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September 2007
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Today's Trucking

The Business Magazine of Canada's Trucking Industry



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industry critics

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the Coquihalla

CAN TIRES SAVE FUEL?

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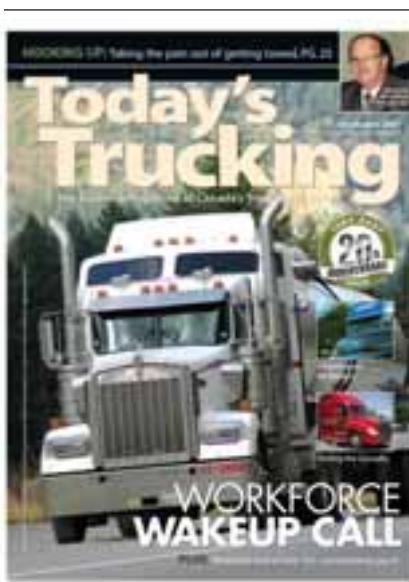
Kenneth R. Wilson
Award Winner



Canadian Business Press



Member



Corner office compliance

Re: "Home-style cooking," by Brian Botham, July/Aug. 2007.

I manage an operation that deals with a really tough environment for hours-of-service and fatigue-related issues.

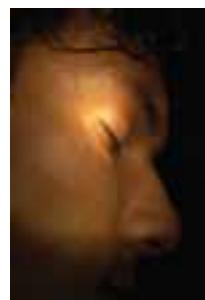
We provide overnight rush priority fresh produce on an appointment-to-load, appointment-to-offload schedule that requires the overnight flight between centers that most often include traversing the Rockies.

Our standard fare includes at least one night away from home each trip. We do this rigorous routine literally hundreds of times every day. And we do it with speed limiters and EOBR devices, instituted on a voluntary basis because it is just plain good business to do so.

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We do not ask or condone violations, and we have real-time monitoring and huge transparency of any potential issues.

We are also profitable, growing, and



competitive. If we can do this, surely anyone can. But it needs to start where the buck stops.

Once people in positions of influence realize indeed they do shoulder the ultimate responsibility to ensure compliant safe operations, I am certain action will follow.

It is high time this silliness of pretending violations are somehow the entire fault of the truck driver is faced head on with the reality that it is the executive's prime job to set policy.

Jim Mickey,
Surrey, B.C.

Know a Truly Heroic Driver? MIGHT YOU BE ONE?

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You have until September 30 to name a colleague who has been first on the scene and then gone above and beyond the regular call of duty to help on the road.

The winner will be announced at the Ontario Trucking Association (OTA) annual convention in November.

To be eligible, the nominated incidents must have occurred between Jan. 1, 2006, and Sept. 30, 2007. The eligibility period extends to overlap across each award year to ensure that potential nominations are not overlooked.

The winner gets a cash prize from Bridgestone Firestone as well as a two-day all-expense-paid trip to Toronto for the award presentation. The owner of the nominating truck company also gets the free trip to Toronto for the show.

For more information on the award or a list of past winners, visit www.truckhero.ca.

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

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Letters

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By Rolf Lockwood



Biofuel Follies

**The biofuel craze has me worried.
I think we're playing with fire.**

Bandwagons are a desperately unfortunate fact of human life. More particularly, the blind ease with which people hop on them. Witch hunts in the middle ages, dirty-commie hunts in the 1950s, terrorist hunts today.

And biofuel.

Every politician in the industrial world, and at least one country and western star, sings the praises of replacing fossil fuels with corn or rapeseed or you name it. As I filled up my own tank with ordinary gasoline the other day, I was astonished to see a very small notice on the pump telling me that the fuel I was buying could include as much as 15 percent ethanol. It's everywhere.

And I don't trust it. Well, let me clarify that by saying the fuel itself seems OK. That's not the issue. What concerns me, and greatly, is the speed with which we're hiking down this highway without the benefit of good science or a big view of the implications.

We're in the process of turning individual farmers and the big agribiz conglomerates into the new oil barons. Worse, we're in danger of giving unscrupulous sorts a green light to rape third-world forests even further. Our own too, for that matter.

If we exploit acre upon acre of corn fields to produce biofuel, what will that do to the price of food? We can't feed the world properly as it is. And if food prices rise sharply, won't inflation rise too?

Lest you think I'm exaggerating the pace of this sea change, consider that fully a third of all U.S. grain production will be devoted to ethanol and other biofuels when the present construction of several ethanol plants is finished this year and next. A whole third.

Biofuel production in the U.S. reached 75 million gal in 2005, three times as much as in 2004 and a whopping 15 times as much as in 2001.



Further, have you heard of the 'tortilla riots' in Mexico earlier this year. No? Well, happen they did, because the price of corn in Mexico had doubled, making the average Mexican's staple food dramatically more expensive. The reason for the sharp rise in price was that substantial portions of the corn crop had been diverted to making biofuel.

This isn't just a North American phenomenon (and not yet Canadian because our biofuel industry isn't well developed). In fact it's an even bigger issue in Europe where the biofuel craze has had pretty good traction. Given that they pay the better part of 10 bucks for a gallon of gas, you can understand why, but it's worrisome to many because government policies on the matter appear not to be very sensible or imaginative. They're offering subsidies to farmers who grow crops for biofuel use instead of food.

The issue is getting hotter all the time. The Food and Drink Federation (FDF) in the U.K., for example, is concerned that food crops will be in short supply and force hikes in the price of food and drink.

