receiving their AZ licences. Only a small percentage of them have been able to back up and park a straight truck, with no trailer.

Do provincial transportation ministries' driving tests not include backing up?

It's high time the testers got their heads out of the dark place (you know which one I mean) where they've been keeping them for far too long.

Herman Baguss,  
Prescott, Ont.

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



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By Rolf Lockwood



# On Our Own

A look at the challenges of 2007, with only one prediction.

**T**raditionally, I use this Top 100 issue to talk about the state of our industry and peer into the closest crystal ball I can find. Well, I can offer an opinion or three about various aspects of trucking in 2007, but there's no way I'm looking very far ahead. At least not with any degree of confidence, and I'm certainly not alone in this cautious approach. In any case, have you seen a prediction you're ready to trust lately?

So where are we? And if it's not a good place, what do we need?

The broad truck transportation situation is not exactly dire, but the challenges sure are big. Some of them are beyond our control, like the price of fuel, of course. Topsy-turvy as always, so anything can happen and there's precious little you can do to prepare.

The value of our buck is not doing nice things to our central-Canada industrial core or to our share of cross-border traffic—southbound freight is getting hard to find and American carriers are starting to eat our northbound lunch. Is the loonie going to drop any time soon? I don't think so.

Also beyond our control is the American regulatory regime and a bunch of border issues. The FAST program is a mess, with almost no shipper buy-in at all except in the automotive world. And it's ruthless in excluding some drivers with truly minor blemishes in the distant past on their record. I know one veteran owner-operator who's about to lose it all because he can't make anybody see just how utterly minor his single blemish was and thus clear the way for a FAST card.

The newish U.S. hours-of-service regime is another factor in our inability to be as productive as we can be. Our own HOS rules are more or less in place now, and they offer a bit more flexibility than the Americans allow. But, for reasons I'll never be able to fathom, the two are not perfectly harmonized. Why ever not? Regardless, the issue here is productivity, and the downside is substantial—a 5 percent drop in the best case, maybe more like 10 percent or even higher in some situations. Again, I know owner-ops who have big trouble here, including one who now does two rounds a week instead of the three he used to manage. And many others who blame a heartless dispatch desk for leaving them stranded in odd places when—quite predictably—they run out of hours.

And what did we gain? Almost nothing, as far as I can see, except one further roadblock in our efforts to attract and especially to retain drivers and owner-operators. Which is pretty

much all we'll 'gain' if we actually let a speed-limiter rule happen. I continue to oppose this one passionately. Rules will never make us successful. And excessive rules will only get in our way.

So then there's the driver shortage. I've always had problems defining this one, and have sometimes said the real shortage is in jobs worth having. That's not necessarily my perception—while it may be tough in a lot of ways, the truck driver job is an honorable

**Why do we keep focusing on drivers alone when the technician shortage may be just as severe?**

one that can bring both satisfaction and a decent pay packet, but that's not how young folks see it. And that's not how every carrier constructs it. So there's also, I often say, a shortage of the management skills required to retain the drivers we do have.

And why do we keep focusing on drivers alone when the technician shortage may be just as severe? Not to mention a shortage of sales people and rate clerks and you name it.

These shortages, drivers included, are actually not completely in the out-of-our-hands category. We can't defeat demographic realities—we're simply not adding enough young people to the mix across the board because the baby-making slowed down over the last few decades—so we're left with the challenge of competing for live bodies with other industries. Which means in turn that we have to make ourselves more attractive.

Or more productive with the people we have. Thankfully, there are some renewed efforts to expand our use of long combination vehicles, but getting government buy-in is tough. We have to keep trying.

The single thing that interests me most these days, having more to do with efficiency than productivity, is the hybrid powertrain. It will come on strong in the next few years because the technology is developing fast. We could be enjoying the benefits much sooner if the federal and provincial governments would apply some imagination and some funding to get the commercialization process in gear. But as always, they don't see and they don't decide and they don't lead. And I hold out no hope that this will change.

As always, we're on our own. ▲

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



# Dispatco

BY MARCO BEGHETTO

## Strapped in the Box

**Innovator Transport Robert has invented a way to see what really happens to your load inside a van trailer. It could soon be the industry standard.**

**Y**ou have to secure a load on a flat-bed trailer? No problem. Standard 10 of the National Safety Code on Cargo Securement, adopted in 2004, should give you pretty good instructions on how to proceed.

But what about securing loads inside a van trailer? Know anyone else who wings it?

Apparently, the only requirements for freight hauled in a van are limited to the following: "The cargo securement system shall be capable of withstanding the forces that result if the vehicle is subjected to each of the following accelerations: (a) 0.8 g deceleration in a forward direction; (b) 0.5 g deceleration in a rearward direction; (c) 0.5 g acceleration in either sideways direction.

Do you know if the freight in your van trailer can support these forces? Probably not, and you are not alone.

The truth is nobody really

knows what happens inside the walls of a van trailer. Are pallets placed on the floor truly stable and do they really support the G-forces required?

The Minister of Transport of Quebec (MTQ) wants to know. In collaboration with Camtech Consultants, an engineering firm from St. Nicolas, Que., the MTQ recently performed an array of tests to determine how loads react when they are submitted to lateral and longitudinal strengths.

To see inside the box, the engineering team did not install cameras in a moving vehicle nor did they observe a load of pallets with X-rays. Instead, they rented a tilt table designed by innovative carrier Transport Robert of Rougement, Que. It seems that hauling freight isn't all Robert is good at.

The table is made so different loads can be placed and tested at the same time. Two hydraulic cylinders smoothly tilt the table,

simulating movements that can occur inside a van trailer. Robert designed the table from scratch a year ago to validate its own loading practices to customers.

"There's some criteria for

securement of freight inside van trailers, but it's difficult for carriers and their customers to know if they comply or not. When the new rules arrived in 2004, many wondered if they were



**CAN I TAKE YOUR ORDER:** Hauling freight isn't all Transport Robert offers. It's added super-sized securement to the menu.



# ches



Colani futuristic truck design



meeting the acceleration and decelerations standards,” says Réjean Laflamme of Robert.

“It is important for Transport Robert to make sure the loads hauled in trailers are perfectly secured.”

Folks at Robert wanted the table to be as versatile as possible, so they tested it with a wide assortment of loads: pallets, cylindrical freight like steel or paper rolls, and even frozen goods. The floor surface can be

changed to perform tests on wood, aluminum, and laminated floor, so it’s possible to determine the friction of the freight on each surface.

The homemade tests performed by Robert led to some changes in the way the company and its customers wrap and load freight. Cellophane used to wrap goods is known to stabilize the pallet and its contents. Without revealing too many secrets, Robert’s Laflamme told us that the tests showed some customers were not using enough wrapping, while others were wasting it.

It wasn’t long before the MTQ came knocking. It asked Robert if it could rent the table and hired Camtech Consultants to enhance the device’s capacities with an even wider selection of measurement and data capture options.

“Our goal is to define guidelines that will allow us to give some parameters to the industry, to reach a global agreement so we can tell carriers, shippers, and road inspectors what are the best ways to place loads in van trailers,” says Guy Desrosiers, who is in charge of securement at the MTQ.

The ministry set out to

**SILVER BULLET:** No, NASA hasn’t launched a truck-line company to poach your freight. This is one of many future concept trucks designed by world-famous German engineer and designer Luigi Colani. The Berlin native has been drawing up and building these futuristic tractor-trailers since the 1950s, when he started in the vehicle industry with Fiat in Italy.

Obviously, the trucks aren’t used in commercial transport but are hot items in corporate marketing campaigns and car-show events around the world. Not that Colani would have a problem with these hyper haulers moving freight.

“Just why the auto industry never adopted Colani’s ideas, which he has propagated for 30 years, and never put the series into mass production will remain one of life’s great mysteries,” states his official website.

This one, pictured above, is based on a Mercedes platform. More recent versions are based on the DAF XF. It features a 12-speed ZF automatic transmission and a six-cylinder, four-valve diesel engine with direct injection, turbocharging, charge-air cooling, and horsepower performance from 381 hp to 530 hp.

Almost all of Colani’s designs—everything from trucks to teacups—are based on vicious circular curves. “Why should I join the straying mass who want to make everything angular?” goes one of Colani’s most popular quotes. “I am going to pursue Galileo Galilei’s philosophy: ‘My world is also round.’” To see more of Colani’s trucks and other works go to [www.colani.de](http://www.colani.de).



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test different scenarios and determine the reactions of palletized products in a van trailer depending on the number of rows, the height, and the type of product.

“Among others, we made some tests to verify if the top of a load on a pallet moved more than the center or the bottom of the load, or if the

whole pallet and load move in the trailer,” says Jean Grandbois, engineer at Camtech Consultants.

*Today’s Trucking* sister publication *Transport Routier* got an exclusive look at some of the MTQ tests performed on the tilt table. For the tests, three “displacement sensors” were placed at

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**FULL TILT:** Robert's tilt table invention simulates freight movements that can occur inside a van trailer.

different heights on the load to compare lateral movements. Those sensors showed what part of the load "slips" first.

An "accelerometer," also installed on the tilt table, then showed the lateral acceleration applied to the load. In some cases, a second accelerometer was affixed to the load itself to measure the force of impact when the freight hit the trailer wall.

Some tests surprised even the research team. In certain situations, the load tested was more unstable than anticipated, indicating many similar loads inside van trailers do not meet the require-

ments of the Standard 10.

Pallet loads aren't all that's being studied. MTQ is trying to determine some securement standards for specific loads like cylindrical freight as well.

"This research will be exportable to the rest of Canada and the United States," says MTQ's Desrosiers. "We believe that the results will make the Standard 10 more precise. One goal behind those experiments is to share our findings to North American load securement authorities, to trailer manufacturers, and to carriers and shippers."

Desrosiers says the ministry is eager to share the

results with the industry. A meeting with the North American committee on load securement, of which Transport Robert's Jean-Yves Letarte is a member, should be held in the next few months.

Canadian Trucking Alliance President David Bradley says he's aware of the MTQ project and is hopeful of its implications. "We will work with stakeholders in order to try and develop common sense cargo securement standards that fulfill the promise of a uniform national standard," he said. Right now it's a dog's breakfast."

— Steve Bouchard

## Integration

### Suppliers Spin Around the World

Will a "global" truck ever catch on in North America?

Globalization, in fact a lot of "tions"—everything from harmonization to vertical integration—were the hot

topics at this year's Heavy Duty Dialogue and Aftermarket Week in Las Vegas.

Despite increased talk that heavy-duty truck makers are looking more and more towards proprietary powertrains, several engine makers and other top-tier suppliers don't seem to be particularly worried.

While some form of vertical integration among truck OEMs is inevitable as manufacturers look for ways to reduce costs and increase productivity, suppliers agreed that many don't have the core competencies, enough unit volume, or the research and development capital for a completely integrated truck.

The predicted demise of independent component manufacturers (still 60 percent of heavy-duty sales) stretches back almost three decades, but the market remains ripe for "consumer choice" type of OEs, says Ed Pence of Cummins.



## LOG BOOK

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

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### March 22-24

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### March 22-23

**National Heavy Equipment Show**, International Centre, Toronto. Presented by the Canadian Association of Equipment Distributors, which represents over 1,500 providers of equipment to the

construction, forestry, mining, marine, and oil industries in Canada. Contact: 613/822-8861 or go to [www.caed.org](http://www.caed.org).

### APRIL 12-14

## ExpoCam 2007



**ExpoCam 2007**, Place Bonaventure, Montreal.

Canada's National Truck Show, ExpoCam will feature more than 300 exhibitors and over 200,000 sq ft of new trucks and equipment. This year's show will kick off with opening remarks by Marc Garneau, the first Canadian astronaut to venture into outer space. This year's theme emphasizes the impact of new technology on Canada's trucking industry. ExpoCam is the only truck show in Quebec to be endorsed by the Quebec Trucking Association and the Canadian Trucking Alliance. Call Elizabeth McCullough at 416/614-5817 or go to [www.expocam.ca](http://www.expocam.ca) for more info.

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## PURE POWER

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# 10 FOR 10

**A**T THE RECENT HEAVY DUTY DIALOGUE IN LAS VEGAS, **PETER NESVOLD** OF RENOWNED WALL STREET TRANSPORTATION MARKET ANALYST FIRM BEAR STEARNS OUTLINED WHAT HE THINKS WILL BE THE TRUCKING INDUSTRY'S 10 MOST PRESSING ISSUES OVER THE NEXT 10 YEARS. HERE THEY ARE, IN DESCENDING ORDER:

**10** Longer life cycles. Useful lives of components and vehicles will continue to improve. More rebuilds are moving from OEM control to secondary markets.

**9** Global consolidation at all levels. Will larger OEMs try to squeeze prices from suppliers or will suppliers to big OEMs benefit from higher volumes?

**8** Decreasing U.S. dependence on foreign oil and the emergence of alternative biofuels and market penetration of hybrid commercial trucks.

**7** Vertical integration. International and Paccar are two truck makers that will have their own heavy-duty engines starting 2009. Volvo increased proprietary engine penetration from 10 percent in 1992 to 65 percent today and recently announced its own automated transmissions. What's next? (Be sure to read the related story on this page for more on this issue.)

**6** Vehicle idling creates demands for auxiliary power units, but are there alternatives for fleets that don't want the added weight?

**5** Global sourcing. International is seeking to buy \$1 billion worth of components through its

joint venture in India. Paccar just opened a purchasing office in China. Is this a threat or opportunity for suppliers? How will this impact the ability of the supply chain to bounce back when sales and manufacturing picks up in the latter half of this year and in 2008?

**4** Safety. New stopping distance rules are in the works. Will the rule bring disc brakes to the forefront in North America and what will the impact be on brake and trailer manufacturers?

**3** Driver and technician shortage. More freight, less drivers with each passing year. The math isn't changing.

**2** Diesel emissions. Jan. 1, 2007 is behind us, but regulations only go in one direction—they get stricter. Will 2010 bring SCR or yet another solution? And just what do politicians have in store beyond that? (See "Inventing and Avoiding the Next Crisis," by Jim Park, page 22).

**1** Highway congestion. It's not always the water cooler issue of the day, per se. But it's always there in the background, heavily impacting everyday operations like fuel consumption, safety, and driver productivity.

In fact, Cummins' top-10 customers all make their own engines in certain applications somewhere in the world, and the company keeps growing.

Speculation that North American trucks will naturally become more

streamlined like European equipment is also overstated, adds Chuck Kleinhagen, senior VP of Haldex. He points out that other than engines, transmissions, and drive axles, European truck makers have moved away from vertical integration and

closer to outside specialists for many other components.

Caterpillar's General Manager George Taylor sees the future of trucking to be more about "virtual" integration than vertical. Component suppliers will have to work closer with OEMs in co-creating technologies, building product support networks, and offering a total package, which in the case of engine companies, "goes beyond the engine block."

In other words, adds Eaton's James Sweetnam, "don't give them [truck OEMs] any reason to look inward."

Another issue with a lot of buzz was the development of trucking's version of the Swiss Army knife—or "global" engine standard. Engine makers have long dreamed about the day where they could produce a single engine technology and strategy that serves many different markets around the world.

Some companies are targeting a 2015 timeframe for such a reality, but Cummins' Ed Pence warns that emission regulation variances—and more importantly, inconsistencies in the willingness to enforce them around the globe—mean "a one size fits all" strategy could still be a long way off.

Furthermore, the "sticker shock" in some developing countries and the lack of quality fuel and technicians, means that engine companies probably couldn't force the latest technology on many markets in the near future,

adds Cat's George Taylor.

Still, both engine reps say dialogue on uniform standards—both among industry and within the United Nations—continues to make sense. "Global alignment one day could ensure consistent treatment, a competitive playing field, and cut unnecessary costs," says Pence.

## ADVANCED TECH FINDING AUDIENCE:

Meanwhile, on this side of the pond, suppliers and truck makers are bracing for an expected 35-percent class-8 downturn.

While new tractor sales in the near future will no doubt be less than stellar (transportation analysts Bear

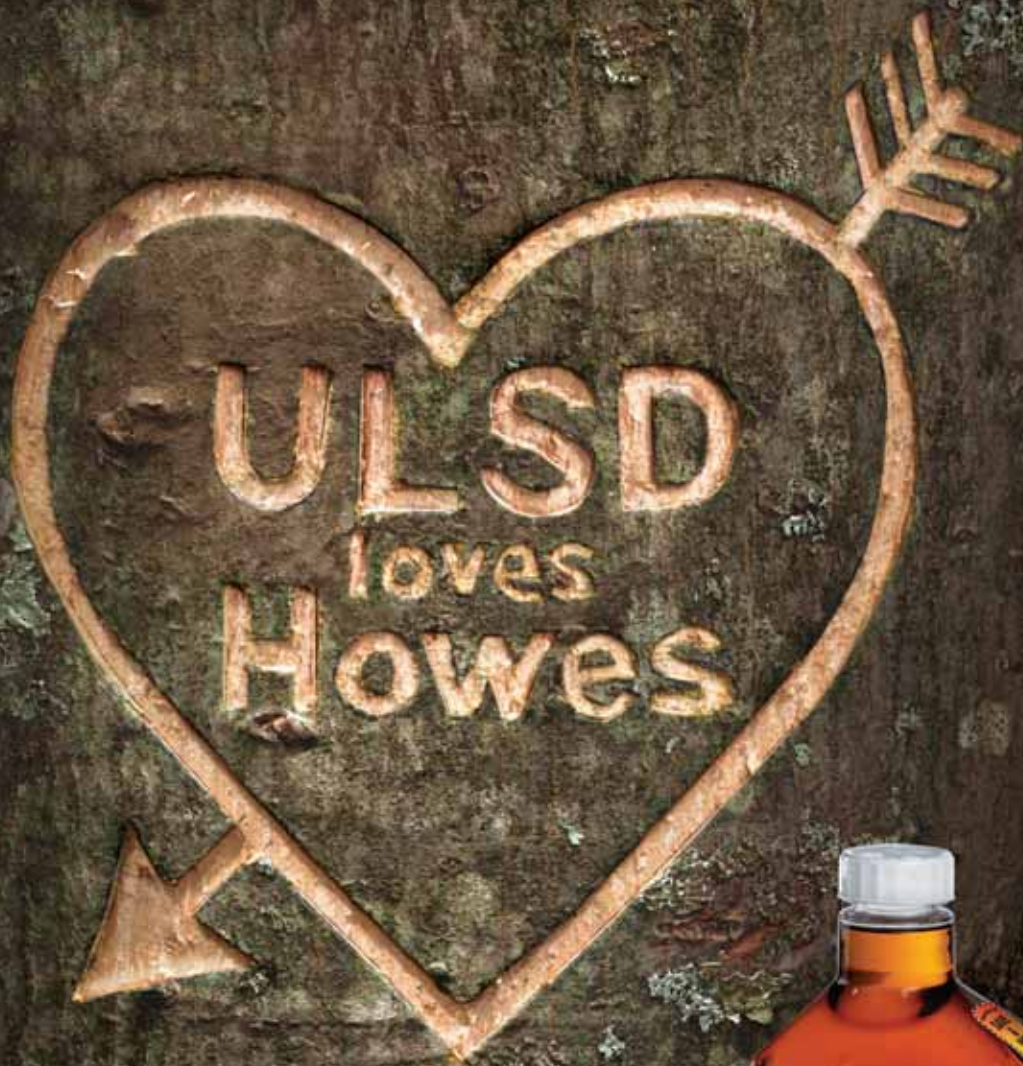
**SMALLER WORLD:** Truck and component makers are looking to squeeze as much standardized technology around the globe as they can.



Stearns insist the truck-making recession is going to be worse than industry predictions), a core of innovative, high-tech add-on products are starting to emerge to give the trucking industry a welcome boost.

Technology advancements in telematics, equipment safety, and driver warning devices—such as electronic braking, lane-departure warning, roll stability, collision warning and night vision technology,





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as well as driver fatigue monitoring—have grown rapidly in recent years.

Challenges for speedy market penetration still exist, says Joe McAleese, president and CEO of Bendix Commercial Vehicle Systems, but barriers such as cost and small-fleet compatibility are coming down. Manufacturers are also doing a better job of laying out ROI for customers, says McAleese.

Helping buyers select the right technology for their application, eliminate redundancy in product offerings, and implementing the technology in broader truck systems are also things the industry is improving on, notes Garrick Hu of ArvinMeritor.

Adds Qualcomm Wireless' Norm Ellis: "When these things start to happen, even a small van delivering flowers can justify a \$200 solution that does what the [operator] needs as opposed to a complicated \$2000 solution."

## Suppliers

### Arvin Lets Air Out of Emissions Biz

Just a few months after boosting its market share in the commercial-vehicle emissions solutions industry, ArvinMeritor has agreed to sell its Emissions Technologies business group to New York-based equity investment firm One Equity Partners (OEP) for about \$310 million.

ArvinMeritor President and CEO Charles G. "Chip" McClure said the decision to sell the growing business is part of a long-term strategy to concentrate on "strengths and core competencies" such

## heard on the Street

■ What can a Canadian boy do for Brown? The North American LTL and parcel delivery giant is about to find out. UPS recently announced the appointment of **Mike Tierney** as president of **UPS CANADA**—the first Canadian to hold the position. Tierney's focus is centered on enabling Canadian business to reach new markets and succeed in an increasingly competitive global economy, the company says.

A 25-year veteran of the company, Tierney began his career with UPS in 1981 as a package car driver in Mississauga, Ont. His leadership and business acumen, says UPS, allowed him to scale the corporate ladder. Tierney played a critical role in the development of UPS Canada's infrastructure.



■ Speaking of UPS, the company recently announced that original artwork by Canadian painter and muralist, **Yannick Picard**, was chosen to commemorate 100 years of service for the company. The 15-ft centennial mural (pictured) was unveiled last month at UPS' global headquarters in Atlanta, Ga.

as chassis, drivetrain, and vehicle safety in light-duty and commercial markets.

"The proceeds from this sale will support our continued efforts to strengthen our balance sheet, and increase our ability to invest in technology, research and development that more closely aligns with our strategic focus on selected vehicle systems," he said.

Those systems the company has identified as having "strong market positions, and higher margins," include:

vehicle stability; steer axles, drivelines, suspensions; trailer axles and all-wheel drive systems; and hybrids.

McClure said he thinks the emissions business portfolio will be better served by a company in a position to invest capital and resources in its development.