"It is essential that the EU [European Union] and national policies formulated to increase renewable energy are managed to avoid distorting the availability of agricultural raw materials for food and animal feed," says the FDF.

And a report out of Germany by *Deutsche Welle* late in May said the price of beer is going up in that country because the barley used to make malt is increasingly being replaced by heavily subsidized and thus very attractive crops like rapeseed used for biofuels. Germans, by the way, drink a lot of beer, so this is no small deal.

The price of barley has doubled in the space of a year from 200 to 400 euros per ton, says *Deutsche Welle*. German farmland devoted to barley crops is said to be receding by five percent a year. Already, of the 30 million acres farmed in Germany, more than 15 percent are being used for biofuel crops. Beer-makers are calling for a cut in the subsidies granted to biofuel crops.

Consider that a 25-gallon tank filled with pure ethanol would be made with enough grain/corn/soy or whatever to feed one person for a year.

And how about this fact? You need to grow one acre's worth of an oilseed crop to get the equivalent of 46.7 gal of crude oil. See where this is heading? Our thirst for fuel, and in the U.S. the thirst for energy security, will convert many, many acres of crop land from food production to 'oil' production.

It seems to me that we're out of whack on this whole thing. I have no quarrel with the fuel itself, except that it has quite a bit less energy content compared to diesel, so you'd need more of it to do the same work. But there are very far-reaching implications to its mass use, and nobody seems to be looking in that direction.

Very large amounts of energy are used in agriculture. It's the third largest energy consumer of all, in fact, not just to run the machinery used in crop production. That use pales in comparison to what's required to produce pesticides and especially fertilizer.

So, what's the most widely used nitrogen fertilizer? Yep, urea.

And what's going to be used in every 2010 heavy-truck engine if the emissions-control technology of choice is SCR, selective catalytic reduction? Yep, urea.

Looks to me like the price of urea is going to be driven way up. Isn't that just a little ironic? ▲

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

Dispatch

BY MARCO BEGHETTO

Sending Out An SOS For HOS

Carriers insist there is no compelling reason to throw out two pillars of the American hours-of-service regime.

Implementation of contemporary American hours-of-service rules these last couple years has been as smooth as a flatbed bouncing up and down the pothole-ravaged Highway 75 south of Winnipeg. That's to say that after a lot of rattling and shaking, the only certainty you're left with when the dust settles is a really big headache.

After already being told by U.S. judges in 2004 to revamp the new HOS regime, the Federal Motor Carrier Safety Administration (FMCSA) has once again lost a challenge launched by special interest group Public Citizen against two key provisions of the driving regulation.

As *Today's Trucking.com* reported at the time, the 11-hour daily driving time, and the 34-hour restart

provisions of the federal rule were tossed out by the U.S. Court of Appeals. The rest of the regulation remains unchanged, including the provision requiring total on-duty time capped at 14 consecutive hours.

The three-judge panel criticized the FMCSA for failing to "give interested



LIGHTS OUT? The FMCSA is trying to survive another challenge to the American HOS rules. Truckers may have to once again change what hour they shut down.

Truckers

parties an opportunity to comment on the methodology of the crash-risk model that the agency used to justify an increase in the maximum number of daily and weekly hours that truck drivers may drive and work."

The decision will not take affect until mid-September, if it does at all. The FMCSA and proponents of the rule,

including the American Trucking Associations (ATA), have until then to petition for reconsideration. If the appeals fail, then daily driving time in the U.S. could likely be scaled back to 10 hours.

There is "no compelling safety reason" to eliminate the two provisions, says ATA President Bill Graves. He has since asked Transportation Secretary Mary Peters to push for a stay of the Court's ruling. The Court did not issue a response by press time.

This is the second time this Court has agreed with a challenge to the HOS regs. In the summer of 2004, the Court told the FMCSA to rewrite its newly enacted rule "because the government failed to consider the health of drivers."

A year later—much to the chagrin of opponents like Public Citizen, the Teamsters, and the Owner-Operator Independent Drivers Association (OOIDA)—the FMCSA repackaged a version of the rule with modifications only to the split-sleeper berth provision, leaving many of the contentious clauses intact. Drivers at that point were required to take eight



BIG-NAME DRIVER FOR HIRE

And now, Harry Potter wants to drive truck. Go figure. You also might be surprised to learn that Harry Potter doesn't live in Deathly Hallows, but actually calls Hamilton, Ont., home. And in August—a month after his namesake was on the lips of hundreds of millions of people around the world—Harry Potter walked into his nearby Ministry of Transportation office to get his AZ (class 1) licence. Harry has his air-brake endorsement. And he's already heard all the flying-broom jokes. Then, it was a matter of passing the road test, and when that happens, Harry Potter will be off on another big adventure.

Harry—who was named after his late father (a GM assembly line worker)—trained at the Robar Centre for Transport Truck Training. He was originally interested in mobile-crane operation but now, he said, after getting comfortable behind the wheel, he finds the possibilities of over-the-road work bewitching. "You know I haven't done too much traveling and would like to see different places in Canada and the U.S.," Potter,

36, told *TodaysTrucking.com*. An affable sort, Potter is single and has no dependents. Plus he's famous. The fun began, he said, after the first Harry Potter movie came out. "I found out that almost any 12-year-old kid can look up names in the phone book and make crank calls." It didn't bother him, though. "It died down after awhile," he said.