Says OEP Senior Partner, Lee Gardner: "OEP is looking forward to [executing] a focused and aggressive growth plan. We believe that the worldwide push to reduce pollutants and green-

"Yannick was chosen because of his artistic ability to skillfully weave images, into a story, that visually captures UPS's legacy of corporate giving, volunteerism, and sustainable business practices," says Sylvie Hamel, UPS manager of Identity and Design.

■ Meanwhile, competitors **FedEX** were also busy north of the border, as the company officially launched its direct long-haul LTL service through newly formed FedEx Freight Canada and FedEx National LTL in the U.S. The divisions were created via last year's acquisitions of Watkins Motor Lines and Watkins Canada Express.

FedEx Freight Canada will handle LTL shipments moving into and out of Canada and as well as intra-Canada loads. This door-to-door service through FedEx companies will provide greater visibility for Canadian LTL shipments and trans-border pickup and delivery points in the U.S., the company says.

■ From the order desk to marketing director of **WAKEFIELD CANADA**, **Anthony Stadelman** has come a long way in a short time. Starting with Castrol Canada (predecessor to Wakefield) in 1993 as a marketing clerk, Stadelman rose to marketing manager in 2002. During his tenure, the Castrol brand has risen from seven percent in 1995 to almost 18 percent in 2006, the company says.

house gas emissions will create long-term opportunities for companies focused on advanced exhaust and emissions technology."

McClure said ArvinMeritor's overarching strategy is to become a global systems leader in its target markets, starting with the implementation of an aggressive strategy in Asia, where the company currently has nine-percent and 16-percent market share in consolidated and joint ventures respectively.

The company said in a



## LABOR PAINS

THE BLOC HAS BEEN TRYING FOR YEARS TO EXPORT A PRO-UNION LAW TO THE REST OF CANADA. UNFORTUNATELY FOR TRUCKING, IT SEEMS TO HAVE WORKED.

**H**ere's an interesting stat I stumbled on while researching this column: 97 percent of all labor contracts in Canada are resolved before any union workers walk out to picket their employers with biting signs and songs of solidarity.

That's too bad, I say. Nothing makes a Monday morning like listening to grown men chant "Hey hey, ho ho, fake raises gotta' go" while you're stopped at a red light.

Regardless, the majority of our parliamentarians in Ottawa feel there's a need to give a huge—and I mean huge—leg up to unions when negotiations collapse in those remaining three percent of contracts.

In January, a union-spurred private-member's bill that bans federally regulated companies from bringing in replacement workers, contractors, or picket crossers wanting to work during strikes, moved another step closer to becoming law.

The anti-scab Bill C-257—which naturally is being denounced by most Canadian businesses, including trucking companies—passed a second reading vote in the House of Commons by 167 to 101 last December. At press time the bill was before the Commons Standing Committee on Human Resources, Social Development and the Status of Persons with Disabilities, and barring a springtime federal election, it's likely to pass the formality of third reading and become law just in time for strikers to enjoy the improved outdoor weather.

Inspired by provincial anti-scab legislation in force in Quebec and B.C., the bill was introduced by Bloc Quebecois MP Richard Nadeau, whose party has been trying to export the law nationwide for over a decade. Call it competitive imbalance.

This time around, the proposal was backed unanimously by the NDP, and with a small handful of pinkish Tories jumping on the bandwagon, the survival of the bill rested with the Liberal Party. It swayed heavily left, of course. But it kinda' makes you wonder, if the Grits were so hot for this idea, why they didn't greenlight likeminded proposals in their own 14-year rule. Oh well, I guess the issues just look different from the opposition benches.

Nadeau insists a similar 30-year-old law in Quebec has cut the average length of strikes in half compared to those under the Canada Labour

Code. Business groups like the Canadian Chamber of Commerce and the Canadian Trucking Alliance (CTA) say the opposite is true. Either way, it's not hard to imagine how it would bite into that aforementioned 97-percent pre-strike settlement rate. With almost all the leverage, why wouldn't unions be a little braver about doing battle—at least until they squeeze a better deal through arbitration?

While the level of unionization in the trucking industry is relatively low—only about 20 percent of drivers in the for-hire sector (many of those in LTL) versus 32 percent of the general workforce—the portion of the industry that is unionized is characterized by a stable labor-relations climate, points out CTA chief David Bradley. He adds that from 2000 to 2006, there were only seven work stoppages in trucking companies regulated under the Canada Labour Code, and there were no strikes or lockouts at all in 2004 or 2005.

"From our perspective Bill C-257 is unnecessary—some have called it a solution in search of a problem," he says.

While only one in five drivers is unionized, trucking companies, as any link in the supply chain, are at the mercy of other businesses—many unionized—in order to operate efficiently. And how many more truckers' livelihoods are dependent on the federally regulated railways, seaports, and airports—all prime targets for unions to test their new, legislated muscle?

Also, as Bradley warns, MPs shouldn't expect the trucking industry as a whole to step in and keep freight moving in the event of a prolonged strike affecting one of these modes—especially rail. "Capacity constraints in trucking and the physical nature of much rail freight would prevent the trucking industry from taking up all the slack," he says.

Successful economies crave stability. After years of legislating away the stability of what Bradley calls the "labor relations balance," Canada increasingly looks like a country that does its best to scare away investment. And wouldn't a little more investment in say, the auto sector, look good to unions right about now? ▲

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

conference call it hopes to triple sales in Asia within five years, leading to a healthy mix of local and global OEM business.

"We also are planning to increase our global aftermarket and specialty businesses, and we are funding advanced engineering, research and development initiatives that will better position us for the challenges ahead," he said.

The Emissions Technologies business, which has 7,500 employees in operations in 19 countries, will have dual headquarters in Columbus, Ind., and Detroit.

### Borders

## Truckers See FAST ROI

FAST-approved drivers submitting e-manifests can now take advantage of a new incentive program that allows them to use dedicated FAST infrastructure at two Ontario-Western New York ports even if the shipper is not cleared under C-TPAT, the Ontario Trucking Association (OTA) confirms.

As *Today's Trucking.com* first reported last fall, due to the lack of C-TPAT participation among shippers, the bridge authority has been allowing drivers to take advantage of the dedicated FAST lane at the Queenston-Lewiston Bridge, provided the carrier was approved under the C-TPAT security program.

Under the original U.S. Homeland Security rule, only under shipments of "pure FAST" (FAST driver and C-TPAT approved carriers as well as shippers) could drivers enjoy the benefits of the binational border-clearance program.



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*Jim Park, Editor highwaySTAR*

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U.S. Customs and Border Protection (CBP) in Buffalo and Lewiston working in cooperation with the Niagara Falls Bridge Commission, the Peace Bridge Authority and the OTA have expanded the incentive program also for FAST-registered drivers submitting e-manifests.

"In the absence of more participation by the companies whose goods we haul, this is a welcome measure," says OTA President David Bradley. Companies who have invested in C-TPAT and FAST have been frustrated at the minimal benefit of the program due to the lack of interest from non-auto related shippers.

One trucking insider recently told *Today's Trucking*: "you might as well wave the white flag when it comes to the shipper [participation in C-TPAT]. It's not happening."

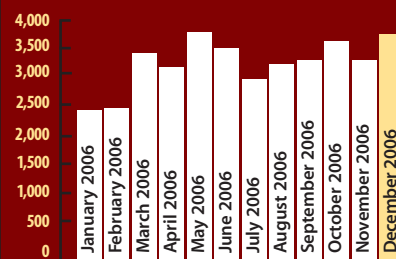
Carriers should be aware that each bridge will have different criteria for carriers. The Queenston-Lewiston Bridge will allow carriers to use the dedicated FAST-lane under "pure FAST; C-TPAT carriers using FAST drivers; and FAST drivers submitting e-Manifest.

At the Peace Bridge, reports OTA, preferential access to the staging yard will continue to be provided to pure FAST movements, as well as FAST drivers submitting e-manifests. OTA is reportedly is also in discussions with the other Ontario border crossing authorities at the Blue water Bridge in Sarnia, and Windsor's Ambassador Bridge. ▲

## truck sales index

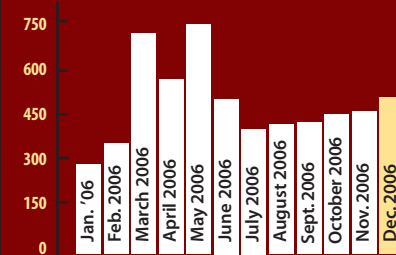
December 2006

CLASS 8	This Month	YTD '06	YTD '05	Share
Freightliner	716	7857	7943	20.1%
International	600	7735	7644	19.8%
Kenworth	687	6709	5177	17.1%
Peterbilt	349	4562	3479	11.7%
Volvo	513	3935	3319	10.1%
Sterling	275	2915	2628	7.4%
Western Star	321	2769	2566	7.1%
Mack	264	2649	2253	6.8%
<b>TOTAL</b>	<b>3725</b>	<b>39,131</b>	<b>35,009</b>	<b>100.0%</b>



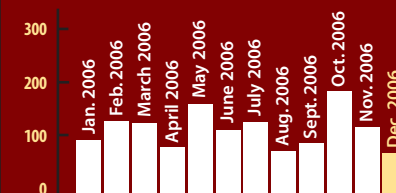
12-month Class-8 Sales

CLASS 7	This Month	YTD '06	YTD '05	Share
International	92	1468	1319	25.2%
General Motors	140	1338	702	23.0%
Peterbilt	37	765	508	13.1%
Kenworth	84	751	545	12.9%
Freightliner	52	540	656	9.3%
Hino Canada	29	430	282	7.4%
Sterling	49	420	436	7.2%
Ford	16	113	226	1.9%
<b>TOTAL</b>	<b>499</b>	<b>5825</b>	<b>4674</b>	<b>100.0%</b>



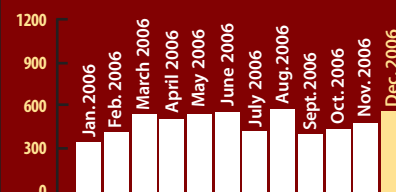
12-month Class-7 Sales

CLASS 6	This Month	YTD '06	YTD '05	Share
International	12	445	552	35.5%
Hino Canada	16	287	211	22.9%
General Motors	10	221	267	17.6%
Freightliner	21	146	198	11.6%
Ford	6	95	116	7.6%
Sterling	2	61	122	4.9%
<b>TOTAL</b>	<b>67</b>	<b>1255</b>	<b>1466</b>	<b>100.0%</b>



12-month Class-6 Sales

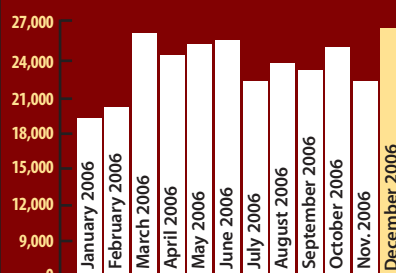
CLASS 5	This Month	YTD '06	YTD '05	Share
Ford	203	2473	2231	43.0%
General Motors	223	1802	1482	31.3%
Hino Canada	40	732	680	12.7%
International	35	531	637	9.2%
Freightliner	40	213	69	3.7%
Sterling	1	1	0	0.0%
<b>TOTAL</b>	<b>542</b>	<b>5752</b>	<b>5099</b>	<b>100.0%</b>



12-month Class-5 Sales

## U.S. RETAIL TRUCK SALES

CLASS 8	This Month	YTD '06	YTD '05	Share
Freightliner	6688	78,428	74,453	27.6%
International	4014	53,373	46,093	18.8%
Peterbilt	3407	37,322	30,211	13.1%
Kenworth	3225	33,091	27,153	11.7%
Volvo	3499	30,716	26,446	10.8%
Mack	3641	29,482	27,303	10.4%
Sterling	1540	16,712	15,733	5.9%
Western Star	366	3463	2924	1.2%
Other	82	1379	623	0.5%
<b>TOTAL</b>	<b>26,462</b>	<b>283,966</b>	<b>250,939</b>	<b>100.0%</b>



12-month Class-8 Sales, United States



**Online Resources:** For more truck sales stats, go to [todaystrucking.com](http://todaystrucking.com)

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

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# Inventing (and Avoiding) the Next Crisis

**driver's side** *The 2007s aren't even rolling off the line yet, and we're already worrying about 2010. By Jim Park*

**A**s of mid-February, as I pen this column, very few trucks have rolled off the assembly lines equipped with EPA '07 engines (designated 2008 model year). Mostly, the OEMs are building the last of their 2007 models (with the pre-'07 engines), thus fulfilling the last of the pre-buy orders.

We've not yet even begun to experience the effects of the '07 EPA emissions reductions, and we're already beginning to sweat the details of the 2010 round of reductions.

There's a large crowd of people here at the ATA's Technology and Maintenance Conference (TMC) in Tampa, Fla. already losing sleep over EPA's 2010 standards—with good cause. They're concerned over which strategy might be anointed to meet those standards, and how they'll be affected by those changes.

EPA 2010 requires a further 85-percent reduction in NOx output, and that will mean some additional exhaust aftertreatment devices in all likelihood. Several bits of technology offer some hope of making 2010, including Homogenous Charge Compression Ignition (HCCI), clean NOx adsorbers, plasma reformers with NOx traps, and Selective Catalytic Reduction (SCR).

Don't worry about what all these terms mean for the moment. You'll be reading more about them in the months to come. Presently, the solution that seems most

promising is SCR. It's widely used in Europe, and some engine makers have lots of experience with the technology. The upside to SCR is that it could permit improvements in fuel economy by scaling back the level of EGR required to meet current NOx emissions levels.

The downside to SCR is that it requires an additional catalytic converter—which could be integrated with present aftertreatment devices—



an additional storage tank on the truck, and a national distribution infrastructure.

Detroit Diesel (Freightliner), Mack, and Volvo have already committed to using Urea-based SCR to meet 2010. They've all got the European experience behind them. Caterpillar and Cummins have yet to commit, though Cummins has been doing a lot of work with NOx adsorbers.

There's a lot at stake this time, and the decision on which technology gets the

nod will affect many more people than just the truck makers and their customers.

Canadian trucks may not have the frame space required to fit the additional catalytic device and the urea storage tanks. Or, if there's room for that stuff, we'll be at wit's end trying to fit APUs,

## EPA 2010 requires a further 85-percent reduction in NOx exhaust output.

storage boxes, and other accessories—like large-capacity fuel tanks. All that could (should) prompt a close look at Canada's 244-in. wheelbase limits.

Fleets will certainly want time to test the new technology in real-world situations. There was almost no evaluation time going into Oct 2002. We had a little more road time going into 2007, but any fleet will tell you it wasn't enough. And even with that additional time, we're still hurting from a suspicion-induced pre-buy that will lay many assembly plants idle for some months this year.

So, if we hope to avoid a repeat performance going into 2010, the truck makers are going to have to make test units available much sooner than last time.

At a TMC technical session on 2010 technology, a chap from Ryder Truck Rentals said he wants 16 to 18 months evaluation time to check out the new equipment. Other

maintenance and purchasing personnel expressed the same desire.

Another significant concern is the distribution network we'll need for the liquid urea catalyst.

Estimates suggest trucks will consume urea at a rate of one gallon of urea to 100 gallons of fuel. Most trucks will need at least a gallon a day. Truckstop owners, we're told, are really unhappy about having to make substantial changes to their fuel islands to accommodate the urea dispensing hardware. The upside for those guys is they'll have another revenue stream.

With several thousand fuel outlets in Canada and about 33,000 outlets in the U.S. we'll need a lot of urea pumps. How long will it take to install all those pumps? We won't need full coverage by day one—probably only 15 percent coverage would be adequate—but we're still not sure if all the truck makers will be using urea, or how long it might be until a better solution than urea emerges.

If we hope to avoid another pre-buy in 2010, we'll need to consider incentives for buyers too. This industry has swallowed a lot in the course of reducing our environmental footprint; we simply can't afford to take too much more uncertainty on the chin. ▲

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





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# The Last Word In Safety

**safety** *Clip and post this column in the lunchroom. It could keep you out of jail.*

*By Brian Botham*

If you haven't already heard about Bill C-45, you should. So should your staff.

Also known as the Westray Bill, C-45 was introduced on March 31, 2004, and came about after 26 miners were killed in an explosion at the Westray Coal Mine in Nova Scotia because the company skirted safety rules.

The bill changed the Criminal Code so now companies and their representatives must take every precaution possible to protect their workers and the general public or risk criminal prosecution.

The bill also states that individuals and organizations must ensure their workers and the public are protected from injury and death. Section 217.1 of the Criminal Code of Canada reads:

*Everyone who undertakes, or has the authority, to direct how another person does work or performs a task is under a legal duty to take reasonable steps to prevent bodily harm to that person or any other person arising from that work or task.*

Let's examine that section of the code and apply it to a general trucking company. "Everyone who undertakes or has authority to direct how another person does work or performs a task."

In a trucking company how many people do you have who direct another person in their work? There are of course managers of different departments, operations, safety, maintenance, administration, warehouse, etc. Each of these

individuals directs other people how to perform their tasks.

Break it down even further to dispatchers, supervisors, lead hands, trainers, and the list continues.

Under C-45, each of these individuals is "under a legal duty to prevent bodily harm or injury to that person or any other person arising from that work or task they are performing."

Let's run this scenario because, unfortunately, it is one that happens all too often.

Your dispatcher directs a driver to get that load to the customer and never mind that they are out of hours or maybe they have hours available but are tired. In doing so, the driver falls asleep at the wheel and in the subsequent collision is killed, along with another motorist.

That dispatcher has not met the legal duty to ensure that they prevent bodily harm to that driver or John Q. Public, who was also killed in the collision. As well, did the operations manager know that the dispatcher was doing this? They have a legal duty as well to ensure that the dispatcher is not pushing drivers to run when tired or beyond the HOS regulations. Did the owner know what kind of constraints he or she was putting on the ops manager?

As you can see it can very quickly go from a hot load that just has to get there to a fatality followed by criminal charges and finally convictions resulting in prison sentences and fines.



Things can very quickly go from a hot load that just has to get there to a fatality followed by criminal charges and finally convictions resulting in prison sentences and fines.

I've heard of two cases so far where charges have been laid under this new legislation. The first was a worker killed in Ontario while in an improperly shored-up trench that collapsed.

The second was in Quebec where a worker was killed when the machine he was working on jammed and the safety lock outs had been disabled. While trying to clear the jam, the machine started and the worker was killed. In both of these cases, the charges laid under the Criminal Code came on top of Health and Safety charges laid under the Occupational Health and Safety Act (OHSA).

While I haven't heard of any charges against trucking companies under this legisla-

tion, it is important to note that the legislation is still fresh and the police, courts, and prosecutors are still learning about the rules.

Can we expect to see more charges under this new provision of the Criminal Code of Canada? The answer is a definitive yes.

Will they be laying these charges against transport companies? Again, yes.

Don't let it happen to you. ▲

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



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**ON YOUR MARK:** Ever had one of those days when you didn't know where to start?

## When You Want To Tell Them Where To Go

**human resources** *A few tips for getting rid of dispatch stress.*

*By Jennifer May*

**L**ast Thursday was busier than usual in my dispatch office. It was around four o'clock in the afternoon, and a few of the day-runners were hanging around the dispatch window at the end of their shift.

I had dispatch pretty much squared away, when the phone rang. An important customer needed to move a load of

stretch wrap to Toronto by eight o'clock the next morning. I was out of resources. It had been a busy week.

A lot of my drivers had been worked to their limit and all of my equipment was spoken for. My job just went from difficult to impossible. I told the customer "of course" but as I hung up the phone, I could feel my heart racing. I scrambled for a way

to turn no drivers, no trucks, and no trailers into at least one of each for this load.

A mentor of mine used to say that unless you are two trucks, two trailers, or two drivers short, you aren't busy enough. That may be true, but working under those conditions on a consistent basis is stressful. With the fluctuating nature of the transportation industry, it is to be expected that there are going to be busier, more stressful times. The trick is, how do you handle the stress and nutsy workload?

### **1. BE ORGANIZED**

I've trained dispatchers from Toronto to Montreal and the one constant in every dispatch office, whether it be a one-person



show or filled with a dozen dispatchers, is the chaos.

It's a constant flurry of paperwork, drivers, phone calls, and beeping two-way radios. The key to handling stress? Stay organized. In my experience, the dispatchers who are organized are less stressed than their manic colleagues. Even if it doesn't look organized to an outsider, knowing where the bills of lading you need are and what you want the next driver who comes to the window to do next make your day much less stressful.

One office supply I can't live without is the sticky note. Instead of having a traditional "to-do" list on one piece of paper, I put all of my "to-do" items on different colored sticky notes and put them right on my monitor where I can see them at all times. (The IT department isn't too thrilled with this, but they don't have to dispatch.) As a task gets completed, I can rip the sticky note off. When there are too many to fit on the monitor I know I need to step up my productivity. It's a very visual clue that shows me where I stand throughout the day.

### 2. BE PREPARED

One of the most stressful situations is dealing with a problem when you don't have enough time to solve it. Just like drivers have to drive ahead of the road, you need to work ahead too.

For example, when a driver shows up at the window on Monday morning coughing and looking miserable, plan your dispatch with some flexibility in case that driver is not available for Tuesday. A speed bump isn't a big problem when you've seen it and had time to slow down for it. A speed bump taken unexpectedly at full speed has a totally different outcome. To make sure that I stay prepared, I stop every hour and scan my desk, calendar, and go through my list of drivers to make sure that I'm not only on top of what is happening now, but what will be happening over the next hour or two.

### 3. BE ENERGETIC

If you can get it done today, do it.

Leaving yourself a long list of things to do is definitely going to be stressful if they all come due at the same time as disaster

hits in dispatch. Getting everything done promptly leaves room for surprises the next day – like when a customer comes up with an unexpected load or ten to get out of their warehouse by month's end.

You have to be self-motivating in dispatch. There are not a lot of external rewards, so I motivate myself by how much work I can put through our terminal in a day. It leaves me room in my schedule the next day to say "yes" to a customer's last-minute request. It's always better than saying "no." I use a spreadsheet to keep track of how many loads we move daily and that helps motivate me to stay on or above target. I also celebrate every 100 orders with my co-dispatcher. It keeps the energy high in the office.

### 4. BE AWARE

Take note of your customer's trends. Each dispatch office has its own rhythm. Some start off the week slowly and build to unbelievably busy on Friday. Others peak mid-week. There are even daily ups and downs. LTL operations usually have a flurry of phone calls all morning with

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some down-time in the afternoon, while those working truckload can start the day off with a relaxing coffee, and never have the phone off their ear for the two hours before business close.

Knowing these trends helps you anticipate the busy times and helps you use the slower times more wisely. At the end of the day I tally up all my trailers to see how many trailers each customer had that day. When I look at this data over a week or a month I can see the patterns in their trailer usage, which gives me a rough idea of volumes for each customer and helps my resource planning. I've been doing this for two years now, and I am starting to see seasonal trends as well. Rarely does a customer have to ask me to send over trailers now, I know their needs so well that I can usually anticipate them.

## 5. BE ACTIVE

While dispatch may get your heart pumping, it's usually stress and not physical exertion that's causing you to sweat. Doing a few stretches at your desk or a walk around the yard to do a quick trailer check can go a long way to relieving the



stress that builds as you hunch over your keyboard tearing your hair out over complicated logistics problems.

## 6. BE UNDERSTANDING

Sometimes it is the people you have to deal with that are the stressors. That angry receiver who always makes you beg for appointments, or a frantic billing clerk demanding yesterday's bills when you haven't had a chance to sort them out yet. In some ways it would be really satisfying to tell them off, but that will likely only lead to more stress later on when you need something from them. So take a deep breath and remember that they have stressful jobs to do too. This can be a tough one to deal with. I try to keep focused on the job at hand and just get and give the necessary information.

Also, technology can be a help in dealing with people as well. It can be easier to keep to the facts when communicating with e-mail or instant messages.

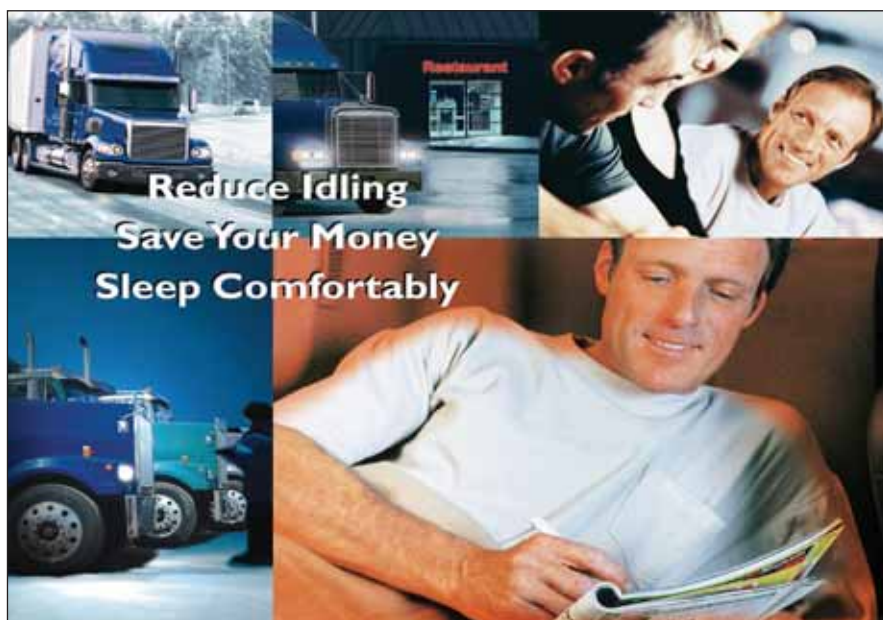
## 7. BE GOOD TO YOURSELF

When you are off duty, try to do all those things that we are supposed to, like eating right, exercising, and getting enough sleep. It's always easier to face a dispatch nightmare on a full stomach and a good night's sleep. It can be all too easy to take work home with you.

I have a little trick that helps me keep

work at work. On my drive home from work I have to drive under a railroad bridge. I allow myself to worry and fret about work until I get to the railroad bridge, but once I reach there, I don't let myself think about work. Instead I focus on my home life and what I'm going to do with my evening at home. That helps me to be good to myself when I'm not at work. ▲

Former radio broadcaster Jennifer May is a dispatcher with B-Line Distribution in Belleville, Ontario.



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BY PETER CARTER

**W**hat the heck kind of year was that? Between the last time we published this list Canadian truckers faced, among other things:

- a soaring Canadian dollar;
- skyrocketing fuel prices;
- an unprecedented pre-buy in anticipation of more stringent emission-controls on diesel engines;
- and finally, the Federal Government's decision to change the rules by which income trusts operate; a.k.a, the Halloween surprise. (Trimac CEO, Terry Owen, said at the time he was "flabbergasted" with the announcement.)

After several good quarters of rising prices and smooth operating, truckers from Cape Fear to Tofino felt the air seep out of the tires. Truckers undercut each other, lumber trucks were switched off, and so were some OE assembly lines.

Still.

If you compare this *Today's Trucking's* 2007 Top 100 For-Hire carriers list to last year's, you'll see that in many ways, it has been a year of growth. For the big guys, that is.

TransForce last year boasted 12,183 total units. This year, it's up to 15,500.

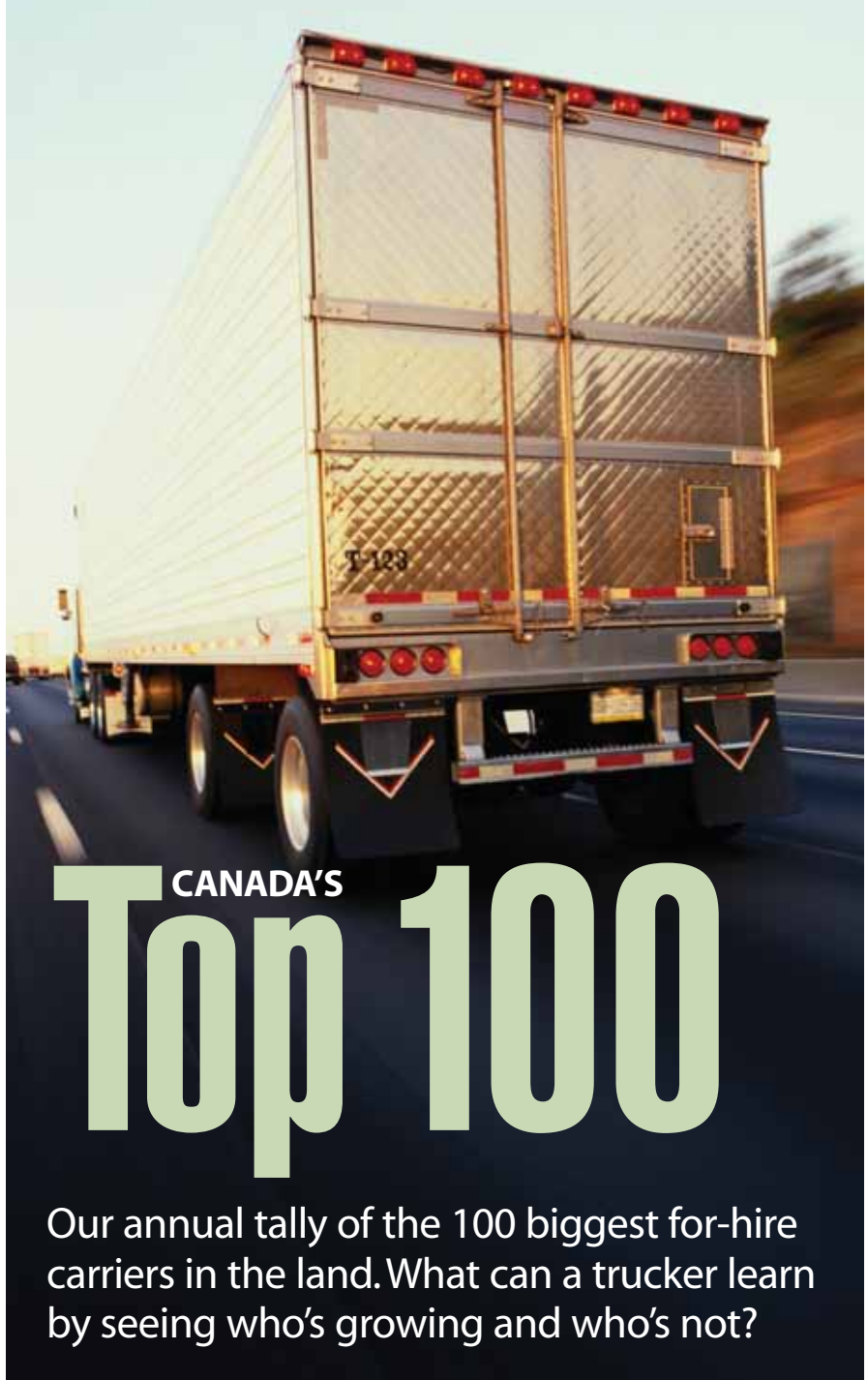
Two years ago, The Mullen Group was the eighth largest for-hire trucking company in Canada.

In '06, after a particularly busy time in the oil fields, Mullen leapt up the charts to the number six spot. Now this Western Canadian powerhouse is the third biggest for-hire carrier in the country.

Vitran, the only publicly traded equity corporation on the charts, increased its total equipment count by more than 2,500 units to 9,778 from 7,230. In October, Vitran bolstered its stable with the purchase of Pittsburgh, Pa.-based LTL carrier PJAX for a reported \$132 million.

The innovator L.E. Walker Transport Ltd., out of St. Thomas, Ont., makes its debut on our list at number 65.

And there's a new name near the top, too. Calyx Transportation Group Inc. is the 18th biggest for-hire carrier in the



# CANADA'S Top 100

Our annual tally of the 100 biggest for-hire carriers in the land. What can a trucker learn by seeing who's growing and who's not?

country and odds are you've never even heard of them. For more on Calyx, see "Anybody can be a Freight Forwarder," by Duff McCutcheon, beginning on page 47.

Calyx is the combined force of Muir's, Nesel, National Fast Freight, and a handful of other freight-specialists. As McCutcheon writes, you might not know about Calyx yet, but with more than 2,000 pieces of road equipment at the ready, the company's on the verge of blossoming.

Calyx is one of those few companies who can be optimistic because their eggs are spread through so many baskets.

For others, those with too much ener-

gy in, say the North American automotive market or the Quebec lumber business—the coming dozen months is going to be grueling.

Competition will be fierce. Which makes another addition to this year's Top 100 on page 54, "Best in Class," by Marco Beghetto, even more compelling. Beghetto's story gives an exclusive look at which LTL carriers shippers prefer and why.

If you're interested in growing your company over the next 12 months—and who isn't?—you could do much worse than examining what the best in class does and follow suit. ▲

Our annual survey of Canada's largest for-hire fleets

# Today's Trucking

# 2007

CANADA'S TOP 100

Rank (2006)	Company Name, City, Province	Total	Trucks	Tractors	Trailers	O/O's	Employees
1 (1)	<b>TransForce Income Fund</b> , Saint-Laurent, PQ	15500	0	4700	10800	1560	10000
2 (2)	<b>Vitran Corporation Inc.</b> , Toronto, ON	9778	0	2265	7513	439	4496
3 (6)	<b>Mullen Group Inc.</b> , Aldersyde, AB	8443	200	1666	6577	1139	3937
4 (3)	<b>TransX</b> , Winnipeg, MB	5582	65	1485	4032	890	2276
5 (4)	<b>Challenger Motor Freight Inc.</b> , Cambridge, ON	4835	10	1490	3335	298	1593
6 (5)	<b>SLH Transport</b> , Kingston, ON	4405	0	305	4100	450	900
7 (10)	<b>Groupe Robert</b> , Boucherville, PQ	4385	10	875	3500	354	2311
8 (7) <sup>1</sup>	<b>Day &amp; Ross Transportation Group</b> , Hartland, NB	4303	462	1556	2285	2993	1972
9 (8)	<b>Paul's Hauling Group</b> , Winnipeg, MB	4079	82	1075	2922	151	1705
10 (9)	<b>Contrans Income Fund</b> , Woodstock, ON	3946	0	1570	2376	813	2072
11 (44)	<b>Canada Cartage Diversified Income Fund</b> , Mississauga, ON	3860	610	1250	2000	400	2400
12 (11)	<b>Armour Transportation Systems</b> , Moncton, NB	3505	140	790	2575	75	1650
13 (13)	<b>Bison Transport Inc.</b> , Winnipeg, MB	3200	0	900	2300	250	1507
14 (14)	<b>Trimac Transportation Services LP</b> , Calgary, AB	2822	0	453	2369	571	1216
15 (15)	<b>Schneider National Carriers Canadian Division</b> , Aberfoyle, ON	2454	0	454	2000	83	707
16 (17)	<b>Transfreight</b> , Cambridge, ON	2419	1	314	2104	60	1204
17 (23)	<b>Manitoulin Transport Group</b> , Gore Bay, ON	2055	77	585	1393	139	0
18 (nr)	<b>Calyx Transportation Group Inc.</b> , Concord, ON	2032	71	322	1639	242	977
19 (18)	<b>Reimer Express Lines</b> , Winnipeg, MB	2019	27	537	1455	207	1382
20 (20)	<b>Bruce R. Smith Limited</b> , Simcoe, ON	1932	0	430	1502	130	600
21 (19)	<b>Yanke Group of Companies</b> , Saskatoon, SK	1930	0	512	1418	185	807
22 (30)	<b>Quik X Group of Companies</b> , Mississauga, ON	1855	65	540	1250	180	1100
23 (22)	<b>Gibson Transport</b> , Alliston, ON	1763	0	371	1392	57	591
24 (25)	<b>H&amp;R Transport Limited</b> , Lethbridge, AB	1734	0	439	1295	100	952
25 (32)	<b>Erb Group of Companies</b> , New Hamburg, ON	1710	151	578	981	156	1079
26 (24)	<b>Wilson's Truck Lines</b> , Etobicoke, ON	1684	0	450	1234	265	400
27 (31)	<b>Gibson Energy Ltd.</b> , Calgary, AB	1670	70	570	1030	410	166
28 (26)	<b>XTL Group of Companies</b> , Etobicoke, ON	1650	0	450	1200	200	150
29 (28)	<b>C.A.T./Canadian American Trans.</b> , Coteau du Lac, PQ	1635	0	450	1185	50	550
30 (27)	<b>SGT 2000</b> , St-Germain-de-Grantham, PQ	1624	0	379	1245	82	491
31 (33)	<b>Verspeeten Cartage</b> , Ingersoll, ON	1623	0	546	1077	353	316
32 (36)	<b>M-O Freightworks</b> , Brampton, ON	1622	138	364	1120	384	327
33 (21)	<b>Allied Systems Canada</b> , Burlington, ON	1604	0	792	812	100	1220
34 (37)	<b>Groupe Thibodeau</b> , Portneuf, PQ	1580	5	425	1150	15	850
35 (29)	<b>Groupe Guilbault</b> , Ste-Foy, PQ	1526	3	309	1214	85	762





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Rank (2006)	Company Name, City, Province	Total	Trucks	Tractors	Trailers	O/O's	Employees
36 (39)	<b>Purolator</b> , Mississauga, ON	1510	150	410	950	14	12500
37 (40)	<b>Kriska Transportation</b> , Prescott, ON	1483	0	381	1102	109	515
38 (35)	<b>Meyers Transport</b> , Peterborough, ON	1440	16	342	1082	65	592
39 (nr)	<b>Rosedale Group</b> , Mississauga, ON	1435	60	500	875	110	650
40 (41)	<b>Northern Industrial Carriers</b> , Edmonton, AB	1365	0	265	1100	5	200
41 (42)	<b>HBC Logistics</b> , Mississauga, ON	1362	0	210	1152	0	275
42 (40)	<b>Celadon Canada</b> , Kitchener, ON	1345	0	385	960	230	200
43 (55)	<b>Shadow Lines Transportation Group</b> , Langley, BC	1259	0	275	984	275	85
44 (45)	<b>Penner International</b> , Steinbach, MB	1250	0	368	882	332	136
45 (43) <sup>3</sup>	<b>Clarke Inc.</b> , Etobicoke, ON	1160	55	100	1005	170	550
46 (52)	<b>Vedder Transportation Group</b> , Abbotsford, BC	1112	0	397	715	85	381
47 (46)	<b>Consolidated FastFrate</b> , Woodbridge, ON	1076	38	270	768	125	1294
48 (51)	<b>Arnold Bros. Transport Ltd.</b> , Winnipeg, MB	1071	1	320	750	157	370
49 (53)	<b>BLM Group</b> , Kitchener, ON	1023	1	296	726	80	479
50 (47)	<b>Cooney Group</b> , Belleville, ON	1022	0	222	800	7	300
51 (49)	<b>Travelers Transportation Services</b> , Brampton, ON	977	2	287	688	14	346
52 (66)	<b>Team-Transport Services Ltd</b> , Richmond, BC	971	118	118	735	118	22
53 (63)	<b>Rosenau Transport</b> , Edmonton, AB	956	51	195	710	68	340
54 (74)	<b>DCT Chambers Trucking</b> , Vernon, BC	934	40	286	608	110	201
55 (54)	<b>Arrow Transportation Systems Inc.</b> , Richmond, BC	918	70	298	550	240	220
56 (59)	<b>Glenncoe Transport Ltd.</b> , Kelowna, BC	917	48	246	623	48	358
57 (64)	<b>Simard Transport</b> , Lachine, PQ	905	60	195	650	136	535
58 (56) <sup>2</sup>	<b>Thomson Terminals</b> , Etobicoke, ON	900	3	232	665	9	0
59 (57)	<b>Transport Morneau</b> , Saint-Arsene, PQ	897	22	211	664	136	550
60 (67)	<b>B&amp;R Eckel's Transport</b> , Bonnyville, AB	896	25	181	690	25	302
61 (58)	<b>Musket Melburne</b> , Mississauga, ON	885	0	225	660	115	320
62 (60)	<b>Groupe Boutin</b> , Plessisville, PQ	875	8	231	636	23	446
63 (65)	<b>Sokil Transportation Group</b> , Edmonton, AB	842	132	145	565	0	270
64 (62)	<b>RAM Contract Carriers</b> , Cottam, ON	838	1	195	642	189	48
65 (61)	<b>Mackinnon Transport Inc.</b> , Guelph, ON	830	0	280	550	190	190
66 (nr)	<b>L.E.Walker Transport Ltd.</b> , St. Thomas, ON	820	0	145	675	85	330
67 (68)	<b>Wolverine Freight System</b> , Windsor, ON	798	3	250	545	85	332
68 (nr)	<b>International Truckload Services</b> , Belleville, ON	747	2	195	550	125	270
69 (70)	<b>Normandin Transit Inc.</b> , Napierville, PQ	744	2	226	516	25	318
70 (75)	<b>Speedy Transport</b> , Brampton, ON	741	3	3	735	291	400
71 (69)	<b>Williams Moving &amp; Storage</b> , Coquitlam, BC	699	195	138	366	79	400
72 (71)	<b>Mackie Moving Systems</b> , Oshawa, ON	680	20	260	400	190	150
73 (78)	<b>Hyndman Transport</b> , Wroxeter, ON	673	0	208	465	17	232
74 (72)	<b>Big Horn Transport</b> , Calgary, AB	654	17	112	525	0	160



Rank (2006)	Company Name, City, Province	Total	Trucks	Tractors	Trailers	O/O's	Employees
75 (76)	<b>Big Freight Systems Inc.</b> , Steinbach, MB	<b>635</b>	0	230	405	65	255
76 (77)	<b>System 55 Transport</b> , Oakville, ON	<b>614</b>	4	134	476	53	98
77 (82)	<b>ProNorth Transportation</b> , North Bay, ON	<b>590</b>	0	160	430	15	215
78 (83)	<b>ECL Group of Companies Ltd.</b> , Calgary, AB	<b>578</b>	34	152	392	57	409
79 (84)	<b>Transport Herve Lemieux</b> , Saint-Laurent, PQ	<b>576</b>	53	208	315	37	360
80 (85)	<b>Totalline Transport Inc.</b> , Vaughan, ON	<b>575</b>	47	206	322	65	267
81 (80)	<b>Fluke Transport</b> , Hamilton, ON	<b>570</b>	25	70	475	90	210
82 (87)	<b>Groupe Goyette</b> , Saint-Hyacinthe, PQ	<b>568</b>	2	78	488	67	271
83 (79)	<b>Andlauer Transportation Services</b> , Etobicoke, ON	<b>551</b>	187	118	246	242	692
84 (86)	<b>Muskoka Transport</b> , Bracebridge, ON	<b>544</b>	4	155	385	40	190
85 (94)	<b>Groupe Jules Savard</b> , Jonquiere, PQ	<b>532</b>	0	157	375	1	250
86 (92)	<b>Transport LFL</b> , Vallée-Jonction, PQ	<b>531</b>	34	147	350	7	300
87 (90)	<b>Transport Bourret Inc.</b> , Drummondville, PQ	<b>528</b>	12	153	363	17	393
88 (nr)	<b>Payne Transportation L.P.</b> , Winnipeg, MB	<b>505</b>	0	200	305	187	105
89 (92)	<b>Transport Bourassa Inc.</b> , St-Jean-sur-Richelieu, PQ	<b>503</b>	2	115	386	7	235
90 (91)	<b>Gosselin Express</b> , Thetford Mines, PQ	<b>500</b>	25	80	395	20	165
91 (93)	<b>Transport V.A. Inc.</b> , Laurier-Station, PQ	<b>498</b>	7	104	387	1	387
92 (97)	<b>J.D. Smith &amp; Sons</b> , Concord, ON	<b>484</b>	58	87	339	0	300
93 (99)	<b>Transport Couture &amp; Fils Itee</b> , Saint-Ephrem, PQ	<b>473</b>	0	119	354	14	213
94 (nr)	<b>Ayr Motor Express Inc.</b> , Woodstock, NB	<b>465</b>	0	115	350	40	290
95 (96)	<b>Elgin Motor Freight</b> , London, ON	<b>465</b>	0	165	300	18	225
96 (81)	<b>Samuel Son and Company Ltd.</b> , Mississauga, ON	<b>456</b>	6	170	280	135	0
97 (89)	<b>Con-way Freight - Canada</b> , Mississauga, ON	<b>428</b>	2	168	258	0	284
98 (98) <sup>2</sup>	<b>McKevitt Trucking</b> , Thunder Bay, ON	<b>427</b>	2	140	285	6	175
99 (100)	<b>Empire Transportation</b> , Grimsby, ON	<b>426</b>	1	75	350	11	100
100 (95)	<b>Les services logistiques Trans West Inc.</b> , Lachine, PQ	<b>425</b>	0	150	275	60	300

FOOTNOTES: 1) Day & Ross figures do not include McCain Transport, a wholly owned reefer fleet based in Maine. 2) Estimates. The company was on last year's Top 100 list, but their numbers were not updated in time for this year's deadline. 3) Clarke Inc.'s listing of number of trucks includes tractors, flatbeds and vans. nr = not previously ranked. na = information not available.