Then, when the seventh and final book arrived with such fuss in July, Harry was even on the CTV national news. All because of his name. And when the cameras were rolling, he wasn't like a sorcerer caught in headlights: "People who saw me on TV said I did pretty well." Much to his delight, having the same name as the most famous fictional character in the world has a huge upside.

When he took his mom Margaret to the hospital last week for a check-up, all the nurses wanted to chat him up. "Same thing about the people at the driver's licence office. When I went in to do the written test, they heard Harry Potter was there. They stopped what they were doing to talk about it." He passed. With flying colors.

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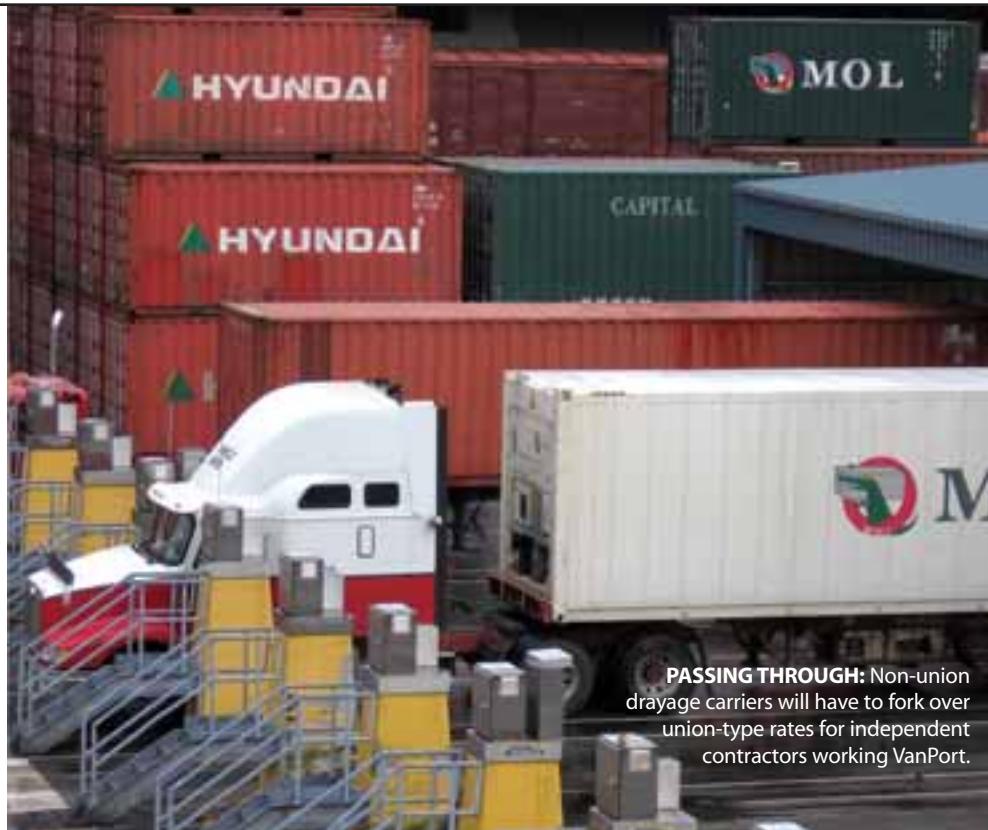
Dispatches

consecutive hours off in the sleeper rather than split the time into two periods of the driver's choosing—a change that also provoked a separate challenge by OOIDA in this most recent case.

On that front, however, the judges rejected OOIDA's complaint against the sleeper berth amendments.

Ironically, the decision to vacate the 11-hour driving time and the 34-hour restart provisions came just days before the DOT reported that 2006 was the best year ever for trucking highway fatalities. It was also the first full year in which the rewritten 2005 HOS regulations were in effect. The number of deaths from large truck-involved crashes in '06 declined by 4.7 percent—the most significant annual decrease in 14 years.

With that kind of data behind carriers, the ATA's Graves is confident that the two provisions will be upheld, provided the FMCSA ties up some loose ends. After all, Graves points out,



PASSING THROUGH: Non-union drayage carriers will have to fork over union-type rates for independent contractors working VanPort.

the Court did not say the new rules were unsafe, but that the government simply didn't follow certain procedures in approving them.

"The reality," he says, "is that trucking is as safe as ever operating under these new rules."

Ports

Can of Worms Opens at VanPort?

Score one for market disruptions. Over a thousand independent container haulers—whose six-week strike in 2005 caused havoc in B.C.'s Lower

Mainland and cost millions to the economy—have been rewarded with federal legislation stating they'll get union-type rates from their non-union carriers.

So much for deregulation from Canada's Conservative party.



LOG BOOK

Go online for more events, visit www.todaystrucking.com

September

World's Largest Truck Convoy, Alberta, Ontario & Quebec. Created by an Orange County, Fla., Sheriff, this Special Olympics convoy has spread to all over the U.S. and Canada. Check www.todaystrucking.com for info on exact dates, starting points and registration plans.

September 8-9

Warkworth Show & Shine, Warkworth Fairgrounds, Warkworth, Ont. This year, there's a free BBQ for truckers and their families. The Terry Sheridan Band will play live. Contact: Bill Newman at 705/924-3399.

September 15-17

National Professional Truck Driving Championships, Ipsco Place Exhibition Park, Regina. Participants are all 2007 provincial champions. Hosted by the Saskatchewan Trucking Association.

or call your local trucking association. Contact: 306/569-9696 or go to www.sasktrucking.com.