## HOW WE DID IT

1. Companies are ranked based on total vehicle counts, including power units and trailers owned by owner-operators, as reported in January, 2007. Only trucks of class 6 or above are enumerated unless otherwise noted. Vehicles and employees based in the United States are included provided they are administered from a Canadian head office.
2. Most of the statistics were entered into the Today's Trucking data base by representatives of the companies themselves. The remaining companies and additions were gathered by Today's Trucking editors via phone, email or fax. While we strive to present accurate figures, the statistics have not been independently verified.
3. Several large fleets do not respond to our requests for information. These include Irving Transportation Services (comprising Midland Transport, Sunbury Transport and RST Industries based in New Brunswick, and RTL Robinson of Yellowknife. As well, the Canadian operation of Federal Express is not on the list. UPS provided numbers but not a breakdown on vehicle types.
4. If you have any enquiries or if you think your company should be on next year's list, please contact Peter Carter at 416-614-5828 or [peter@todaystrucking.com](mailto:peter@todaystrucking.com)



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*INNOVATION THAT DELIVERS*



Company Name	Total Units	Rank ('06)	Company Name	Total Units	Rank ('06)
<b>A</b>			<b>M</b>		
Allied Systems Canada	1604	33 (21)	Mackie Moving Systems	680	72 (71)
Andlauer Transportation Services	551	83 (79)	Mackinnon Transport Inc.	830	65 (61)
Armour Transportation Systems	3505	12 (11)	Manitoulin Transport Group	2055	17 (23)
Arnold Bros. Transport Ltd.	1071	48 (31)	McKevitt Trucking	427	98 (98)
Arrow Transportation Systems Inc.	918	55 (54)	Meyers Transport	1440	38 (35)
Ayr Motor Express Inc	465	94 (nr)	M-O Freightworks	1622	32 (36)
			Mullen Group Inc.	8443	3 (6)
<b>B</b>			Musket Melbourne	885	61 (58)
B&R Eckel's Transport	896	60 (67)	Muskoka Transport	544	84 (86)
Big Freight Systems Inc.	635	75 (76)			
Big Horn Transport	654	74 (72)	<b>N</b>		
Bison Transport Inc.	3200	13 (13)	Normandin Transit Inc.	744	69 (70)
BLM Group	1023	49 (53)	Northern Industrial Carriers	1365	40 (41)
Bruce R. Smith Limited	1932	20 (20)			
<b>C</b>			<b>P</b>		
C.A.T./Canadian American Trans.	1635	29 (28)	Paul's Hauling Group	4079	9 (8)
Calyx Transportation Group Inc.	2032	18 (nr)	Payne Transportation L.P.	505	88 (nr)
Canada Cartage Diversified Income Fund	3860	11 (44)	Penner International	1250	44 (45)
Celadon Canada	1345	42 (40)	ProNorth Transportation	590	77 (82)
Challenger Motor Freight Inc.	4835	5 (4)	Purolator	1510	36 (39)
Clarke Inc.	1160	45 (43)			
Consolidated FastFrate	1076	47 (46)	<b>Q</b>		
Contrans Income Fund	3946	10 (9)	Quik X Group of Companies	1855	22 (30)
Con-way Freight - Canada	428	97 (89)			
Cooney Group	1022	50 (47)	<b>R</b>		
			RAM Contract Carriers	838	64 (62)
<b>D</b>			Reimer Express Lines	2019	19 (18)
Day & Ross Transportation Group	4303	8 (7)	Rosedale Group	1435	39 (nr)
DCT Chambers Trucking	934	54 (74)	Rosenau Transport	956	53 (63)
<b>E</b>					
ECL Group of Companies Ltd.	578	78 (83)	<b>S</b>		
Elgin Motor Freight	465	95 (96)	Samuel Son and Company Ltd.	456	96 (81)
Empire Transportation	426	99 (100)	Schneider National Carriers Canadian Division	2454	15 (15)
Erb Group of Companies	1710	25 (32)	SGT 2000	1624	30 (27)
			Shadow Lines Transportation Group	1259	43 (55)
<b>F</b>			Simard Transport	905	57 (64)
Fluke Transport	570	81 (80)	SLH Transport	4405	6 (5)
<b>G</b>			Sokil Transportation Group	842	63 (65)
Gibson Energy Ltd.	1670	27 (31)	Speedy Transport	741	70 (75)
Gibson Transport	1763	23 (22)	System 55 Transport	614	76 (77)
Glenncoe Transport Ltd.	917	56 (89)			
Gosselin Express	500	90 (91)	<b>T</b>		
Groupe Boutin	875	62 (60)	Team-Transport Services Ltd.	971	52 (66)
Groupe Goyette	568	82 (87)	Thomson Terminals	900	58 (56)
Groupe Guilbault	1526	35 (29)	Totalline Transport Inc.	575	80 (85)
Groupe Jules Savard	532	85 (94)	TransForce Income Fund	15500	1 (1)
Groupe Robert	4385	7 (10)	Transfreight	2419	16 (17)
Groupe Thibodeau	1580	34 (37)	Transport Bourassa Inc.	503	89 (92)
			Transport Bourret Inc.	528	87 (90)
<b>H</b>			Transport Couture & Fils Itee	473	93 (99)
H&R Transport Limited	1734	24 (25)	Transport Herve Lemieux	576	79 (84)
HBC Logistics	1362	41 (42)	Transport LFL	3681	86 (92)
Hyndman Transport	673	73 (78)	Transport Morneau	897	59 (57)
			Transport V.A. Inc.	498	91 (93)
<b>I</b>			TransX	5582	4 (3)
International Truckload Services	747	68 (nr)	Travelers Transportation Services	977	51 (49)
			Trimac Transportation Services LP	2822	14 (14)
<b>J</b>					
J.D. Smith & Sons	484	92 (97)	<b>V</b>		
			Vedder Transportation Group	1112	46 (52)
<b>K</b>			Verspeeten Cartage	1623	31 (33)
Kriska Transportation	1483	37 (40)	Vitran Corporation Inc.	9778	2 (2)
<b>L</b>			<b>W</b>		
L.E.Walker Transport Ltd.	820	66 (nr)	Williams Moving & Storage	699	71 (69)
Les services logistiques Trans West Inc	425	100 (95)	Wilson's Truck Lines	1684	26 (24)
			Wolverine Freight System	798	67 (68)
			<b>X</b>		
			XTL Group of Companies	1650	28 (26)
			<b>Y</b>		
			Yanke Group of Companies	1930	21 (19)

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**O**n July 23, 2002, Contrans Corp. reorganized into an income fund and completed an IPO for \$46 million.

Not only was it the first trucking company to become an income fund, it was the very first publicly traded equity corporation in Canada to change into an income fund.

Now led by CEO Stan Dunford, Contrans sits at number 10 on *Today's Trucking's* list of Top 100 for-hire carriers.

Like the other income trusts on the Top 100 list, Contrans has been not only seeing year-over-year revenue growth, it has been growing by acquisition.

In the past year alone, Dunford says about 70 companies solicited Contrans with offers to sell.

Of them, he says, "we bought four."

One of them Contrans purchased a few days after the Federal Government slapped the entire income-trust business with the announcement that it's changing the rules (See "Hallowe'en Scare" by Anthony Evangelista, page 42.)

"The acquisition was a good business decision in spite of the new legislation," Dunford says.

So, the days of growing by acquisition are not over.

But according to Dunford and others in the business, the Federal Government has done the industry a huge disservice with the Hallowe'en announcement.

Mostly, Dunford says, the unforeseen changes to the legislation robbed income trusts of their ability to purchase companies through the issuance of equity by as much as 30 to 40 percent.

"Prior to the announcement, each of the trusts was trading at a much higher multiple, which allowed them to pay more for the companies they acquired.

"In fact, it improved shareholder value in the public companies when they bought a company at below the income trust's multiple."

Dunford also says that the larger a privately held firm is, the more likely it is that the purchaser would be one of the publicly held income trusts.

"It has a ripple effect throughout the entire industry and it's sad that this had to

happen," Dunford says, "because for years the trucking industry was never an industry that the financial industry liked but we were finally changing the credibility of trucking [within the investment community].

Right now, the income trust community is still deciding how to proceed. Some might convert to equity corporations, others may go private while others might stay the course.

Is there any reason to remain a trust?

"That's the question. What's the world's opinion going to be on income trusts after this?

"Most of them will have to reduce their distribution by the amount of the tax and

there's going to be a need for that."

Dunford says after last fall's announcement, he was interviewed on TV and received thousands of supportive emails afterwards.

According to one email—this one from an investment advisor in Toronto—"if they [the government] had stopped the creation of any new trusts and grandfathered in all existing trusts it would have had the affect of stopping BCE and Telus from converting with the destructive impact upon the rest of the market.

"Where," the email continues in reference to Dunford, "can I vote for you?"

While the Contrans boss does insist he's

# TRUST— WORTHY

BY PETER CARTER

Why Contrans' **STAN DUNFORD** thinks what the federal government did to income trusts borders on criminal.



therefore offer a yield or return much less than what it was before.

"Today, if you buy a Contrans share, you get an 11-percent return. What publicly traded equity company pays a dividend that's anything comparable to that?

Of course Dunford's confident that Contrans will adapt in whatever way it has to in order to continue growing and making money.

"One thing that's interesting is that shareholders in the marketplace got a taste—through this trust model—of what it's like to have an investment in a public company that pays you a return every month and the company can't make a mistake or they get caught right away.

"The trusts brought a real discipline to the management of the companies. The world loves that model of a company that delivers returns on a monthly basis and

staying out of politics, he does like pointing out that the men who were convicted in the Enron scandal got 25 years for losing \$100 billion. The WorldCom disaster cost about \$11 billion and one man got 30 years.

"So far," Dunford says. "[Prime Minister] Harper and [Finance Minister] Flaherty are in second place in world-wealth destruction at \$40 billion. With zero accountability."

Dunford also says there's an election between now and the time the income-fund changes kick in. "Maybe after these people lose the election and all they have to do is organize games at church functions, they'll learn a thing or two about keeping promises. You can't go around breaking promises and taking millions of dollars away from unsuspecting taxpayers." ▲



**F**ederal Finance Minister Jim Flaherty stunned the investment community last fall when he announced that publicly traded income trusts would be subject to the same corporate tax as public corporations. Flaherty stated this move was necessary “due to the growing trend towards corporate tax avoidance.” In 2006, a number of corporations with a market value of over \$70 billion converted to income-trust status—mainly to take advantage of the favorable tax rules for trusts.

The Finance Minister stated that this trend would cost the federal government between \$500 million and possibly more than \$1.6 billion annually.

What changed for income trusts?

Income trusts pay out monthly cash distributions to unit holders—and they are paid out from pre-tax dollars. This attribute allows trusts to pay little or no corporate tax. The government plan

# The Halloween Scare

BY ANTHONY EVANGELISTA

would place a distribution tax on the payouts made to unit holders from publicly traded income trusts (excluding some Real Estate Income Trusts—REITs).

Newly formed trusts are subject to the tax effective this year. All other trusts will have a tax holiday until 2011 when corporate taxes will be 31.5 percent (18.5 percent federal and 13 percent provincial). This four-year tax holiday allows trusts to address the new tax laws and make any necessary adjustments.

Flaherty's about-face effectively ends any tax advantage income trusts had over corporations.

The TSX dropped nearly \$20 billion in value the day after the announcement. Some income trusts have since rebounded

from the drop in unit prices, but few have retained their pre-Halloween values. On average the transportation trusts are down nine percent in the four months since the announcement.

Income trusts enjoyed virtually corporate-tax-free status prior to this announcement, providing them with a 20 to 30 percent trading premium. The distribution tax wipes out the premium, and will lower growth potential of all trust investments.

According to Walter Spracklin, an analyst covering the Transportation and Income Trusts sectors at RBC Capital Markets, “the tax would have a more significant impact on the trucking trusts. The reason is that trucking trusts have been dependent on acquisitions in order to achieve above-trend growth in cash flow per unit. Without the trust ‘premium’, the ability for the trucking trusts to grow through acquisition is now significantly impaired.”

Does this mean that the trucking trusts will wither away? Not necessarily. These trusts will continue to grow, but growth will be fueled by greater economies of scale and more prudent consolidation. Consolidation will be attained through acquisitions of higher quality businesses, which are a better fit and value.

A few obvious points that can make for an attractive takeover target are businesses that have a steady cash flow or solid business contracts; businesses that fit well due to the geographic or industrial segment they service; and businesses servicing growing or under-served market segments. Trusts will be more frugal with their money and targets, but acquisitions will still be a part of the growth strategy for Canada's trucking trusts—but don't expect Alain Bédard or Stan Dunford to pay the acquisition premiums they once did. The small guys lose on this deal, too. ▲

Anthony Evangelista, MBA, is controller of Newcom Business Media, publisher of *Today's Trucking*.

## TRUST YOURSELF: IT'S BIZ AS USUAL FOR THESE GUYS

**I**f there are any fleet owners out there crying into their Timmy's because they're afraid no income trust is going to come a-courtin', they're not talking about it. Whomever *Today's Trucking* talked to had an opinion of income trusts, but it wasn't disappointment.

Apparently, healthy fleets are in business to truck, not to sell out.

Dan Noseworthy of Montreal's 100-truck fleet GTI Roll says that a few years ago one of the bigger income trusts approached his company to discuss selling, but the Noseworthys were simply not in selling mode.

And Mark Brandt, whose fleet of about 60 beautiful Petes is the pride of Arburg, Man., says some of his personal portfolio took a hit when the income trust laws were changed.

However, he's quick to add that it's such a small part of his portfolio it's almost negligible.

“As for the announcement and how it's affected the industry, I had more pertinent issues to tend to.”

Like making money. Brandt reports a better-than-average January and he's bullish for the coming season.

Cornwall, Ont.'s Bob Gauthier, founder and president of Seaway Express, a 20-power unit fleet, says the changes aren't worrying him.

“Someone like Alain Bédard,” he says, “was buying up companies before he changed over to a trust fund.” Ultimately, Alain Bédard will buy a company that he sees potential upside if he gets it for a bargain whether TransForce is a trust unit or not.”

And yet another successful operator with 30 trucks out of Guelph, Ont., agrees with what the Federal Government did to the income trust act.

Rick Way of Wayfreight says “we survived nicely before income trusts became an issue and we'll be fine after that. Generally, if a company is good value and fits somebody else's strategy, I think they'll still find a way.

— By Peter Carter and Marco Beghetto



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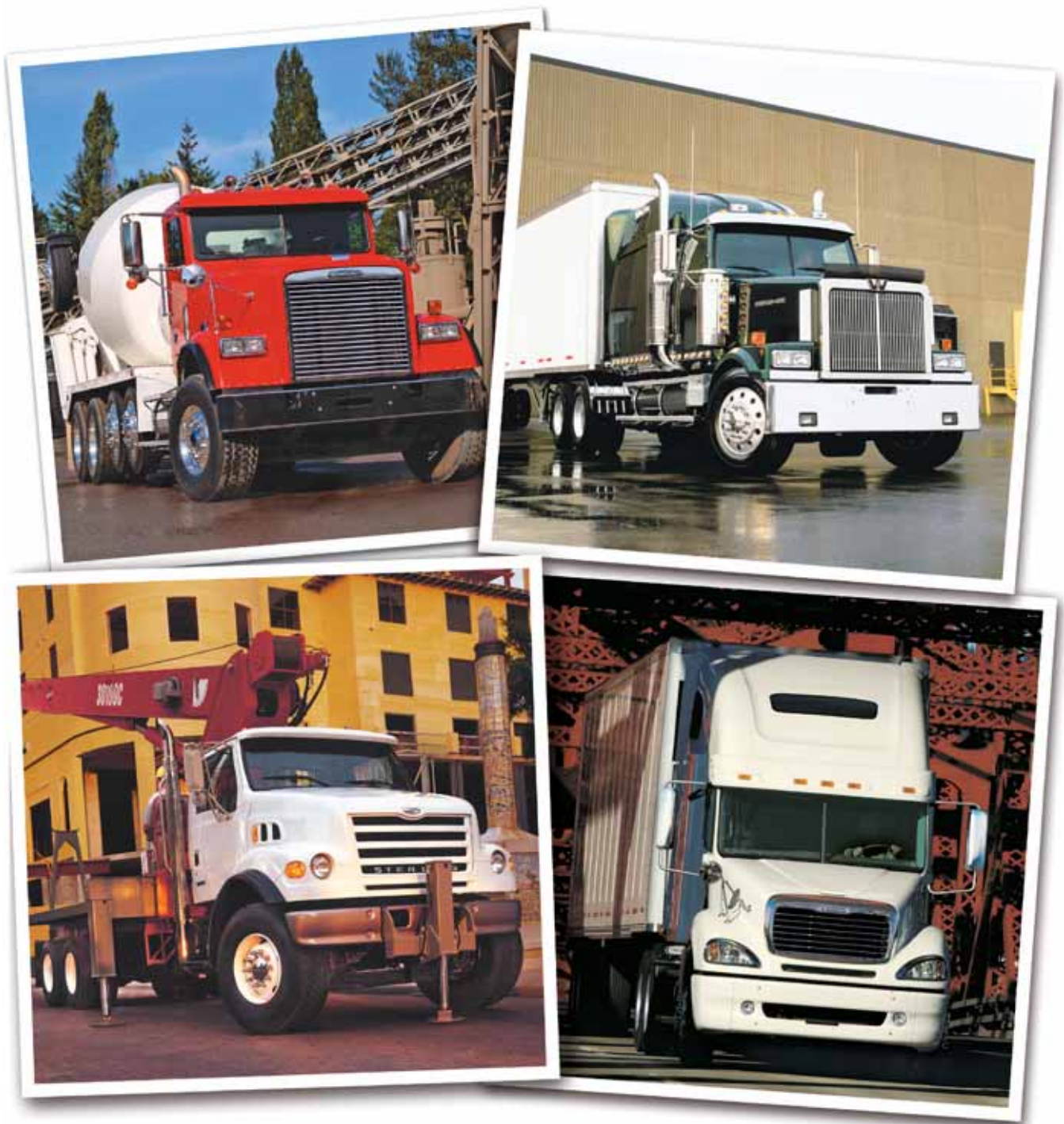
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**BY DUFF McCUTCHEON**

**A** couple of years ago, Calyx Transportation Group partners Richard Muir and Rob Donaghey found themselves at a very enviable crossroads—their group of companies had outgrown them and they were casting about for a solution to position their enterprise for the future.

Since Donaghey joined Muir at Muir's Cartage back in 1990 and the two became partners, they had grown their various businesses from \$10 million a year in sales to \$245 million in 2005—largely on the back of some shrewd acquisitions in the form of National Fast Freight, Nesel Transport, and Euroworld Transport System, as well as a lot of organic growth.

"It was really a case of two guys who had grown the company to a very serious size," says Calyx CEO Rob Donaghey. "We needed to set the company up for future growth—it had outgrown what two people wanted to do."

Muir and Donaghey started talking with the Chicago-based Wynnchurch Capital Partners, and by May 2006, they'd announced that the equity firm was buying a 55-percent stake in Calyx, with the two original partners holding the remaining shares as well as retaining a leadership role in the company.

"The rationale was we'd grown the group from \$10 million to \$245 million just the two of us, and our net worth was completely wrapped up in the companies, which any financial planner will tell you is insane. It just seemed like a good time to address our personal plans going forward to diversify our holdings a bit—and set Calyx up for the future. The private equity scenario allowed us to put Calyx on a platform that provided for stability, long term growth, and certainly there's money there if we want to do some acquisitions."

So what exactly is Calyx Transportation Group? And how did they get to be so big?

First off, about that name. A calyx is a botanical term for the part of a flower that holds the bloom before it opens—a good

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metaphor for a holding company. Plus it's something that holds the promise of growth—the bloom—and it's green, the color of money.

If you've never heard of it, that's because Muir and Donaghey haven't exactly been shouting it from the rooftops. They've purposefully been very low-key in their various acquisitions over the past 15 years. In fact, this is the first story that's been written about the company.

You'll definitely know some of its component companies: National Fast Freight, the domestic intermodal freight forwarding outfit; Nesel, the specialized electronics/furniture/white goods hauler; and, of course, Muir's Cartage, the 118-year-old trucking company that carries goods for Home Depot and Future Shop, among many others.

Perhaps lesser known, in the trucking world anyway, are the company's container freight specialists: Euroworld Transport System Canada Inc., an international freight forwarder specializing in liquor products; and Creditstone Container Services Inc., an ocean container lifting and storage company. And then there's Calyx's most recent concern: Indis, the group's supply chain management company.

The main driver of Calyx's 19 percent-a-year growth has been National Fast Freight, which grew from zero as a startup to \$110 million a year.

"It's definitely the largest subsidiary in terms of revenue," says Donaghey. "It's our domestic intermodal freight forwarder, partnering with both CN and CP." Started in 1991, it's grown to be a significant player in domestic freight forwarding and is CN's largest domestic freight forwarder out of Toronto. It's primarily an LTL cross-dock operation, serving Ontario and Quebec over the road, and the Maritimes and the West via intermodal.

Muir's Cartage and Muir's International, the company's north-south LTL hauler, is also a significant part of Calyx's revenue. It's the largest asset-based company, "and for many years it was looked upon as our main company because it was the original company," says Donaghey.

It's also the group's dedicated carrier company, handling freight for retail giants like Home Depot and Best Buy/Future Shop as part of Muir's Core Carrier Program—a

program that builds a supply chain structure around the needs of clients.

In Home Depot's case, Muir's reacted to a freight-congestion problem at retail outlets by devising racking kits for its trailers servicing Home Depot outlets. The racking allows for more freight volume per trailer per store, reducing congestion and improving efficiency.

"We've been blessed by the fact that we have Home Depot and Future Shop as customers," says Donaghey. "Home Depot is very dynamic—it now has 145 stores. That's dynamic growth for us that comes from partnering with a good client. And that comes from a situation of good service, efficiency, and trust. We like to think we played a role in assisting their growth, and clearly they've played a major role in assisting our growth."