September 25

21st Annual Transportation, Innovation and Cost Saving Conference, Ontario Science Centre, Toronto. The conference is one of the largest annual shippers' events in Canada with a highly decorated list of speakers. Contact: 905/319-1244 or click on www.transportconference.net.

September 27

Manitoba Vehicle Maintenance Council Meeting & Mini Trade Show, The Hitch n' Post, Grosse Isle, Man. Presented by the Manitoba Trucking Association. Contact: Bob Wilks at: 204/632-6600 or go to www.trucking.mb.ca.

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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Dispatches

As expected, Ottawa is attempting to maintain labor stability at the ports with a rule that ensures independent container haulers are compensated no less than the rates set out in the Memorandum of Agreement (MOA) by mediator Vince Ready, who, in order to end the crippling strike in '05, established a remuneration system carrier companies requiring to pay their contracted operators. Drayage carriers were forced to sign the agreement in order to get a newly mandated port operating licence enforced by the Vancouver Port Authority.

The new regulation, which was published in the Canada Gazette II in August, covers all aspects of remuneration rather than simply rates paid to owner-ops. While compensation negotiated in collective agreements can increase over time, they cannot be lower than the rates outlined in the original MOA rate schedule.

"The MOA may have expired as a living document, but its rates of remuneration that have been so important to this industry for the past two years will continue by way of this regulation," said Transport Minister Lawrence Cannon.

Carrier companies—and perhaps even owner-ops in other sectors who are proud of how they tread the free market—are undoubtedly not too impressed.

The B.C. Trucking Association (BCTA) and the Canadian Trucking Alliance (CTA) warn that the pending legislation sets a dangerous precedent for sectors in other regions.

While BCTA President Paul Landry admits that the rule affects only a small percentage of B.C.'s for-hire carriers, it encourages other "disgruntled and disenfranchised" groups who, with threats of wide-scale labor disruptions, may also try and bait Ottawa into establishing guaranteed compensation.

Landry accuses the government of appeasing independent truckers in order to put a wet blanket on recent threats of renewed strikes. "Government chose to appease the owner-operators in 2005 only to be threatened again in 2007 ... Maybe it's time to stand up to the intimidation and assure the public that the full force of the law will be applied to keep our ports open," he says.

There is some good news for over-the-road carriers that dabble in drayage, though. Transport Canada excluded drivers engaged in long-haul trucking from the pay regime. It also requires that new collective agreements be posted on the Vancouver Port Authority's website, and—as demanded by BCTA—the measure be reviewed by the Minister of Transport in the next two years. The regulation also restricts new entrants from the sector.

Furthermore, the government of B.C. has agreed to develop and manage a dispute resolution mechanism, which includes investigation and adjudication of alleged contraventions of the rate system, including any allegations of companies undercutting minimum collective agreement rates.

Cross-border

Cabotage 'different kettle of fish'

The cold war over cabotage could be heating up again between Canada and its biggest trading partner.

If the American authorities are indeed going to start delaying Canadian truckers as part of a stepped-up enforcement policy on cabotage, they had better expect reciprocation on this side of the 49th parallel, the head of the Canadian Trucking Alliance (CTA) vows.

CTA Chief David Bradley promises to keep a “close watch” as the U.S. Federal Motor Carrier Administration (FMCSA) encourages state troopers and other law enforcement agencies to up their anti-cabotage efforts,

including pulling Canadian drivers over for roadside spot checks.

Cabotage, incidentally, is the illegal practice of a foreign-based carrier picking up and delivering freight point-to-point within another country's borders. Up until now, cabotage checks were mostly limited to inspections at border crossings.

There has been no reported cabotage outbreak among Canadian truckers in the U.S., but John H. Hill, FMCSA administrator, was recently quoted as saying "this is not just training people about Mexican cabotage. This is training all enforcement officers about issues involving both northern and southern borders."

The problem though, at

least according to Canadian truckers, is that enforcement of the rules has always been much stronger in the U.S. than Canada. So, any mention of even tougher scrutiny has Canuck carriers worried they'll be placed at a competitive disadvantage in doing business across the border.

“While our industry has been struggling to cope with the attendant cost pressures, we accept the security imperative... This, however, is a different kettle of fish,” Bradley says. “Now, a truck could be detained and delayed at roadside as a local state trooper or local constable who has read a pamphlet

Canadian carriers
will not accept
a competitive
playing field that
is out of kilter.

tries to determine whether a truck and its driver are in compliance with the arcane, antiquated and complex rules governing cabotage.”

Trucking's top spokesman added that the carriers exceptive told that later. CTA would be closely monitoring the U.S. enforcement situation to see whether there is a need to call on governments in

Canada to mirror the supposed crackdown.

"Canadian carriers simply will not accept a competitive playing field that is out of kilter," says Bradley. "If need be, we will urge government to take action to ensure there is an appropriate level of cabotage enforcement in this country."

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Infrastructure**Tragedies Bridge Cities' Concerns**

A security video across the span captures the tragedy. One second the Interstate 35W bridge—the major link between Minneapolis and St. Paul, Minn.—stands upright, carrying cars and trucks between the twin cities. The next, it crumbles and slides into the Mississippi River.

Five people were confirmed dead in the hours after the Aug. 1 bridge collapse. At press time—nearly one week after it happened—eight people were still missing and believed to have perished.