## CHINA SYNDROME

And Nesel, one of Muir and Donaghey's first acquisitions back in 1991, has also proven to be a steady performer for the group. It specializes in hauling electronics, and furniture in Ontario, Quebec, and the Maritimes; and has recently started carrying a lot of white goods to make up for losses in furniture business thanks to Chinese imports.

Another chunk of Calyx's growth has come from ocean freight, in the form of Euroworld Transport Systems. Purchased in 2002, the international freight forwarder deals primarily in wine and spirits, servicing Canadian liquor control boards, as well as Labatt, Molson, Diageo, and Sleeman. It has evolved to become one of the world's foremost transporters of liquor in the world.

"We bought Euroworld to reach one more step out in the supply chain," says Donaghey. "At that time our portfolio provided warehousing and distribution—we were acting as service providers to other third parties. So we purchased an outside international freight forwarder to try and go that extra step and obtain the control of freight from point of origin overseas right through to our own distribution system here in Canada."

It's also proven to be an effective growth vehicle for Calyx, accounting for close to

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\$38 million of total sales—up from \$7 million when it was first acquired. “We see it as one of our main growth vehicles going forward,” he says.

To date, there hasn’t been a lot of crossover between the various companies within Calyx, which Donaghey admits is an ongoing challenge for the group.

“That’s one of the reasons we established Calyx—because we had these silos,” he says. They were all individual companies with their own management teams, mode of operations and growth plans; and Muir and Donaghey were forever struggling to get the ‘siblings’ to work together. “We have thousands of clients that only use the services of one business. We’ve made some progress in that area but not enough—we need to educate our salespeople in our companies better, and we need to perhaps come out from under the barrel.”

One company that has benefited from using Calyx’s full reach has been pet-product supplier Hagen, the first client of Indis—Calyx’s supply chain management company.

**100 YEARS AND COUNTING:**  
Muir’s is considered the “main” division because it’s the oldest.



Now servicing Hagen’s distribution needs in Canada, Indis devised a plan where Hagen freight is picked up from its suppliers in Asia using Euroworld. It hits the Vancouver port and is taken to Edmonton via National Fast Freight where it’s transloaded into National equipment for

backhaul out of Edmonton and brought to Toronto to a warehouse managed by Indis. There it’s stored, pick and packed, and eventually put on a truck and delivered by Indis.

“In that concept we’ve touched freight four times,” says Donaghey. “Our margins don’t need to be as high if we were only touching it once, the total opportunity presented by our client is greater and we can offer the client a more cost effective solution.

“Currently, this is not the case with most clients. But long term, yes, we’d like to see that happen. I think we have a service offering where we can add benefit and cost efficiencies to our clients. But we need to break those cross-company barriers down and utilize each other’s services. That’s going to be a challenge for us until we get the culture of Calyx established as opposed to the culture of individual companies.”

Creating and promoting this cross-over is what Calyx is banking on for future growth, with much of it coming from the international side, where Donaghey thinks Calyx bring the most value.

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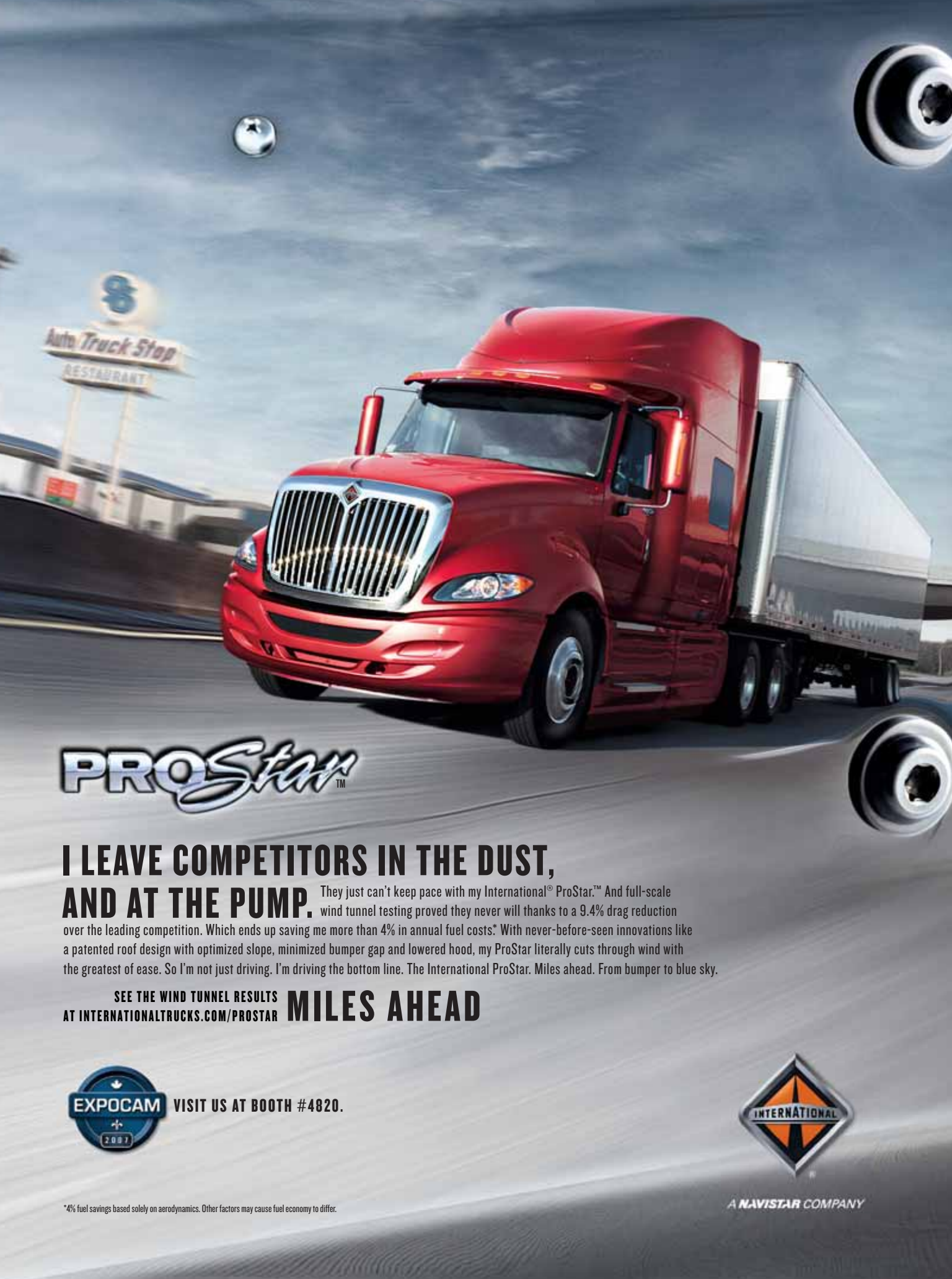
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## FLEXIBILITY RULES

"We have some very good relationships with the steamship lines but our biggest value-add is when it lands in the country. Anybody can be a freight forwarder and negotiate the price of a box from a steamship line; but when it gets into our infrastructure, we bring something nobody else has—physical assets on the ground. I think the biggest thing that's going to set us up for growth going forward in the next five years is our combination of strengths: we have a mixture of asset-based in Nesel, Muir's and Muir's International, we have asset-lite in National Fast Freight, and we have non-asset in Indis. So the combination and flexibility of those offerings allow us to look at a client and find the best solution for them. We're not going with any preconceived notions that we need to fill our equipment. I think that's going to allow us to grow the most."

Of course, Calyx is not immune to the challenges facing the transportation industry at large, namely capacity issues like the ongoing driver shortage and rail capacity constraints.

"Because we've had significant growth, I would say the primary challenges we've faced are issues related to capacity," says Donaghey. In terms of rail, this translates into things like limiting train lengths at certain times of year, and the need to expand rail siding lengths. "We are constantly bumping up against the capacity limitations of our rail operations. And the same can be said for our international freight forwarding side—it's really a commodity game and it's based on trade lanes, trade patterns, currencies, and the capacity of ports."

"We're hoping over the next five years some of these capacity issues will be resolved, though some are out of our control, like ports, steamship lines, and railways. Trade is growing, infrastructure is limited, so I think we're going to be constantly faced with that over the next five years."

Partnering with Wynnchurch should also be good for Calyx's future. Muir and Donaghey are banking on the private equity firm bringing their life's work to the next level, with financial expertise, greater access to lenders, an eye for potential

acquisitions, and most importantly, corporate discipline.

"Private companies tend take on the mode of their operators, be it my style or Richard's style or key people's style. Now we're starting to work very diligently on getting a corporate style, and that discipline is going to pay off. No matter how well you think you're running the company, when you have a personal style there's

always going to be areas that you concentrate on, and other areas get sloppy. Wynnchurch provides more of a global perspective and causing us to be a more disciplined, and well governed."

To go back to the Calyx/flower analogy, the Wynnchurch move is kind of like a shot of nitrogen to a flower—it can't help but make the Calyx bloom bigger and brighter than before. ▲

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BY MARCO BEGHETTO

# BEST IN CLASS

This indepth customer-satisfaction survey of some of **CANADA'S LTL CARRIERS** shows how the elite players get to be that way and what it takes to keep customers happy.

**T**he modus operandi for less-than-truckload (LTL) carriers is forever evolving. Arguably, the sector is the quickest of all transportation segments to react to changing market needs. As customer

demands—especially from the big box crowd—call for more complete service providers and supply chain managers, the LTL business depends on much more than just moving freight from point A to B.

The competitive landscape has also changed, as the biggest mergers and acquisitions seem to be in this sector. Consolidation has meant LTL is not as seg-

mented as it once was and carriers have either had to hunker down regionally or expand into full-service international long-haul companies such as Yellow Roadway (now known as YRC Worldwide); Con-Way, Vitran, UPS Freight, and FedEx have done after major acquisitions. (The latter company launched FedEx National LTL in the U.S. and FedEx Freight Canada last month.)

LTL companies, therefore, are under immense pressure to quickly adapt to customer's changing needs, while still successfully recouping all the added costs that come with such services and still turn a decent buck or three.

So which fleets do it best—at least according to their customers? That's what U.S.-based market research firm Mastio & Co. set out to discover. The company, which specializes in research, benchmarking, process reengineering, and market trends for specific industries, had done a couple of LTL customer-value surveys south of the border, before publishing an inaugural Canadian LTL shipper study last year—a synopsis of which has been made available to *Today's Trucking*.

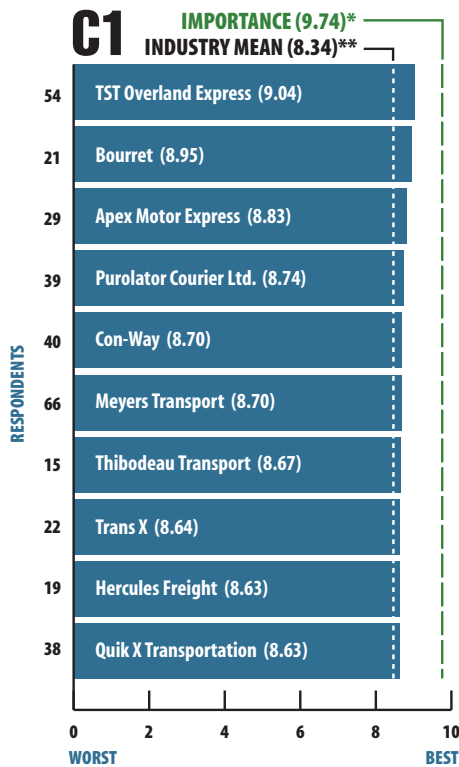
## A1: MASTI & CO. Canadian LTL Study – 2006

In Rank Order by Overall CV Index Score

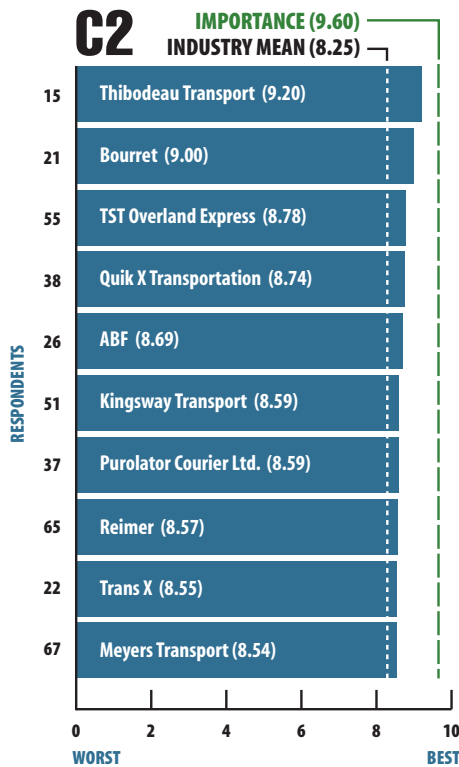
COMPANY	CRITERION 1	CRITERION 2	CRITERION 3
	Number of Respondents	CV Weighted Benefit Score	Overall CV Index Score
UPS FREIGHT	70	100.36	102.72
TST OVERLAND EXPRESS	56	105.03	102.19
PUROLATOR COURIER LTD.	39	103.47	101.84
CON-WAY	43	102.36	100.83
APEX MOTOR EXPRESS	32	100.60	100.77
YELLOW ROADWAY [CDN OPS]	54	100.41	100.69
MEYERS TRANSPORT	68	102.54	100.68
MIDLAND TRANSPORT	156	100.99	100.56
KINGSWAY TRANSPORT	51	100.62	100.27



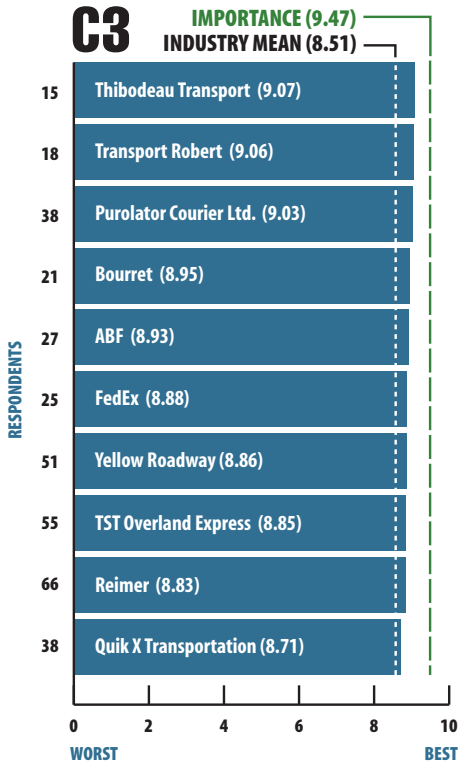
## SHIPMENTS DELIVERED WITH NO SHORTAGES OR DAMAGE



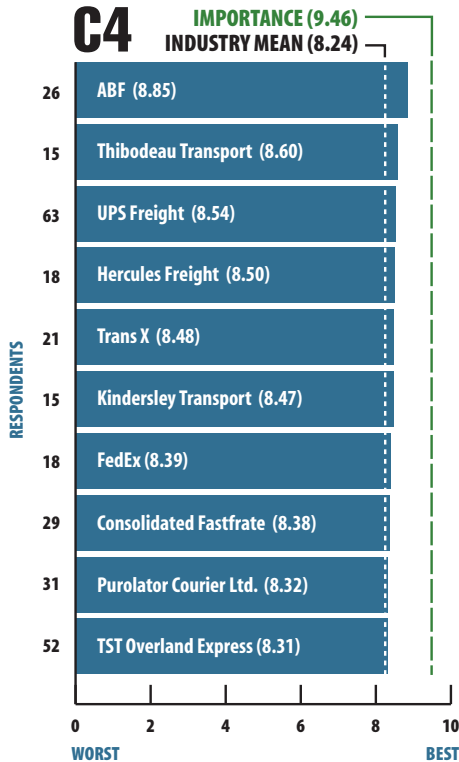
## SHIPMENTS DELIVERED WHEN PROMISED



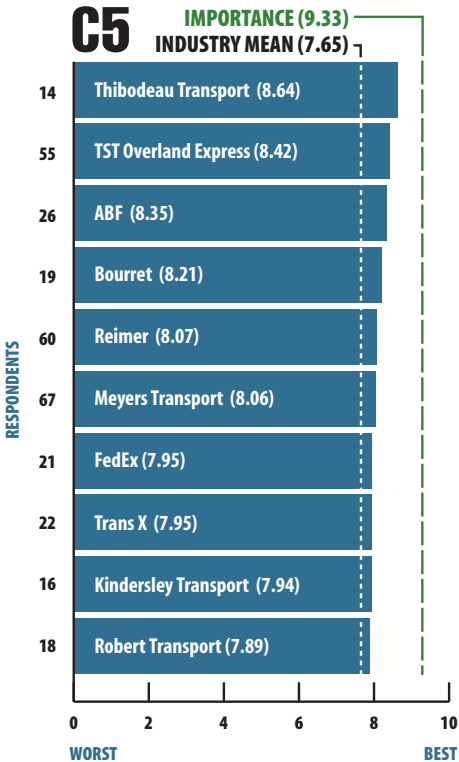
## SHIPMENTS PICKED UP WHEN PROMISED



## COMPETITIVE PRICING



## EFFECTIVE PROBLEM RESOLUTION



\* **IMPORTANCE:** The average level of importance all shippers responded for this attribute.

\*\* **INDUSTRY MEAN:** The average score for all the carriers for the particular attribute measured in the exhibit.





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This exclusive value study provides in-depth analysis concerning the major buyers of LTL services in Canada by identifying factors most important to customers' perception of value, and in effect driving carrier selection. The study also allows the benchmarking of carrier performance competition.

The data was collected in interviews with transport-related decision makers at 587 different Canadian shippers; resulting in 1,800 observations on over 200 LTL service providers the shippers had done business with in the last 12 months.

The methodology used to create the study is called Customer Loyalty & Value Analysis—based on renowned value mapping expert Dr. Bradley Gale's groundbreaking 1994 book *Managing Customer Value*. The text analyzes how companies are recommended among potential customers in their industry.

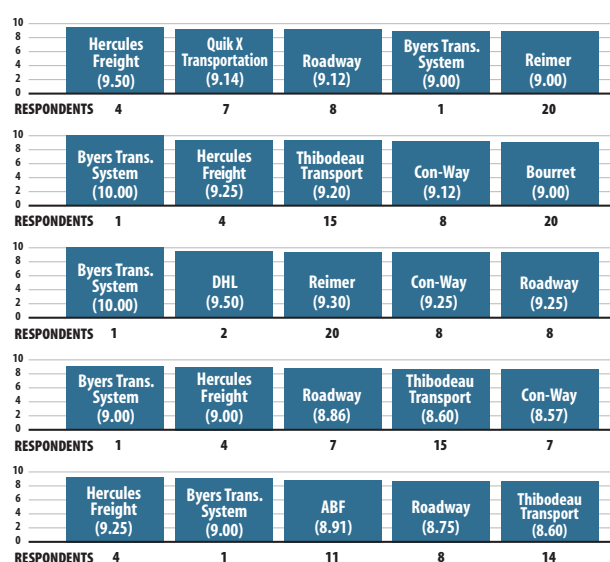
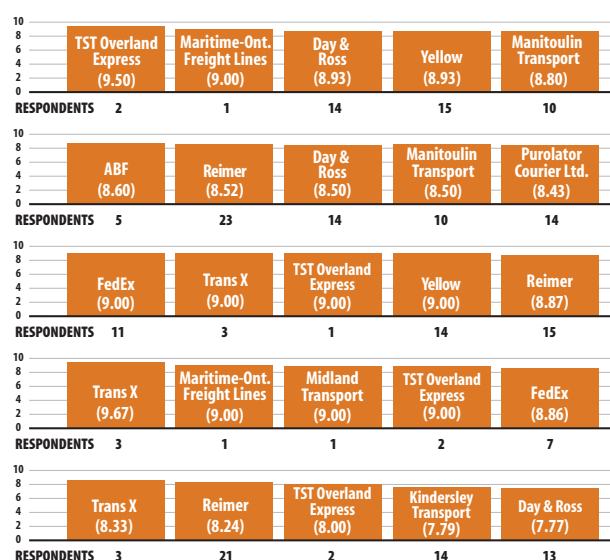
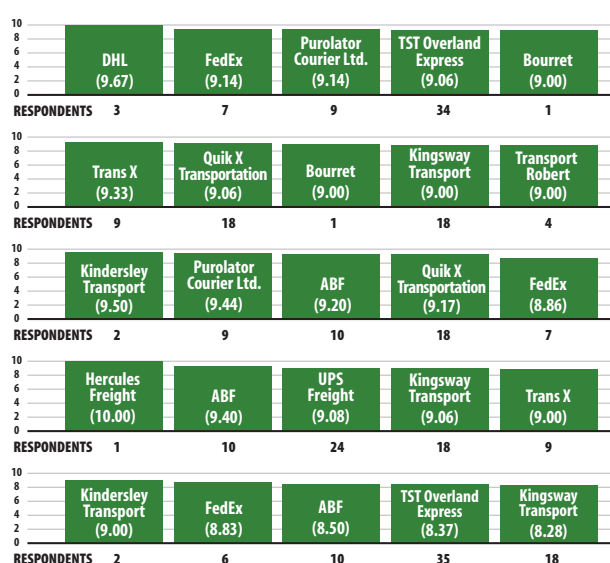
"This isn't something we invented in the backyard. There's a lot of science behind it," says Kevin Huntsman, director of sales and marketing. "Also when you look at our [shipper respondents] we're not just talking to a company rep, we're talking directly with people who have a relationship with the [carrier] and know something about them."

Out of the 205 total carriers that were cited as providers by the respondents, Mastio only ranked the top 32, which the firm described as having sufficient ratings to be included in the final report. Because of a lack of space on these pages, *Today's Trucking* highlighted either the top 10 total, or top five regional carriers for a particular attribute—meaning only the best of the best in the opinion of their common customers.

The decision makers interviewed answered a mixture of demographic questions, opened-ended questions, and then rated the carriers they use on 21 attributes.

The five most important attributes deemed by all shipper respondents are, starting with most important:

- Shipments delivered with no shortages or damages;
- Shipments delivered when promised;
- Shipments picked up when promised;
- Competitive pricing; and;
- Effective problem resolution.



D1

ONTARIO ANALYSIS

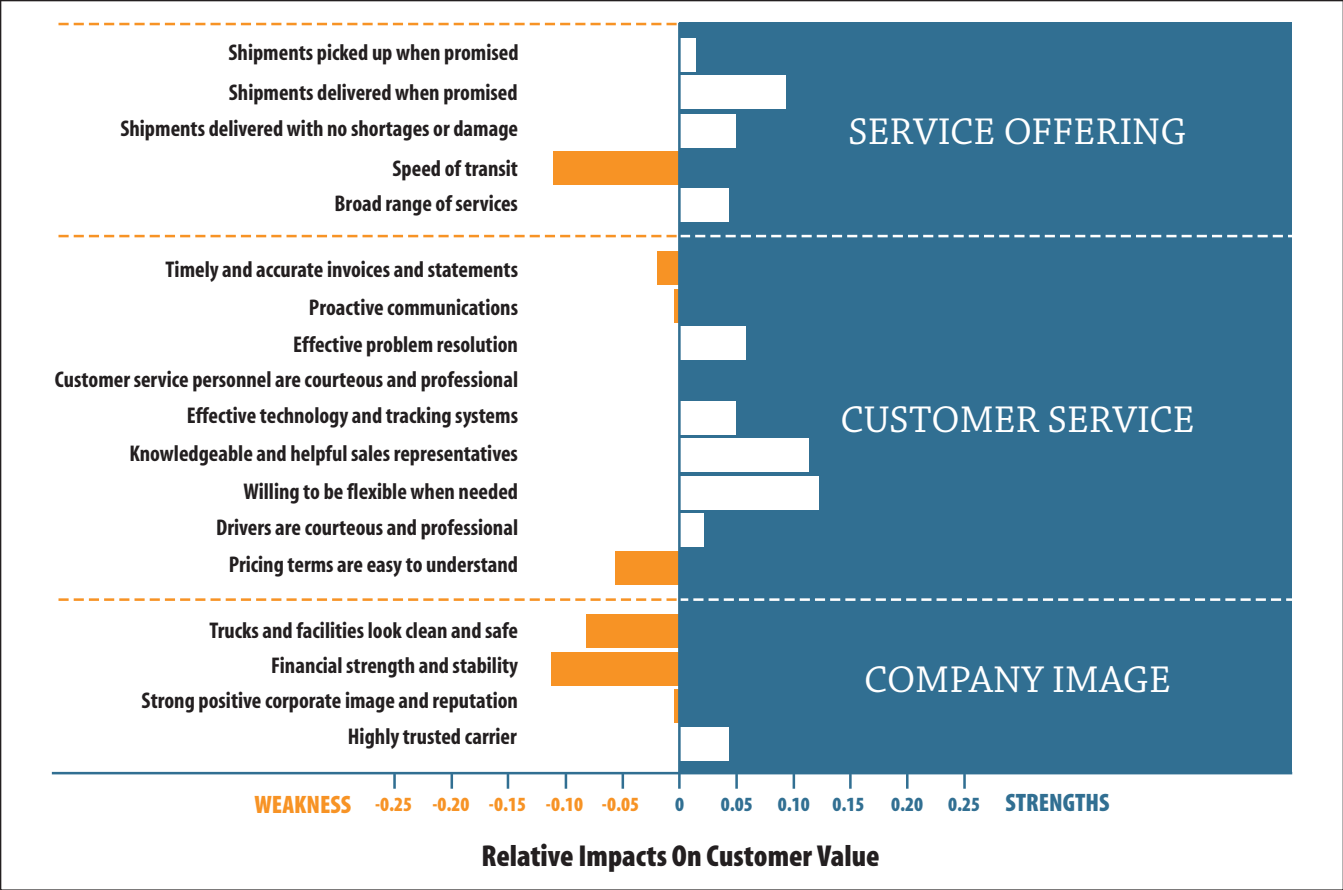
D2

WESTERN CANADA ANALYSIS

D3

QUEBEC & MARITIMES ANALYSIS

E1: HEAD TO HEAD BENEFIT ANALYSIS Company A vs. Company B



**BEST IN CLASS**

In Table A1 (pg. 54) are the top nine LTL companies with a total customer value (CV) score over 100. (Other random carriers that made the top 20 include Vitran, Reimer, Quik X, Day & Ross, Canadian Freightways, and Manitoulin Transport.)

While the carriers are ranked in this table by Overall Index Score—which includes all 21 attributes—the firm also included a Weighted Benefit Score, which is tallied with all the pricing-related attributes removed from the equation. Furthermore, to get a good overall CV score, a carrier has to achieve 100 pts or higher on all the non-cost quality factors to be considered the overall CV index winner.

“We don’t just want people ranking mainly on price since price already carries such a large weight in the overall CV index score,” says Huntsman. “We already know that [all carriers] have to be good on price. That’s a given or else most won’t even be considered by the shipper. Once we get

beyond that, then we can look at what the real drivers are.”

In tables C1 to C5 (pg. 55), the top 10 carriers [Mastio lists the top 30] are ranked for each of the top five attributes. While it looks like the same 15 or so trucking companies are spattered across all the charts, their placements vary depending on the attribute.

The same goes for tables D1 to D3, which, based on the same five attributes, pits the five top carriers in a particular Canadian geographical region.

“One attribute doesn’t necessarily constitute as being ‘better’ than another one,” says Huntsman. “It’s just what’s important to some customers. Some just prefer to play in one end of the sandbox.”

The real value of such a study, says Huntsman, is for the carriers, who, if they use the data correctly, can create a “value proposition” for their whole organization.

Upon request Mastio can formulate independent carrier value profiles and even conduct head-to-head comparisons between two or more carriers based on how

they’re viewed by common customers. An example is Table E1 (above), where carrier A is measured up against carrier B (the chart is actually a real comparison between two Canadian carriers). A trucking company can clearly see where its strengths and weaknesses are versus another service provider on a variety of factors.

“First off, it shows what you could improve upon, which is an easy thing to figure out,” says Huntsman. “But more importantly, if you truly understand what you’re good at and what other people are good at, you can be more targeted and be able to refine your script depending on the company you’re talking to.”

On the other hand, the study can also point out where truckers are wasting their time and resources.

“Some carriers,” concludes Huntsman, “might look at the analysis and say it’s not worth going after this business because they put too much value on a certain attribute, like say, price, and that’s not ‘what we as a carrier are about.’” ▲

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**S**topping a truck is no small task, and it's nearly miraculous that conventional braking systems do it as well as they do. With advances in aerodynamics and reductions in other 'natural' retardation sources like tire rolling resistance and driveline friction, we ask almost twice as much of our brakes as we did in 1980. The challenge is about to get bigger, though the new stopping-distance regulations we'll see this month are actually quite manageable. It does mean that the new truck you spec in 2009 or thereabouts will need at least bigger S-cam brakes up front, or it may well have air discs. In fact, the era of the air disc brake, already seen on nearly all new trucks in Europe, may finally be launched here in the New World. And it will come, as many such things do, by way of American regulation.

A couple of years back the U.S. National Highway Traffic Safety Administration (NHTSA) proposed a stopping-distance reduction of 20-30 percent for three-axle highway tractors. ArvinMeritor brake chief Paul Johnston is betting on 30 percent in the final rule. The likely implementation date is 2009, he adds, and probably 2011 for what are called 'specially configured' tractors—meaning anything other than the basic three-axle vehicle that makes up 80 percent of what's produced.

So what does a 30-percent reduction mean? The present NHTSA rule, mirrored here in Canada, demands that an air-braked three-axle tractor pulling an unbraked trailer (for testing purposes only, not as an attempt to mimic real life) must be able to stop in 355 ft from 60 mph. In fact, truck makers test for stops in about 280 ft. Assuming a 30-percent reduction, that same tractor will have to stop in 248 ft as of 2009, with a 10-percent compliance margin. In practice, OEMs will aim for—and reach—220 ft, which is getting very near to car territory.

## BY ROLF LOCKWOOD

How will they do it? By adding brake torque, certainly on the steer axle, and possibly even on that axle alone. That could simply mean bigger 16.5-in. cam brakes, maybe a combination of cam and disc brakes, or possibly disc brakes all round. Johnston says you can gain 20-percent brake torque with bigger cam brakes, 28-percent with discs up front and S-cams out back, or 38-percent with air discs at all tractor wheel positions.

All of those options will cost more, he admits, though the number is very unclear at this point—NHTSA guesses \$300 to \$1,000 per axle—and there may be a small weight penalty, but regardless of which combination you spec, you'll see significantly longer brake life to offset the downsides. That means 25 percent to as much as 100 percent, and it's those resulting lower life-cycle costs that have driven European truck operators to air discs. Note that a 16.5-in. steer-axle drum brake also provides a 65-percent increase in wearable lining volume, compared to the current 15-in. brake, which means longer life for that combination as well.

Incidentally, some 37 percent of trucks are already equipped with 16.5-in. brakes up front, and fully 98 percent of trailer axles. At present, air discs make up a lowly one or two percent of steer-axle brakes.

Bendix Spicer has done much testing of trucks in real-life service, of course, and has some very interesting figures to show. It

# What's Stopping You?

Air disc brakes can't quite make your trucks stop on a dime, but new stopping-distance regulations make them more attractive than ever.



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## Disc Brakes

projects that dry-freight vans in the 60-80,000-lb GVW category can get over two million miles on front disc pads and nearly 1.2 million on the drives, compared to 500,000 miles on ordinary drum-brake linings. The rotors should be equally long-lived—2.4 million miles up front and 1.5 million out back.

The company's projections for a 117,000-lb bulk hauler are significantly different, as the accompanying chart shows, but the disc advantage is still clear.

Will there be balance problems if big braking capability is sitting ahead of an ordinary cam-braked trailer? Possibly, and this is an issue being addressed, but they would only appear in panic stops. Given that the vast majority of braking applications are at 25 psi or less, most drivers will never know the difference because in those circumstances the brakes will feel and act more or less as they always have.

So does it make sense to test stopping ability from just 60 mph? Only from a regulatory standpoint, as a means to establish standards, but many experts suggest it would probably make more sense these days to test at 75 mph.

The disc advantage is even more apparent at 75 mph, and dramatically so. Using that unbraked test trailer and a GVW of 56,500 lb, ArvinMeritor tests show that a tractor with current-spec drum brakes can stop in 267 ft from 60 mph.

And from 75 mph? You don't want to know.

Actually, with those extra 15 mph the stopping distance more than doubles to a whopping 541 ft, and there are some tests that note a figure of 618 ft.

Put discs all around the tractor and the 60-mph stop is accomplished in 204 ft, or 324 from 75. Note that bigger drum brakes also record decent numbers (see the chart above).

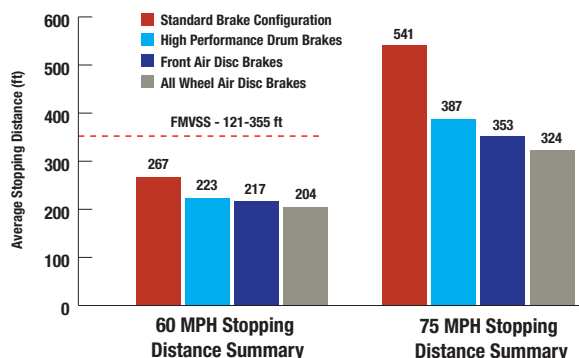
The bottom line here is that you won't necessarily need to spec air disc brakes on your 2009 and later tractors because a high-performance S-cam will quite possibly meet the standard. Every application is different, of course, but do you gain enough by spec'ing discs? The upside is pretty compelling.

There are five key advantages: shorter stopping distances, virtually no fade, truly automatic adjustment, much increased side-to-side braking balance, and very quick, very easy friction changes.

The fade issue is especially important if you drive the mountains. Rather than seeing the drum expand away from the friction lining as heat builds up on a long downgrade or in a panic stop, which you have with an S-cam brake every time, the opposite happens with an air disc—the rotor expands into the friction pad so you get constant braking torque all the way down that nasty seven-percent grade with the right turn at the bottom. If your drum brakes aren't properly adjusted, fade could leave you with no braking power at all halfway down that hill. It happens all the

### Tractor Stopping Distance Testing

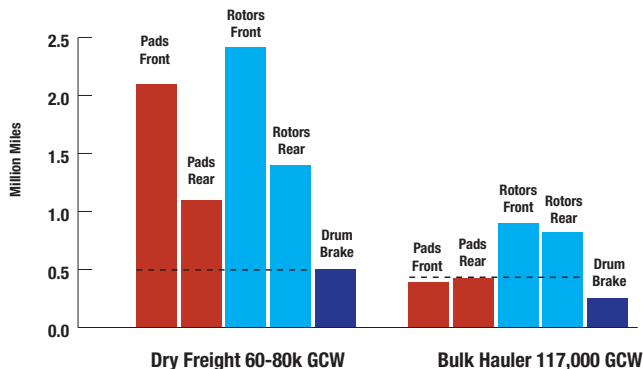
56,500 lbs. Configuration with an Un-Braked Trailer



The stopping-distance benefit afforded by air disc brakes is dramatic when road speeds rise. The problem with drums is in-stop fade. But note the commendable performance of 'high performance' drum brakes even at 75 mph.

Data courtesy Meritor WABCO Vehicle Control Systems.

### North American Life Projection – Average of 6 Vehicles



Engineers at Bendix Spicer Foundation Brake have done extensive in-service testing to chart disc-vs-drum differences, including pad/lining life. Current air-disc brakes win the battle hands down when gross weights are low. At higher weights the disc's superiority is still clear, though less startling.

time. But adjustment really isn't an issue with discs, and the more they heat up, the closer that rotor gets to the friction.

Is there a downside? Sure, starting with up-front costs as already mentioned. The only other issue of any consequence is that, with all three air discs presently on the market, changing the rotor means removing the hub, which makes that a longer job than the equivalent changing of a drum. But unlike early



### FOR MORE INFORMATION

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Meritor WABCO offers two air-disc brakes, the EX225 shown here, developed in the U.S. for severe service, and the newer, lighter NG designed and built by WABCO in Europe.



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March 2007

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SIGNATURE (MUST)

DATE

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

TRUCKS \_\_\_\_\_ TRUCK TRACTORS \_\_\_\_\_

TRAILERS \_\_\_\_\_ BUSES \_\_\_\_\_

OFF ROAD VEHICLES \_\_\_\_\_

**2 ARE ANY OF THESE VEHICLES ...**

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

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

**B. Refrigerated**

- ☐ Yes ☐ No  
☐ Yes ☐ No  
☐ Yes ☐ No  
☐ Yes ☐ No  
☐ Yes ☐ No

**3 DO YOU HAVE MAINTENANCE SHOP FACILITIES  
AT THIS LOCATION? ☐ YES ☐ NO  
How many mechanics here? \_\_\_\_\_**

**4 INDICATE YOUR PRIMARY TYPE OF BUSINESS:  
Check ONE category only.**

- (A) ☐ For-hire (Common & Contract Trucking)  
(B) ☐ Lease-Rental  
(C) ☐ Food & Beverage Production/Distribution  
(D) ☐ Farming  
(E) ☐ Government (Fed., Prov., Local)  
(F) ☐ Public Utility (electric, gas, telephone)  
(G) ☐ Construction/Mining/Sand & Gravel  
(H) ☐ Petroleum/Dry Bulk/Chemicals/Tank  
(I) ☐ Manufacturing/Processing  
(J) ☐ Retail/Wholesale/Delivery  
(K) ☐ Logging/Lumber  
(L) ☐ Bus Transportation  
(M) ☐ Moving & Storage  
(N) ☐ Waste Management  
(O) ☐ Other

**5 DO YOU SPECIFY, SELECT OR APPROVE THE PURCHASE  
FOR ANY OF THE FOLLOWING?**

Check ALL that apply.

**A. New vehicles & components**

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

**B. Replacement Components,  
Parts & Supplies**

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

**C. Fleet Products & Services**

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

D. ☐ 15 None of the above

**TO BE COMPLETED  
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What best describes your  
basic business as it relates  
to truck/bus fleets?  
(Check Only ONE)

- ☐ MANUFACTURER  
(including factory branches) of  
trucks, buses, trailers, bodies,  
components, parts, supplies or  
equipment.  
☐ NEW/USED VEHICLE DEALER/  
trucks, tractors, trailers.  
☐ HEAVY DUTY WHOLESALE/  
components, parts, supplies  
or equipment.  
☐ INDEPENDENT FLEET  
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☐ OTHER (Specify) \_\_\_\_\_



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## Old Paradigms and New Technology

**A**t the Commercial Vehicle Safety Alliance Brake Safety Symposium (CVSA), held in Indianapolis in early December, a terrific debate arose between the three manufacturers of air disc brakes and several CVSA inspectors on how to inspect these brakes at roadside.

Led by Lt. Charles Hanafin, training coordinator for commercial vehicle enforcement with the Massachusetts State Police, the inspectors wanted to know how to determine if and when an air disc brake could be declared out of service.

But they don't have external adjustment mechanisms like S-cam brakes. Given that all of the working parts on an air disc brake are inside the caliper, an external visual inspection won't reveal much.

The brake people, led by Paul Johnston of ArvinMeritor, countered that air discs really can't go out of adjustment. "They're subject to normal wear," Johnston told the crowd, "but there's really very little that could go wrong with any of these systems."

Johnston explained that on each of the three different air disc brands, there are ways to determine if the internal components are working properly, though each is slightly different. He told the inspectors that with air discs, as the brake heats up during normal use, the rotors will expand, tightening the clearance between the rotor and the pad. That means an air disc actually performs better as it heats up, while the opposite is the case with S-cam brakes.

Still, the inspectors remained skeptical.

"We need to be able to tell if the brake is in satisfactory condition to be operating on our highways," said Hanafin. "We know drivers don't do proper brake inspections, so there has to be some way of determining if these things are working properly."

Hanafin then urged the three brake manufacturers to explore ways of developing some sort of an external indicator that drivers, technicians and inspectors might rely on to prove the air disc brakes are up to snuff.

Johnston and his counterparts at Bendix Spicer and Haldex, Ron Planton and Randy Petresh respectively, agreed to look into the issue. — *Jim Park*

examples of air discs in the 1980s, today's rotors are far more robust. When you factor in the simple pad changes, life-cycle costs clearly favor discs in most cases.

So are you bound to have air discs on the trucks you run in the future? It's probably a safe bet for many of you, and there are some fleets—especially those hauling hazmat tanker loads—that have

already made the switch. More and more operations will follow that lead over the next few years. It's simply inevitable. ▲



### Online Resources: The NHTSA PROPOSAL

For the full text of the original rule-making proposal in the U.S. Federal Register — <http://a257.gakamaitech.net/7/257/2422/01jan20051800/edocket.access.gpo.gov/2005/05-24070.htm>.

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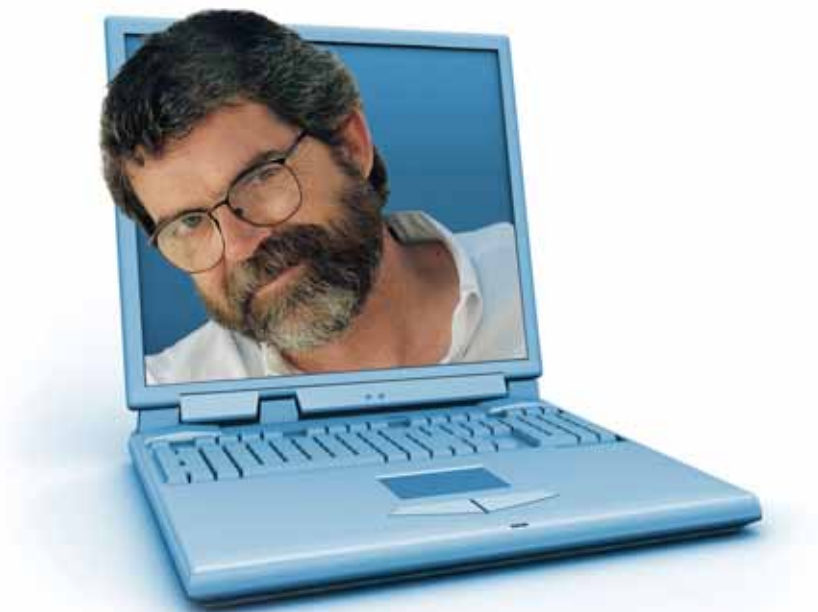
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e-learning takes the learner  
out of the classroom.

## Roads Scholar

**tech tips** *HOS, load securement, cross-border rules starting to pass truckers by? Catch up without having to come off the road.*

*By Marco Beghetto*

**H**ow many of us actually liked our teachers? Truthfully. Sure, sure, there was that grade-nine (insert subject here) hero who today we all claim changed our lives. But overall, truckers aren't generally delighted by the thought of spending consecutive hours stuck behind a desk.

Or else—like your 28-year-old son or daughter majoring in liberal arts—they'd still be there trying to figure out how Postmodern Re-constructionist Theory of Humanity 101 is going to put food on their table.

Knowing that drivers and owner-ops would much rather be on the road making miles or at home with the wife and kids than in a classroom—but also recognizing the need for fleets to have drivers evolve with the rapidly changing trucking landscape—Mark Murrell, president of Markham, Ont.-

based CarriersEdge, is shopping one of the more complete e-learning systems specifically for the trucking industry.

CarriersEdge, developed with consultation from driver training schools, trucking carriers, and insurers, is a comprehensive online training solution for Canadian carriers, covering regulatory and safety topics, as well as professional development issues such as fuel management and financial planning.

The so-called qualified driver shortage discussed at water coolers for decades in this industry isn't just a recruitment issue, but also a professional-development challenge.

"Many fleets are starting to ask themselves not just 'where do I get more professional drivers,' but also 'what do I do with the ones I have now?'" says Murrell.

While adaptable veteran drivers are the

## THE BRAKES OF ONLINE LEARNING

**E**-learning opportunities abound today, and some of the more effective bits of training revolve around technical or procedural applications, such as learning about air brakes or conducting pre-trip inspections. Given the right amount of technical detail, structured in a way that suits adult learners, the learning process can be far more effective—and cost effective—than traditional classroom instruction.

With the Commercial Vehicle Safety Alliance's online air brake course, for example, drivers are the target audience, so the format is highly visual, with instant validation of the answers, and dialog boxes. It's straight forward, and very easy to understand. At the same time, the student learns at a comfortable pace and as time allows.

The CVSA course is divided into three sections:

■ **TRAINING NEEDS ANALYSIS:** a short test measures the student's current knowledge of air brake theory and best practice;

■ **TRAINING:** individual training programs are based on the strengths and weaknesses revealed in the needs analysis. The focus of the recommended learning modules reflect the results of the needs analysis;

■ **FINAL ASSESSMENT:** feedback on questions answered right or wrong as well as best practice feedback. Students get three attempts to gain a passing score.