The incident sparked new calls for increased bridge and overpass inspections across North America, including Quebec, where in the days prior to the Minneapolis disaster, authorities were wrapping up an investigation of an overpass collapse that killed five in their own province last fall.

Following that inquiry, the Quebec Ministry of Transport (MTQ) announced it would ban quad B-train and LCV units from 135 bridges and overpasses in the province. It also rescinded permits already issued for overweight vehicles between 57,000 and 67,500 kgs for the bridges in question. (See accompanying chart).

All the structures on the list are said to share similarities with the Laval overpass. Like that structure, some may lack proper steel reinforcement. (A complete list of the restricted overpasses can be found at the MTQ's website).

**TALE OF TWO BORDERS**

U.S.-BOUND CANADIANS HAVE THEIR LUNCHES SCRUTINIZED IN THE NAME OF SECURITY, WHILE UNDOCUMENTED MEXICANS ARE GIVEN A FREE PASS.

Earlier this summer, my colleague Rolf Lockwood and I spent a day being carted back and forth across the Ambassador Bridge in Windsor-Detroit. Inside the SUV with us were the bridge's president Dan Stamper and his assistant Colleen Robar, who were showing us the private company's latest bridge expansion projects on both sides of the border.

We crossed back and forth a couple times. Heading back to the U.S., the Customs cop asked Colleen who we were and what our business was. She explained that Mr. Stamper—you know, the bridge owner's right-hand man—was showing a couple of journalists around. The bored guard was hardly impressed. He beamed back at us before handing over our passports. Geez. Not one for name-dropping, I suppose. If the top dog of this thing can't get a "have a nice day," then what should a trucker who has the misfortune of picking the line with this guy at the end of it, expect? You'd think that having to comply with a new crossing rule every couple months and waiting at U.S. land ports for untold minutes every day is unpleasant enough without having to meet the grump patrol.

In the months immediately after Sept. 11, I fielded dozens of calls from frustrated truckers and small fleet owners overburdened by the first wave of U.S. security protocols. While sympathetic with carriers struggling to adapt to the changing regulatory climate, I'd point out that after sustaining a terrorist attack of the magnitude the U.S. did, our southern neighbors were perfectly within their rights—both legally and morally—to do what they thought was needed to defend their country.

Begrudgingly, most of my callers agreed. Besides, business was reasonably positive; volumes strong; rates climbing higher; and in some cases, costs being passed on—so just chalk it up to the cost of doing business in this new, volatile Millennium.

But now, with southbound lanes drying up and headhaul values falling, the breaking point has been reached for many carriers, especially small-to-medium guys who no longer have the chin for the left hooks the U.S. continues to throw at them: Redundant background checks; electronic pre-notification; FAST-revocation; hazmat endorsements; port ID cards; passports; amended hours-of-service compliance; restrictions on leafy greens and beef. What else? Drug testing; English proficiency enforcement; and I'm sure there's one or 10 other rules I missed.

Look, I'm the least anti-American, non-American

alive. Around the office I'm known as Canada's token Bush-loving, war-mongering conservative under the age of 35. But I don't haul freight for a living, so from my standpoint, my admiration for the U.S. has admittedly always been geopolitical and philosophical.

Recently, though, I've come to realize that this administration has no real interest in protecting itself from the bad guys. Just look at the vastly hypocritical attitudes it has in respect to the northern and southern borders. Here U.S.-bound truckers and travelers have their meatloaf sandwiches confiscated, while south of the Rio Grande, border security has stood by and let millions of illegals flow across—many of them since Sept. 11, on Bush's security-sensitive watch. CBP enforcement has been beefed up in Windsor, St. Stephen, and Surrey, but there's little support at the Mexican border to help sheriffs track drug and weapons smugglers through the desert—even though it was recently reported by the Drug Enforcement Administration that the cartels are openly working with Islamic terrorists embedded in the U.S. to fund terrorism.

Today this same administration is battling the Senate to allow Mexican carriers unlimited access to the U.S. market. Worse, until his plan was defeated by grassroots Republicans and Democrats, Bush tried to legislate amnesty for millions of "undocumented" Mexican workers living in the U.S. If approved, the plan wouldn't have been backed with tougher measures on future border jumpers. No fence. No extra National Guard enforcement. Nothing.

The contrast is obvious. Mexican migrants are seen as a growth demographic by Republicans. Somehow, I doubt Canadian snowbirds in Florida are as influential.

U.S. politicians constantly blast Canada's immigration system for letting too many undesirables slip into our country. And much of that criticism is warranted. But is the Mexican system more bulletproof than ours? What's the better bet—that a fanatical ideologue tries to enter the U.S. through Canada first, or that he'll take his chances with a corrupt, porous country that doesn't have the will to stop drug cartels from operating with impunity?

Something to think about the next time Mr. Friendly in Detroit asks you to open up your lunch bag. ▲

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

Dispatches

QUEBEC RESTRICTIONS ON WEIGHTS AND BRIDGES

VEHICLE COMBINATION		PERMIT WEIGHT (kgs)	REGULATED WEIGHT (kgs)
QUAD		57,500	55,500
B-TRAIN	Route 185	62,500	62,500
	Other Routes	62,500	59,000
LCV	B-train	67,500	62,500
	A-train	67,500	62,500

Transport Quebec originally refused to release the list of affected overpasses, but later agreed to make it public after lobbying from the Quebec Trucking Association (QTA).

Following the announcement, the QTA warned that the ban on heavy trucks would push loads off the highways and onto city streets—increasing route miles and also exposing heavy trucks to urban areas. The additional cost of transporting such loads would likely have to be passed down to the shipper, the QTA added.

Claude Robert of Robert Transport says the new rule only impacts about five percent of his fleet. But customers for those

shipments will feel the pinch. "If [the shipper's] cost is \$1,000 for six pallets but you can only take four, his cost per pallet is higher. The carrier won't charge less because the cost for operating the truck is the same," he says. "Our customers don't like this, which then makes us less competitive."

Compliance

Habla Ingles? Truck Cops Ask

Some truck drivers operating in the U.S. are being parked for driving while foreign. American roadside inspectors are being told by transport authorities to place out-of-service any truck driver with low English language proficiency.

A guidance issued by the Federal Motor Carrier Safety Administration (FMCSA) outlines how to deal with commercial drivers operating in the U.S. who do not properly understand, read, or communicate in English, as required by the DOT. The amendment is effective immediately.

According to the rule, which has been on the books since 1970, commercial drivers must be able to read English, converse with the public, understand highway signs and signals, respond to official inquiries, and make entries on reports or records.

Although the regulation has been in effect for nearly forty years, it was not considered an OOS violation

until 2005. Even then, however, officers were only instructed to cite drivers and not place them OOS—until now.

During the recent Commercial Vehicle Safety Alliance (CVSA) Roadcheck enforcement blitz, a Russian-speaking driver in Nebraska was pulled off the road and placed out-of-service. The driver reportedly had all his papers in order but couldn't communicate with the troopers.

Drivers in Canada also fall under the same CVSA requirement. But for better or worse, there are no known incidents here of truckers placed OOS for not being up to speed on their English.

Borders

FAST Revocation Explained

Individual border guards still have too much power in yanking FAST credentials for some truckers' liking, but at least now U.S. Customs and Border Protection (CBP) can tell drivers why their card was cut up.

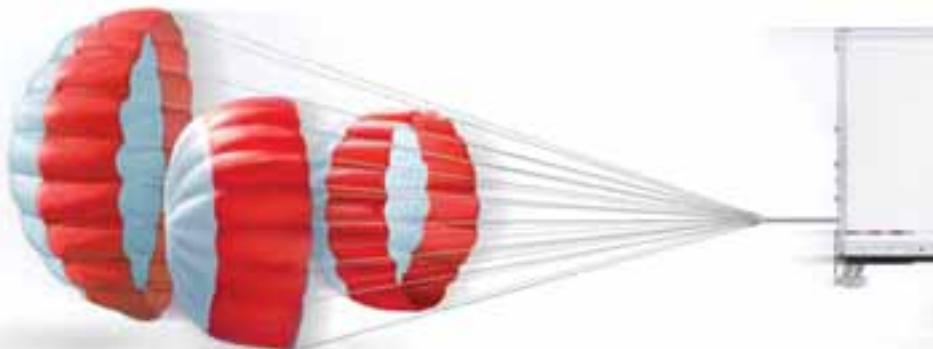
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In the event drivers are denied or revoked from the FAST, SENTRI, or NEXUS programs, they now will be provided information in writing detailing the reason, CBP announced.

Although there is still no formal appeals process to contest such decisions, drivers or carriers who think the action was based upon inaccurate information may contact the local trusted traveler Enrollment Center to schedule an appointment to speak with a supervisor. A list of locations can be found on the Frequent Traveler Programs website at: www.cbp.gov/xp/cgov/travel/frequent_traveler.

Drivers also have a right to view records that CBP may have on them. Copies can be obtained pursuant to the Freedom of Information Act (FOIA), by writing to: U.S. Customs and Border Protection, Office of Field Operations, FOIA/Customer Satisfaction Unit, Room 55-C, 1300 Pennsylvania Ave NW, Washington DC, 20229. However, CBP reminds drivers that it often relies

heard on the Street

■ Our friend **Victor Goertzen**, columnist to *Today's Trucking* sister magazine *highwaySTAR*, is no longer with us. Vic died at around 2:00 a.m.



July 29, on an empty stretch of the Trans-Canada Highway about 10 km west of Moosomin, Sask. He'd been heading west, when another oncoming truck lost control and swerved into his lane. The impact sheared the cab clean off of Vic's truck. He was 44.

Vic, who lived in Winnipeg, took to trucking like a dog to a bone. It's more than a little ironic that one thing that Vic often called his

on data from other agencies, and its denial or revocation of FAST may have been based upon those records.

The Canadian Trucking Alliance (CTA) has been arguing for years against CBP's "one size fits all" enforcement policy. CTA says far too many drivers are instantly losing their FAST

credentials for minor clerical errors with no recourse.

"[The association] hopes that CBP can begin work on a more fair and equitable penalty schedule that will not see drivers lose their cards for life over simple piece count issues," CTA wrote in a letter to the agency earlier this year.

At least this is a start.

"ticket" would come to claim his life. He penned 30 columns for *highwaySTAR* under the banner, *A Twist of Freight*. In his words, you could read his love for the road, his unending curiosity with life, an unrepentant challenge of convention, and utter devotion to his sons.

Throw the logbook out the window, Vic, and enjoy the next part of the trip.

■ **JONES BODY COMPANY (JBC)**, a new entry in the heavy equipment and auto haulage tilt bed body market has named its initial Canadian dealers and has delivered demonstration units.