The course is broken down into modules for compartmentalized training. Each features a narrated video description of the system in question, as well as animations that describe the system and its function. The student can go back any time for a review, but cannot move forward until the previous section has been successfully completed.

The CVSA course is sponsored, underwritten, and co-developed by Zurich Insurance. Fees are \$55.00 per student for CVSA member organizations and Zurich insureds and their employees, or \$66.00 for non-members and non-insureds. For more info, visit [www.cvsa.org](http://www.cvsa.org), and click on Virtual Risk Manager, Air Brakes. — Jim Park

# What is The Full Story?



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



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hottest manpower commodities in trucking, there's a huge pool of journeymen who perhaps have let the industry pass them by—increasing carrier's costs in compliance and productivity.

"The issue for many employers is always about getting better drivers—which is good—but many people don't realize they already have a good quality fleet, they just need to pull it out."

The beauty of CarriersEdge, says Murrell, is that it appeals to young, more digitally educated drivers, but also to veteran employees and their managers—neither of who like sacrificing pay miles or home time for retraining.

"Unfortunately, traditional delivery methods for these programs hamper the effort by forcing unwelcome compromises," says Murrell. "With [e-learning], drivers can do it during downtime, in 15-minute sessions. Or if they have to do it at home, well, at least they're still with the family."

Furthermore, Web-based systems eliminate the loads of paper literature or CD programs a fleet manager has to maintain and keep tabs on.

So far, the courses packaged with CarriersEdge (see [carriersedge.com](http://carriersedge.com) for more info) are mainly focused on safety and compliance: defensive driving; logbooks and hours-of-service; pre-trip inspections; TDG; border crossing regs; and cargo securement.

Other "business management and finance 101 stuff" is on the radar, such as learning how to establish rate-per-mile, controlling costs, and understanding contracts.

Another bonus of an Internet-based system is that it's completely forward compatible with the ever-changing regulatory environment.

"You basically log in the next day and the new features are in there. It's updated," says Murrell.

It's also completely customizable for specific fleet preferences. "We've got a framework for adding additional training models. We can drop other people's content in there for their own custom suite."

The interface is simple so it won't overwhelm less tech-savvy drivers. The content has been vetted by industry professionals, training schools, and even carriers with "in the trenches experience" so that the programs make sense in real-world scenarios.

Commands are clear and text is in plain language. Audio voiceovers often comple-



ment the text, and visuals, diagrams, and virtual walkthroughs are used to illustrate content as much as possible.

After each component in a particular course, there's a short quiz. The final step is to summarize all the main points through-

out every part of the course in a review before taking a final exam. Throughout the whole process, a supervisor can log on and monitor the driver's progress and even offer assistance if it's needed.

The ROI on such a system is obviously a smarter, more profitable driver. But now insurers are offering direct incentives too. In January, CarriersEdge entered into a multi-year, national agreement with Marsh Canada to provide Marsh customers a customized version of the driver development system, as well as preferred pricing on all services—not to mention the improved fleet risk assessment an underwriter is likely to consider for carriers that administer the system to drivers.

In this business, that kind of grade goes a long way. ▲



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# King Of the Road?

**quick spin** Freightliner's Coronado has found a niche with the younger crowd—and those who think that way. By Jim Park



**T**he first Coronado hit the streets in 2003 and it was quickly labeled an “aspirational” model—a truck that people move up to.

Freightliner knows the Coronado doesn't appeal to everyone. Marketing research shows it's more popular among younger owner-operators and that western owner-ops tend to prefer the Classic XL.

As one of the older drivers, I confess I was a little less than enthusiastic when I first saw it, but it has grown on my tired eyes over the past few years. As a widening driver, I do appreciate the room between the seats as well as the easy access into the cab. I fit pretty comfortably into the Coronado, and that was really my first impression.

Coronado isn't exactly a new Freightliner model, but they remain fairly rare birds in Canada. Typically, they're built on a longer chassis than is allowed in Canada, that is;

something less than 244 in. With the long hood and the 70-in. sleeper, it just won't work with our archaic length rules unless the frame is trimmed just a little.

The truck I drove around Oregon late in October had a rather generous rear deck—more room than you'd really need—and Jennifer Harris, on-highway marketing manager at Freightliner, tells us that's where they make the 25-in. cut to get the trucks legal for Canada.

Canadians wishing to install an APU or a genset might have to give up a little fuel capacity or some under-cab storage space in the form of the right-hand-side toolbox.

There are several design features worth mentioning, like the two-piece windshield—it's cheaper and easier to repair than a one-piece window. And the fenders are bolted to the hood, not molded, meaning they can be replaced inexpensively

## SPEC SHEET

### FREIGHTLINER CORONADO

#### POWERTRAIN

DDC Series 60-14.0L 515 Hp @ 1,800 rpm; 1,650 lb ft @ 1,200 rpm

**Clutch:** Eaton Fuller 15.5-in. Ceramic Solo XI

**Transmission:** Eaton Fuller RTLO-20918B 18-speed

#### FRONT END

Meritor MFS-12-143A 12,000-lb axle; 12,000-lb taper leaf springs; Meritor LX500 Q+ extended-lube S-cam brakes; Meritor autoslacks; Haldex long-stroke chambers; TRW PCF-60 Power Steering; Goodyear G395 LHS tires.

#### REAR END

Meritor RT-40-145 R-SRS 40,000-lb tandem rears with 3.90 ratio; Freightliner Airliner 40,000-lb suspension; Meritor LX500 Q+ extended-lube S-cam brakes; Meritor autoslacks; Haldex long-stroke parking chambers; Goodyear G328 24.5-in. tires.

#### CAB

Opal Gray Chaparral vinyl interior; Color coordinated carpet; Premium noise abatement and insulation.

**Paint:** Citrus metallic PPG base/clear; Phantom Silver metallic PPG base/clear

**Wheelbase:** 269 in.

**Tractor weight, tanks full:** 19,760 lb





## In Gear

without major surgery to the hood. The headlights are a snap to replace, and you don't need as much as a screwdriver to do it.

In the cab, you'll find the power-distribution module located on the topside of the passenger dash, making it awfully easy to reset a breaker or change a fuse. The HVAC fan has—get this—eight speed settings. And the climate-control system in the cab is separate from the sleeper, giving occupants of both full control.

### CREATURE COMFORTS

Freightliner has always done a good job with the driver environment, I think, and Coronado is certainly no different. From the moment I put it in gear and left the Test Engineering center in Portland, I felt at home behind the wheel—especially with the pedal / shifter / steering wheel arrangement. This is where you spend the bulk of your time in a truck, so it needs to be right for you. It couldn't be much righter for me.

The shifter was right where the right hand naturally falls, and the pedals were very intuitively placed. I like to sit fairly far forward in the seat travel, and I felt like I was right on top of everything I needed to manage moment by moment. If I had any complaints about the driver's perch, it's that the dash lights are a little dim at night; and the little red night lights shouldn't be spot lights, rather, regular flood lights.



**ROOM TO SPARE:** (Above) There's lots of room between the seats here, and as you can see, headroom isn't an issue. The gear shifter has only two bends in it, keeping the shifting pattern nice and tight.

**PADDING THE DEAL:** (Left) An optional extreme thermal insulation package gets you double-lined doors to keep out noise and cold air.

The 70-in. sleeper is worth crowing about a little, too. Getting up to the upper bunk wasn't too much trouble, and the upper windows open for ventilation. Where I had trouble was getting down. There's this seatbelt-type catch right dead center on the front edge of the platform, which, when a guy attempts to slide off of, tends to grab at certain body parts... I'll

say no more, but be cautioned.

There's a nifty little pull-out desk built into the driver's side cabinet, and the cabinet top is a non-slip surface that really is non-slip. There's lots of room back there for your duds and other stuff as well, and it's pre-wired for an entertainment center, fridge, and possibly a microwave if there's an inverter installed.

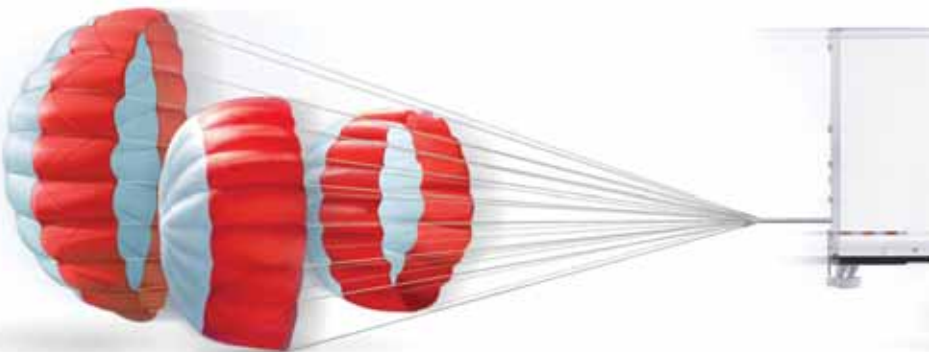
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## TWO-LANE TIME

Oregon is home to some really interesting driving environments, and what a truck to be driving them in. I ran east out of Portland along I-84, past The Dalles, to Biggs, where I cut south on U.S. Highway 97. While the scenery along I-84 is nothing to sneeze at, the road didn't offer much of a challenge to the Coronado. U.S. 97 was better in that it was two-lane, but darned good two-lane.

The front-end geometry on the truck made U.S. 97 feel as smooth and straight as an Interstate anyway. Even the twists and turns were rendered nearly routine by

the TRW PCF 60 steering gear and the Freightliner front suspension. I'd look for that setup on any truck I was buying.

The front axle is set back slightly—35.7 in.—from the bumper, which improves the smoothness of the ride without any side effects in handling.

That setup also yields a 50-degree wheel cut, which really narrows the turning radius.

The real test of the steering system's stability came later when I snuck down state highways 138, 230, and 62 around Crater Lake National Park and down to Grant's Pass. That's an awesome road for anyone

**ACCESSIBLE MECHS:** Drivers and technicians will like the room under the hood. Daily-check items are within easy reach, and the serviceable components are all easy to get at. This truck had a 2006 Series 60, but the '07 version won't crowd the engine room much more than you see here.

who really likes to drive and happens to be driving a truck that likes to be driven.

There are some pretty tight curves and steep grades down there, but all were laid flat and straight by the Coronado and its standard 1,650-lb-ft Series 60 (Cat's C15 is optional).

Heading north on I-5 toward Portland, one finds some long grades. Again, the 515-hp Series 60 took them in stride and all the while the cooling system did its thing without the aid of the big fan.

Coronado is available in a day-cab configuration, or with a choice of two sleepers: a 70-in. mid-roof or the full-height raised-roof model. When the 2008 models hit the street early this year, you won't see any changes to the outward look of the truck, despite a radiator that has grown from 1,500 to 1,900 sq in. The DPFs will be frame mounted, and the exhaust stacks will be routed much the same as they are now.

Demographics aside, any driver would find the Coronado a good compromise between aerodynamics and traditional styling. The bright trim and chrome accents on the outside might appeal to a younger buyer, but like George Bernard Shaw said, "youth is wasted on the young." ▲



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**A WELL-BRED HYBRID:** This Mack Granite dump truck was on display recently in Washington, D.C. It sports a diesel-electric hybrid powertrain that should be for sale in 2009.



# Heavy-Duty Hybrid

**powertrain** *Mack and Volvo show off a Granite hybrid dump truck. By Rolf Lockwood*

**C**ommercialization of the heavy-duty hybrid truck is closer to reality, now that Mack and Volvo executives have shown their diesel-electric technology in a Granite dump truck. They say it will be ready for sale in 2009, promising a 30-35 percent fuel-economy improvement in a stop-and-go application like garbage trucks.

The internally developed 'I-SAM' (Integrated Starter, Alternator, and Motor) hybrid system at the heart of things is indeed commercially viable, they

say, though Mack president Paul Vikner adds with some passion that government funding is needed to "jump start" the commercialization process.

The dump truck on display recently in Washington, D.C., was ordered by the U.S. Air Force. Four have been built to date for testing purposes, and more are on the way. Development of the truck was carried out in close co-operation with the USAF.

The I-SAM answer has an "electric machine" that develops 161 hp and 590 lb ft of torque at its peak (94 hp and 295 lb ft

continuous) sandwiched between a Mack 315-hp MP-7 engine and a Volvo automated mechanical 12-speed direct-drive transmission based loosely on the Volvo I-Shift gearbox. It's a two-pedal system.

There are no storage batteries, instead using ultra-capacitors to store energy extracted from the heat of braking. They don't store as much power as batteries, but in low-speed stop-and-go applications there's no need for massive storage capacity—with that much braking going on, there's more than enough energy recovery to keep things rolling.

In a demonstration ride, electric power launched the truck strongly with the diesel kicking in seamlessly at about 5 mph. The two can be combined after that point if required. Torque from the two power sources is blended very, very smoothly.





**LIGHTWEIGHT POWER:**  
The ultracapacitors—not heavier batteries—live inside this right-side box.

One of the advantages of the Volvo/Mack system, according to Guy Rini, Mack's director of advanced propulsion systems, is relatively light weight. The use of ultra-capacitors instead of batteries saves many pounds.

Unlike many other hybrid systems, the

I-SAM system doesn't automatically shut the diesel down at, say, a stoplight. The fifth truck they build will have that feature, Rini says, but it demands major modifications—specifically electrification of engine-driven auxiliaries like the power-steering pump, air compressor, AC

compressor, etc. That will further improve fuel efficiency.

Leif Johansson, Volvo Group president and CEO, said price will be entirely dependent on volume, and he expects customers to see a payback on the I-SAM system within two years when the "right" sales volume is reached.

Will we ever see a similar hybrid system in a heavy-duty over-the-road truck? Rini says it will happen, but don't expect more than single-digit fuel savings—because there's not enough braking going on, which means a smaller source of energy for those hungry batteries.

Coincidentally, ArvinMeritor has announced its agreement with Wal-Mart Transportation to develop what it calls a "dual-mode" diesel-electric drivetrain for a class 8 tractor. The truck in question, said to be the first diesel-electric tractor prototype being developed in North America, will be an International ProStar tractor powered by a Cummins engine. Wal-Mart intends to double the fuel efficiency for its fleet of heavy-duty trucks in the next 10 years. ▲

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# Montreal. April 12. Be There!

**show preview** *Huge show promises information and ideas that'll help your business thrive. By Today's Trucking Staff*

**N**obody in Canada delivers helpful trucking-industry information like Newcom Business Media, publishers of this magazine.

And now, the trade-show division of Newcom is about to put its mark on Montreal's ExpoCam. Place Bonaventure will be bursting at the seams with trucks, trucking stuff, and the people who make trucking happen on April 12, 13, and 14.

All the major North American truck and engine manufacturers will have displays at ExpoCam, along with nearly 300 more exhibitors. If it's a product or service related to Canada's trucking industry, it'll be at ExpoCam. This year's theme is "Trucking into the Future," and ExpoCam 2007 is placing a heavy emphasis on the impact of new technology.

We'll also feature a series of seminars to highlight the good things that are happening in our industry.

But it's not all serious at ExpoCam. You might want to test your virtual driving skills on SelectTruck's Remote Control Rally course. Choose your car, wait for the green flag, and go for the goal.

We'll have more than \$75,000 in prizes and giveaways for attendees at this year's show. Saturday is hat day at ExpoCam—all visitors will receive a free ball cap. (Pre-registered guests will also be able to park their cars or big rigs for free that day.)

More than 8,000 visitors are already registered and they're coming in by the busload from as far away as Val D'Or and Riviere du Loup.

Admittance to ExpoCam 2007 is open to industry members for an advance online registration fee of \$10.00 or \$20.00 at the door. Free registration forms are available from exhibitors, truck dealers, and truck stops throughout Quebec. Advance registrants will receive an extra ballot for the grand prize draw.

ExpoCam is owned and produced by Newcom Business Media Inc., Canada's leading trucking media company. Newcom produces Truck World (Toronto) and CamExpo (Quebec City) as well as two new shows in Western Canada (Manitoba and Alberta), and publishes *Transport Routier*, *Today's Trucking*, *highwaySTAR*, and *Truck & Trailer*.



## Show Hours:

**Thursday, April 12th**  
10 a.m. - 6 p.m.

**Friday, April 13th**  
10 a.m. - 6 p.m.

**Saturday, April 14th**  
9 a.m. - 5 p.m.

**Place Bonaventure,  
Montreal, Quebec**

## Sweepstakes

### GRAND PRIZE

**Dodge Ram 2500 Quad Cab with 6.7L Cummins Turbo Diesel Engine, 6 Speed Automatic, 6'3" Box**

- One Year's Supply of Castrol Oil Custom Alcoa Wheels
- Kinedyne STEADYMATE nylon straps
- Sirius Radio Hardware and Subscription Package

### DOUBLE YOUR CHANCES TO WIN!

**Register before March 23, 2007 and receive an extra entry form for the Grand Prize Draw**

For a listing of the complete rules and regulations of the Sweepstakes visit us online at [www.expocam.ca/rules/](http://www.expocam.ca/rules/)

**\$75,000 IN PRIZES!\***



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

ExpoCam is sponsored and endorsed by the Quebec Trucking Association and the Canadian Trucking Alliance.

## ExpoCam Line-Up

**THURSDAY, APRIL 12, 2007**  
**WIDE-BASE SINGLE TIRES**

Are wide-base singles the tires of the future in Canada? They do offer significant fuel and weight savings, but several Canadian jurisdictions just aren't sure yet if the cost savings to operators is a good trade-off against potential pavement damage. Join Ralph Beaveridge of Michelin Canada for a discussion of the benefits and drawbacks.

**LOCATION:**

**South Mezzanine, 1:30 p.m. to 2:30 p.m.**

**ULTRA-LOW-SULFUR AND BIODIESEL UPDATE**

Roger Mondou of Ultramar Canada brings us up to speed on the introduction of Ultra Low Sulfur Diesel fuel (ULSD), and the challenges related to the new formulation. And what about biodiesel? Is there a future for this organic alternative to hydrocarbon-based diesel fuel? Find out more at this informative session.

**LOCATION:**

**South Mezzanine, 3:30 p.m. to 4:30 p.m.**

**FRIDAY, APRIL 13****THE FUTURE OF LIFE ON EARTH**

World famous cosmologist and science communicator, Hubert Reeves, B.Sc., shares his insights about the future of life on earth.

**LOCATION:**

**\* South Mezzanine, 10:00 a.m. to 12:00 p.m.**

**THE RIGHT WHEEL FOR THE RIGHT JOB**

There's more to spec'ing the right wheels than price and looks. Join Alcoa's François Vaillancourt and find out how to get the best value from your wheel spec'ing dollar.

**LOCATION:**

**South Mezzanine, 11:00 a.m. to 12:00 p.m.**

**GREEN TECHNOLOGIES: NEW STRATEGIES FOR PROTECTING THE ENVIRONMENT**

Trucking is vital to the forestry sector, and thanks to emerging technologies, we're leaving a smaller footprint than ever. Join Yves Provencher, business development manager of the Forest Engineering Research Institute

of Canada (FERIC) for a visual presentation of the technologies that are reducing the environmental impact of trucking.

**LOCATION:**

**\* South Mezzanine, 1:00 p.m. to 2:15 p.m.**

**LAW 130: LEGISLATION MODIFYING MEDICAL INSURANCE**

Hear a panel discussion on this vital issue, presented by Michel Paquet from Quebec's Health Ministry and Monique L. Gauthier, manager of group insurance at Burrowes insurance brokers.

**LOCATION:**

**\* South Mezzanine, 3:00 p.m. to 4:00 p.m.**

**SATURDAY, APRIL 14, 2007**  
**OWNER-OPERATOR COST PER MILE**

How can you calculate how much you'll make on a load if you don't know how much it costs to run the trip? Transport Routier (*Today's Trucking's* Quebec-based sister publication) contributor Michel Patry will help you identify and tally operating costs so you'll know your bottom line.

**LOCATION:**

**South Mezzanine 11:00 a.m. to 11:45 a.m.**

**COMPARING CARRIER PAY PACKAGES**

What's a better deal: \$1.25 a mile for all miles, or \$1.10 a mile plus drops, layovers, and a fuel surcharge? Transport Routier's Michel Patry helps drivers and owner-operators clarify the claims in the recruiting ads and to sort the drops from the surcharges for a more profitable business relationship.

**LOCATION:**

**South Mezzanine, 12:30 p.m. to 1:15 p.m.**

**EPA 2007 AND YOUR NEXT TRUCK ENGINE: HOW WILL YOUR BUSINESS CHANGE?**

The EPA 2007-compliant engines are now hitting the street. Michel Bergeron of Cummins Canada East explains what is different about these engines and how this technology will affect your operation—and your bottom line. This program was developed in cooperation with all North American truck engine manufacturers.

**LOCATION:**

**South Mezzanine, 2:00 p.m. to 2:45 p.m., and 3:30 p.m. to 4:15 p.m.**

**EXPOCAM SEMINAR SCHEDULE**

(n.b.. Seminars will be in French, of course.)

**EXPOCAM VIP BREAKFAST**

**MARC GARNEAU, THE FIRST CANADIAN IN SPACE**

**M**et astronaut and distinguished naval officer, Marc Garneau at ExpoCam's feature VIP breakfast. He became the first Canadian to fly on a NASA space shuttle mission in 1984, and went on to log nearly 700 hours in space on three shuttle missions. Since then, Mr. Garneau has served as the president of the Canadian Space Agency and is an honorary fellow with the Canadian Aeronautics and Space Institute.

Join us for this thought-provoking session and share Mr. Garneau's reflections of his time in orbit high above the Earth, and thoughts regarding the environment—inspired in no small way by his very unique perspective of our planet.

**Hilton Bonaventure Hotel, Ballroom**

**Thursday, April 12, 7:30 a.m. to 9:30 a.m.**

**Admission: \$60 per person. Visit [expocam.ca](http://expocam.ca) to order tickets.**

**SPONSORED BY SHELL AND SASKTEL**



# Commercial Vehicle Safety Alliance

Promoting Commercial Motor Vehicle Safety and Security



## Introducing The 2007 edition of the North American Standard Out-of-Service Criteria Handbook and Pictorial

The *North American Standard Out-of-Service Criteria* is an important tool for every commercial motor carrier and driver. Not only does it identify critical vehicle inspection items following a roadside inspection but it also details criteria that can prohibit a motor carrier or operator from driving or operating a commercial motor vehicle for a specified period of time or until the condition is corrected.

Knowing the criteria in advance will save you time and money.

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Associate Member	\$25
Enforcement Member	\$20
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# 7



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# PRODUCT WATCH

WHAT'S NEW AND NEWS FROM SUPPLIERS



## Online Resources:

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

The VS-400 is smaller, lighter, easier to buy and use



## EATON'S VORAD SYSTEM

### LEAPS TO THE NEXT LEVEL



**EATON CORPORATION** has introduced its next generation Vorad safety system, the VS-400, available on a limited quantity basis next month with full production in June. It's a modular design, and very different from previous versions—incompatible—with them, in fact. It's been effectively integrated into the company's Fleet Resource Manager safety package, giving managers the ability to monitor, benchmark and proactively improve driver and fleet safety. With RF, cell, and GPS wireless capability built in, users will be able to access safety information wirelessly and in real-time.

Fleet Resource Manager is powered by @Road, a web-based mobile resource management tool aimed specifically at the trucking industry.

Among the system's capabilities are fuel-tax recording, trip recording, ECM fault-code reading, and vehicle position

tracking. The launch also includes the introduction of a new 77-GHz radar, which makes it capable worldwide, and a new LCD driver interface unit.

Customers will have the option to buy any one or all VORAD offerings. A standard collision-warning system with forward-looking radar can be expanded with Blindspotter side sensor and SmartCruise adaptive cruise control. They can be purchased separately or together as one package, and don't require a subscription to Fleet Resource Manager.

The new 77-GHz radar unit is 70 percent lighter and 60 percent smaller than the existing EVT-300 radar. It also replaces both the EVT-300 radar and CPU and reduces the amount of wires from 18 to four resulting in easier and faster installation. All wiring can be done in the engine compartment. Significantly, it allows the use of standard bumpers, not Vorad-specific ones as in the past.

The new driver interface unit is said to be intuitive and user-friendly. It features visual and audio alerts and is user-programmable with the capability to accept driver identification and up to four personal identification numbers. It will also support current lane departure warning systems and other technologies that follow defined protocol structure.

The new Vorad in-vehicle device is fully compatible with all major cell and satellite network providers, Eaton says. The device captures vehicle and safety information and uses the Fleet Resource Manager system to produce reports that fleets can use to make real-time improvements to their operations.

The basic Vorad package (without the Fleet Resource Manager data capture capability) is available through all North American OEMs as a factory-installed option, and through the aftermarket as a retrofit system. Pre-wiring systems, bumper designs, and installation procedures may vary from one OEM to another, Eaton says.

See [www.roadranger.com](http://www.roadranger.com) or call 1-800-826-4357.

## MACK'S TERRAPRO CABOVER

AIMED AT REFUSE, CONCRETE JOBS

The new **Mack** TerraPro cabover model is an evolution of the company's MR. Aimed at refuse and construction applications, including concrete pumping, it features a new driver environment.

Driver comfort is enhanced by: a steering column positioned for ample belly room; ergonomic seats; integrated armrest; easy-to-read gauges and easy-to-reach switches; accelerator and brake pedals suspended above the cab floor and mounted in-line to reduce driver effort; efficient HVAC system; easy-to-reach parking brake; cab lighting controls reachable from the ground; and

## In Gear

plenty of storage. Not to mention, of course, a cup holder.

The vehicle's low-profile electronic dash enhances outward vision and offers comprehensive driver information with all-electronic gauges. The instrument cluster features 25 indicator lights and an automatic transmission temperature gauge. An engine-hour meter features a wake-up display when the ignition is off.

A battery backup protects vital information stored in the engine control system—which is the next generation of Mack's Vehicle Management and Control System—V-MAC IV. New programmable features include road-speed tamper detection and integrated starter protection.

Customers and bodybuilders will appreciate the in-cab Control Link and back-of-cab Body Link II interface

systems. They provide quick connections to the bodybuilder's control unit, as well as pass-through harnesses and connectors from the controller to the body.

Offered with the proven Mack camel-back suspension, the TerraPro can also be spec'd with the Mack M-Ride six-rod



suspension, allowing up to 17-in. articulation for maneuverability. Standard engine is the EPA '07-certified 11-liter Mack MP7, with ratings from 325 to 405 hp and torque from 1,200 to 1,560 lb ft. Also available is the 13-liter MP8 (415 to 485 hp).

See your dealer or visit [www.macktrucks.com](http://www.macktrucks.com).

## SET-FORWARD STERLING

WITH BODYBUILDER-FRIENDLY FEATURES

**Sterling's** latest heavy-duty vocational truck is the Set-Forward model with an updated look, improved functionality, and better outward vision, plus it's said to be easier to maintain. The truck is available in 101- and 111-in. BBCs.



The truck's practical benefits start with the hood, the company says, which has a claimed 12-percent better sight range than comparable products. Constructed from new polymer substrate, the hood is also said to be more durable than fiberglass and boasts

## Faster PMs = 300% ROI (maybe more)



Now there's evidence that adding a Rotary lift means more operating profit. A lot more. Documented case in point:

A Pennsylvania fleet service location performed six PMIs per night. Each took 3.5 hours to perform and, at a \$58 labor rate, cost the fleet \$203 per vehicle.

By adding a Rotary lift, PMIs were completed in 2.5 hours. Eight could be completed each night instead of just six, reducing the PMI cost by 28% to \$145. Nightly labor savings on six PMIs was \$348, or \$104,000 annually based on 300 working days per year.

**Bottom line:** a \$30,000 Rotary lift generated savings of over 300% ROI. That's over \$100,000.

More maintenance. Done faster. That's what a lift can mean to your fleet's bottom line. For more details on this and other documented case studies, go to [www.rotarylif.com/roi](http://www.rotarylif.com/roi).

**ROTARY LIFT**  
The World's Most Trusted Lift™





20- and 25-lb weight reductions on the 101- and 111-in. models respectively. Getting to the engine is easier with advanced hood access door openings of more than one foot. Quick-change headlamps are easily serviceable from the front of the truck without bezel removal.

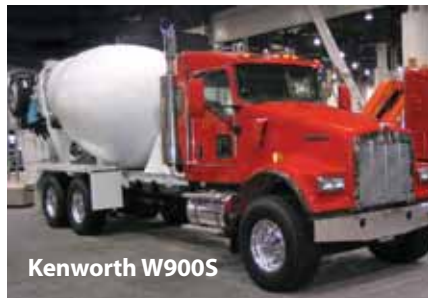
The Set-Forward Sterling was developed with body builders in mind. An updated quarter fender allows a 111-in. BBC model with a vertical frame-mounted exhaust to hold up to 120 gal of fuel with a clean CA. The 101-in. BBC model can hold up to 70 gal with a clean CA.

See your dealer or visit [www.sterlingtrucks.com](http://www.sterlingtrucks.com).

## W900S DAY CAB

KENWORTH OPTION FOR W900S VOCATIONAL MODEL

**Kenworth** now offers its popular extended day-cab option for the W900S model, used in mixer applications. The big day cab provides an additional six inches of length and five inches of cab height compared to Kenworth's traditional day



Kenworth W900S

cab. The extended model also offers two more inches behind the wheel, additional leg room, up to 21 degrees of recline in the driver's seat, and two extra cubic feet of storage behind the driver's seat.

Kenworth says the extended day cab option is a great incentive for mixer fleets to use for driver recruitment and retention, while helping to enhance driver performance and productivity. It's also available on T660, T800, and W900 models.

Kenworth has also enhanced the W900S model's maneuverability. The steering gear was moved forward ahead of the axle and longer front springs were added as part of a front end redesign that increases wheel cut by four degrees and reduces the overall turning radius.

Other W900S features include an

engine that sits high in the frame and ahead of the cab for easy maintenance access; straight sections of reinforced rubber hose that are more easily available and much less expensive to replace than preformed hoses; and an electrical system designed for durability and streamlined troubleshooting.

See your dealer or visit [www.kenworth.com](http://www.kenworth.com).

## KNOW YOUR GREASES

CHEVRON'S LUBRICANTS UNIVERSITY

**Chevron's Lubricants University**, an educational website, has introduced two new courses, Automotive Grease and Industrial Grease, as part of its course catalog. The two modules are self-study, web-based programs designed for maintenance professionals interested in expanding their knowledge of proper grease use and formulations.

The Automotive Grease course provides information on how grease products differ in terms of performance, base oil, additives, and thickener types. In addition, the module offers an overview of automotive grease, examines lubrication performance specifications, and looks at automotive grease products currently in use. The course increases awareness of the specialized automotive greases designed to meet the requirements of highway automobiles and trucks, as well as off-road wheel and track vehicles.

The Industrial Grease course covers the appropriate quantity, re-greasing intervals, and product selection for proper lubrication in industrial applications such as electric motors, pumps and conveyors, and pins and bushings.

Other courses available include: Fundamentals of Lubrication (free), Heavy Duty Engine Lubrication, Base Oils, Fundamentals of Lubricant Additives, Hydraulic System Lubrication, Industrial Gear Lubrication, Automotive Gear Lubrication, and Heavy Duty Coolants.

Courses are available to the general public and cost US\$59.95 each. All Lubricants University courses offer a certificate of completion once a student has successfully completed the training.

To purchase a course call Chevron at 1-866-758-2378. See [www.chevron.com](http://www.chevron.com) and [www.lubricantsuniversity.com](http://www.lubricantsuniversity.com).

## Retail Diesel Price Watch

Find out how Espar Heaters can SAVE YOU MONEY.



Espar Heater Systems  
a member of the Espar group of companies



### WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of February 13, 2007 • Updated prices at [www.mjervin.com](http://www.mjervin.com)

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	106.6		89.3
VANCOUVER *	101.0	1.2	70.3
VICTORIA	98.7	1.3	71.6
PRINCE GEORGE	92.1	-1.3	67.9
KAMLOOPS	100.2	-0.5	75.5
KELOWNA	100.4	-1.2	75.7
FORT ST. JOHN	103.2	-2.7	78.4
YELLOWKNIFE	107.9		88.7
CALGARY *	90.8		72.7
RED DEER	94.2	-0.1	75.9
EDMONTON	91.0	-0.4	72.9
LETHBRIDGE	95.6		77.2
LLOYDMINSTER	94.9		76.5
REGINA *	92.1		67.9
SASKATOON	94.2		69.9
PRINCE ALBERT	97.4	0.2	72.9
WINNIPEG *	92.4	0.5	71.7
BRANDON	90.9		70.3
TORONTO *	87.5	0.4	64.2
OTTAWA	89.2	-0.2	65.8
KINGSTON	89.8	1.0	66.4
PETERBOROUGH	94.4	5.8	70.8
WINDSOR	86.5	1.9	63.3
LONDON	88.8		65.5
SUDBURY	91.9	3.0	68.4
SAULT STE MARIE	90.9	-0.1	67.5
THUNDER BAY	96.9	0.8	73.1
NORTH BAY	91.1	2.1	67.6
TIMMINS	97.1	-0.1	73.3
HAMILTON	88.7	0.5	65.4
ST. CATHARINES	84.9	0.8	61.8
MONTRÉAL *	99.9	1.4	67.5
QUÉBEC	100.1	3.3	67.6
SHERBROOKE	98.9	2.0	66.6
GASPE	99.4	3.0	67.0
CHICOUTIMI	97.2	0.8	65.1
RIMOUSKI	98.9		65.1
TROIS RIVIÈRES	100.4	1.5	65.1
DRUMMONDVILLE	96.9	2.0	65.1
VAL D'OR	99.4		65.1
SAINT JOHN *	95.9	3.2	63.2
FREDERICTON	97.0	3.9	64.1
MONCTON	95.6	2.7	63.0
BATHURST	96.1	2.0	63.4
EDMUNDSTON	97.8	3.1	64.9
MIRAMICHI	97.0	4.0	64.2
CAMPBELLTON	97.2	3.7	64.4
SUSSEX	95.6	4.3	63.0
WOODSTOCK	99.4		66.3
HALIFAX *	95.3	5.0	64.2
SYDNEY	100.0	6.4	68.3
YARMOUTH	98.7	5.7	67.2
TRURO	96.7	5.7	65.4
KENTVILLE	96.7	5.7	65.4
NEW GLASGOW	98.4	5.7	66.9
CHARLOTTETOWN *	93.9		65.1
ST. JOHN'S *	104.7	4.8	71.3
GANDER	102.3	2.8	69.2
LABRADOR CITY	110.8	4.8	76.7
CORNER BROOK	103.4	4.8	70.2
CANADA AVERAGE (V)	93.5	0.9	68.1

V-Volume Weighted

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

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

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

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



### ROOF SNOW REMOVER

AUTOMATIC, MADE IN QUEBEC

The **Yeti** snow remover, developed in Quebec by Michel Couture, president of Mire Equipment and former president of Couture Transport, is fully automatic



and cleans roofs of any vehicle or trailer. Its integrated snow blower projects ice or

snow 20 ft from the run-up lane into one pile, or into a dump truck or snow-melter. Pay-back is rapid, the company claims, adding that roof damage and accidents are history. It's distributed by SecuriTrim in Ville de Saint-Georges, Que.

Named after the legendary Himalayan abominable snowman, the Yeti deals with the very serious implications—fines, demerit points, and possible liability claims—that can easily result from accidents caused by windborne pieces of ice and snow from trailer roofs.

New models have all electrical cables mounted either within the frame or protected under metal sheaths, to eliminate vandalism. Upright supports are bolted instead of welded to the angled legs, making both shipping and installation less awkward, and parts are easily replaceable should an accident occur. An integrated washing system is being designed that would allow a Yeti to be used for cleaning.

The snow remover was designed and built to clean snow and ice off nearly every type of heavy vehicle. Each one is individually crafted by experienced machinists and technicians.

Call 888-666-4961 or visit [www.securitrim.ca](http://www.securitrim.ca).

### BATTERY CABLES

PHILLIPS CABLES CUT CORROSION COSTS

**Phillips Industries** has introduced Clear-VU battery jumpers, which allow early detection of costly corrosion build-up. Maintaining electrical capacity is critical to maximizing the reliability of a vehicle, but Phillips says that with

standard black and red battery cables corrosion is hidden, silently robbing power from a truck's electrical system.

Replacing OEM battery cables with Clear-VU cables lets you see any corrosion developing from the inside, which could ultimately save you from replacing your alternator, starter, and battery, the company says. The heavy wall shrink tubing gives additional corrosion protection by stopping water and contaminants from entering the charging system. The cables are available in smoke and translucent red in both two- and three-lug configurations.

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



### DISC-BRAKE PAD

MARATHON PAD FOR HEAVY TRUCKS

Major performance advantages are claimed for a new ceramic-formula disc brake pad for heavy-duty truck and bus air-brake systems, according to

## Carry more, earn more.

**Ancra's Lift-A-Deck II system was designed to make you money.**

By maximizing the available cube, you can increase your pay load. Lift-A-Deck II gives you two cargo decks and handles pallets or mixed loads.

When not needed, beams slide to the ceiling, out of the way and can't get lost.

Beams easily moved by one operator

Beveled, low-profile track helps prevent forklift damage.

Track can be surface-mounted or made as integral part of sidewall.

Adjusts in one-inch increments to accommodate any cargo.

Available for 96 or 102-inch trailer widths.

Double-engagement lock has simple trigger release.

**ANCRA INTERNATIONAL LLC**  
Cargo Systems Division

Ancra Cincinnati • 2685 Circleport Drive  
Erlanger, KY 41018 • Phone Toll Free: 1-800-233-5138  
Fax: 1-800-347-2627 • [www.ancra-llc.com](http://www.ancra-llc.com)



**Marathon Brake Systems.** Based on a combination of ceramics and brass chips, the new formula—not seen before—has shown wear and braking efficiency improvements in bus and transit coach applications, and helps control problems of brake noise and dusting, the company says.



In benchmark testing against conventional semi-metallic pads, the new ceramic pads are said to show significantly less wear, along with

less brake rotor wear. The pads also feature a 'secure-lock' backing plate designed to ensure lining-to-plate attachment. They're also said to put noise issues to rest.

Another advantage is what Marathon calls 'elimination of morning sickness,' an ailment described as common to semi-metallic brake pads that results in poor stopping power when they're cold. The ceramic formulation is said to overcome the problem.

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

## AIR-DRYER CARTRIDGE

**HALDEX** CARTRIDGE TO BE STANDARD  
**Haldex** recently announced that the new Multi-Treatment Cartridge Plus (MTC+) will soon be offered as standard on all Haldex DRYest and PURest air dryers. The coalescent filter on the outlet passage of the patented MTC+ removes 40-percent more of the fine oil and hydrocarbon particles from the air system than competitive air drying cartridges,

Haldex claims. Once the air has passed through the desiccant bed of the cartridge, the coalescent filter removes the oil particles remaining in the air stream.

At the same time, the MTC+ is said to remove more than 99 percent of contaminants from the system, effectively eliminating oil while still maintaining its high adsorption capability. Using a five-stage process to deliver dry, clean air, the

new cartridge is claimed to give three times the drying capacity of competitive air dryers but does not impede air flow, says Haldex.

The cartridge is also said to last longer, and instead of a spin-on mount, a four-bolt slide-in and -out design allows for quick replacement while the air dryer is still on the vehicle.

See [www.hbsna.com](http://www.hbsna.com). ▲

# Heavy-Duty Truck Diagnostics!

**NEW!**  
**Genisys™ Heavy-Duty Standard software covers Class 4 to Class 8 Trucks**

**Diagnostic Features:**

- HD J1587, J1708 and J1939 standards
- CAN, Engine, Transmission/ABS
- Live Vehicle Data
- View & Clear Diagnostic Codes

**Vehicle Coverage:**

- Ford
- Freightliner
- GM
- International
- Paccar
- Volvo/Mack

**Transmission & ABS Systems:**

- Allison
- Bendix
- Caterpillar
- Cummins
- Detroit Diesel
- Eaton
- Meritor WABCO

The diagnostic power of Genisys is now available for all compliant Heavy-Duty Standard Class 4 to Class 8 trucks. Heavy-duty Standard software makes Genisys the ideal scan tool for all kinds of mixed fleet service applications—medium/heavy work trucks, municipal vehicles, buses, vans, fire trucks, truck tractors, refrigerated trucks, garbage trucks—you name it! Genisys with Heavy-Duty Standard software can handle it. The new HD software is available as a Genisys upgrade kit\* (#3421-79) or comes with the new Genisys Heavy-Duty Master Kit (#3653HD).

**For more information on Genisys with Heavy-Duty Standard software, call 1-800-533-6127 today.**

**Or please visit us online at [www.genisysotc.com](http://www.genisysotc.com).**

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\*Requires Genisys System 2.0



## Online Resources: TODAYSTRUCKING.COM

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

*If you have a comment, or maybe a product I should know about, please contact Rolf Lockwood at [rolflockwood@newcom.ca](mailto:rolflockwood@newcom.ca).*



# MARKETPLACE

C L A S S I F I E D   A D V E R T I S I N G   S E C T I O N



**ON-BOARD WEIGHING SYSTEMS  
FOR ALL TYPES OF TRUCKS AND  
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By Peter Carter

# Nurse, Meet Driver

Amazing things happen when people are given the right chance.

**T**hree of my four sisters are RNs. More importantly, if a certain RN (my mom) didn't make nice with a certain commercial driver (my Dad) about 50 years ago, I wouldn't even be here.

So you might say I have it bad for nurses.

And with all those nurses running around my life, you'd think I'd be a health nut. But you'd be wrong.

The only health-and-fitness book I've ever read was called "Stay Fit and Healthy Until You're Dead," by Dave Barry. He offered advice such as "the best time to start exercising is right after Easter, but not the one coming up."

I used to think that the best sport to play is darts because you could play it in a bar.

I'm more health conscious than I used to be, but that's not the point. The point is, I'm a pushover for nurses. Especially when they meet drivers.

So when a woman named Diane Betts told me a few months back about a bunch of Humber College-University of New Brunswick Nursing Students getting involved with a crew of drivers from Thomson Terminals in Toronto, I thought "tell me more!"

Nurse Betts along with seven of her third-year students offered Thomson drivers a chance to do a health checkup, get lectured a bit if it meant feeling better, and the drivers loved it. Go figure.

After the nursing students studied the truck-driver lifestyle and their health habits for three months, they took their findings, their stethoscopes and those things they use to check blood pressure over to Thomson HQ, and put on a special one-day driver-health program. At the workshop, the students talked about driver health and why it's important to be active and eat well. They took blood-pressure measurements and then offered health counseling to the truckers.

The drivers, Thomson's safety guy Tom Mead said, ate it up. He was amazed at the turnout.

So was I.

You'd have to be a recent immigrant from another galaxy not to know that the long-distance lifestyle has been linked to things like obesity, high blood pressure, fatigue, and ailments resulting from living with constantly high levels of stress.

My colleague Duff McCutcheon, who frequently writes about trucker health for our sister magazine *highwaySTAR* puts it this way: "Pick any ailment going that can be linked to sedentary lifestyle, bad food and age, and you can apply it to truckers."

So the health problems don't come as a surprise. What surprises me is when I find out guys and women who you might not



**BUILD IT AND THEY WILL COME:** The APPS gym is proving more popular than predicted.

think care about stuff like this, care about stuff like this.

My pal Duff and I got even more proof last month when we visited the APPS Transport Group's splashy 160,000-sq-ft headquarters in Brampton, Ont.

APPS is one of those new-age truck outfits you're always reading about that have things like innovative employee-rewards programs, low driver turnover, and a happy staff.

Definitely, one of the highlights of the tour was the company's on-site gym, with dumbbells, spinning cycles, and some other fitness doodads I don't recognize. And it's well used.

In addition to drivers, dispatchers, sales reps, and technicians, APPS actually employs a fitness trainer/former body-builder named John Siembida, whose sole job is to encourage APPS' people to take better care of themselves.

Siembida offers two private half-hour sessions each week to employees, and so many staffers have signed on that Siembida's shifts have gone from three days a week to five.

Like the drivers at Thomson, APPS' folks crave the chance to be fit.

When my (late) brother Pat drove truck in Southern Ontario, he lived on a steady diet of Player's Filter cigarettes, regular coffee from Styrofoam cups and, well, that was pretty much it. He died too young.

Not to make too much of it, but sometimes I wish that the guys he drove for had a bit of Thomson, Humber or APPS DNA in them, and encouraged their drivers to take better care of themselves.

Pat would have gotten a kick out of reading his brother's trucker stories. ▲

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





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