JBC holds the North American licensing rights to a new patent pending tilt bed body. Creditstone Motors in Concord, Ont. was the first dealer to sign with JBC. Since that initial signing, the company has added Hino Truck Center of Toronto, Ont.; Centre Du Camion UTR Inc, Montreal, Que.; Laval Hino, Montreal, Que.; and Hino Central, Edmonton, Alta.

Shipping

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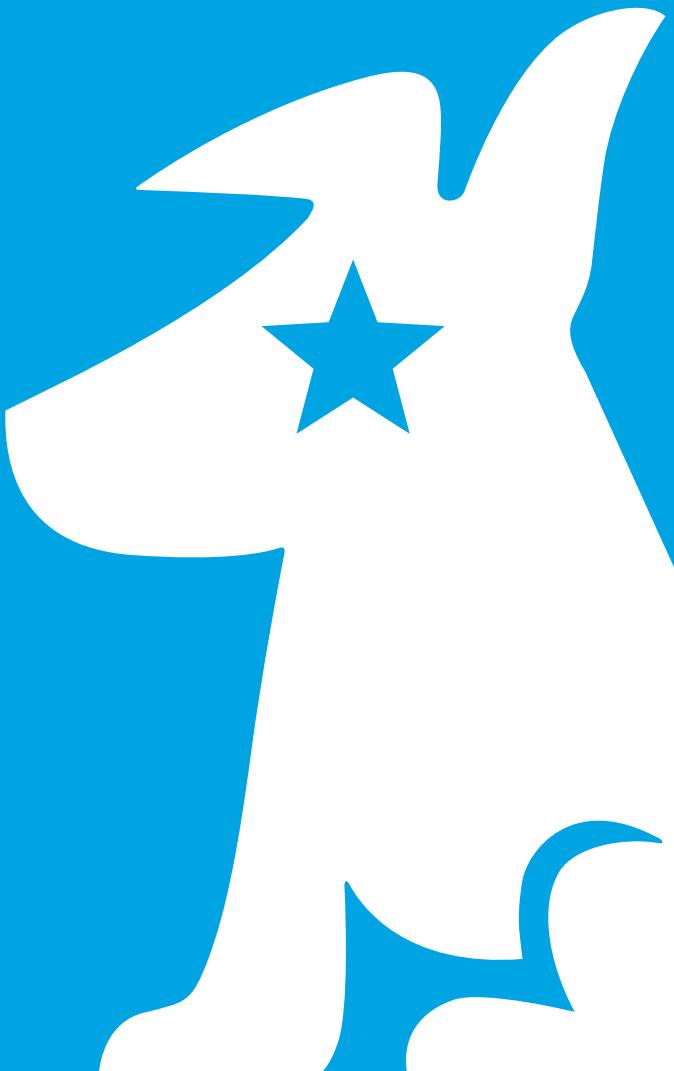
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SATELLITE RADIO

Wal-Mart Canada is spearheading collaboration among supply-chain companies "to measure and reduce the environmental footprint of its product shipping process and logistics network."

The company will begin to assess its network of service providers—including trucking, rail, storage and distribution—on the basis of environmental impact and effort.

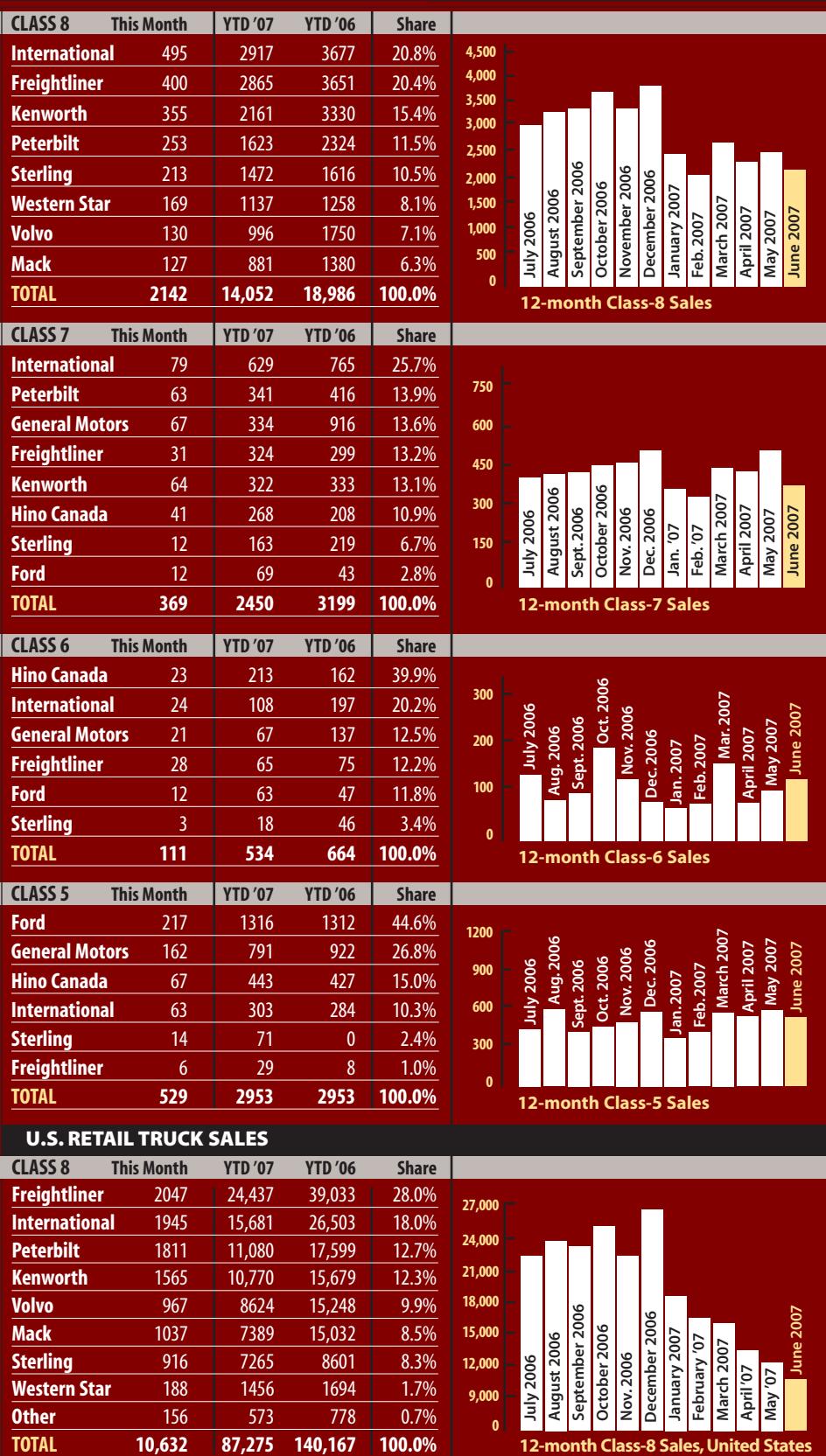
"Our new rules for supply-chain sustainability will cover everything from fuel use, facilities and equipment standards to the overall environmental commitment demonstrated by the companies we hire to ship and store our products," said Lesley Smith, Wal-Mart Canada's vice-president of supply chain.

Last year, Wal-Mart Canada shifted goods for 10 stores in Nova Scotia and PEI from road to rail. Under the same plan, the company also converted 20 truck generators to electric power. Combined, the two measures are expected to deliver annual cost savings of more than \$2 million.

Going forward, Wal-Mart's service providers will be required to audit their respective environmental impact related to operations. The scorecard will be based on four factors: Equipment; operations; facilities; and corporate commitment to a "culture of sustainability" throughout the business. ▲

truck sales index

June 2007



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

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



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Better By a Measure

driver's side Commonly used fuel efficiency measurements for trucks don't take into account the work they do. By Jim Park

To the ordinary folk out there, we probably don't look very good when we crow about breaking the nine-mile-per-gallon barrier. Compare a Toyota Prius at something like 57 MPG to, say, a Cadillac Escalade at around 13 MPG, and the villain is obvious. Now stand up at your local Sierra Club get-together and yell, "hey, I get nine miles-per-gallon," and see what happens.

Because of our comparatively low MPG numbers, I think trucks are often viewed as worse polluters than cars.

What few people take into account in measuring fuel economy is the amount of work we manage to accomplish with a gallon of fuel. On one level—in terms of trucking's contribution to the national economic picture—trucks don't go joy riding on Sunday drives in the country, or burn fuel to ferry one person to work dozens of miles in each direction. We haul freight around, generating revenue for ourselves and for the people we haul for, and all that shows up as a contribution to the GDP. A very high percentage of the fuel we burn is put to good use.

On another level—gallon-to-gallon efficiency comparisons—diesel is a more efficient fuel than gasoline, and in the long run produces fewer tons of CO₂ per mile driven per gallon. According to the U.S. EPA (www.fueleconomy.gov) a diesel-powered Volkswagen Jetta will travel 36 percent more miles on a single

tank of fuel than the gasoline powered version. The diesel uses nearly two fewer barrels of oil and emits one less ton of GHG emissions over a year.

As a group, cars and light trucks account for 35 and 37 percent respectively of the total GHG emissions from vehicular internal combustion engines. Trucks and buses were responsible for only 19 percent. The EPA also says that of all CO₂ emissions coming from the consumption of petroleum products, gasoline accounts for 60 percent, while diesel fuel accounts for 22 percent.

Now here's the kicker; when you measure the work a truck does with a gallon of fuel, compared to what a car or light truck does, we make something like 10 times better use of the fuel than they do. When was the last time you heard that come up in a conversation?

For example, a typical 5-axle combination, 80,000 lb GVW, gets something like 280 ton-miles out of a gallon of fuel at 7 MPG. A 138,000-lb Super-B train gets 350 ton-miles per gallon at 5 MPG. Compare that with our Cadillac Escalade, which I figure makes no more than 24 ton-miles per gallon at 12 MPG.

Who's the real fuel economy leader here?

While the trucking industry pleads with government for more latitude in size and weight regulations, tax incentives for idle-reduction technology, and infrastructure improvements for more

efficient movement of goods, automobile makers are balking at mandated fuel economy improvements because they say the public won't buy. The same public, I say, that's all over trucking because of *our* perceived contribution to global warming.

consumed (1 USG gasoline = 19.4 lb (8.8 kg) CO₂; 1 USG diesel = 22.2 (10.1 kg) CO₂).

If we're to see significant improvements in fuel economy (MPG), we'll have to radically change our idea of what a truck looks like. Trailer aerodynamics are showing a great



Back in 2000, the Clinton administration announced the 21st Century Truck Initiative, a research partnership to develop more fuel-efficient vehicles. Among other things, the plan called for a doubling of heavy truck fuel economy by 2010.

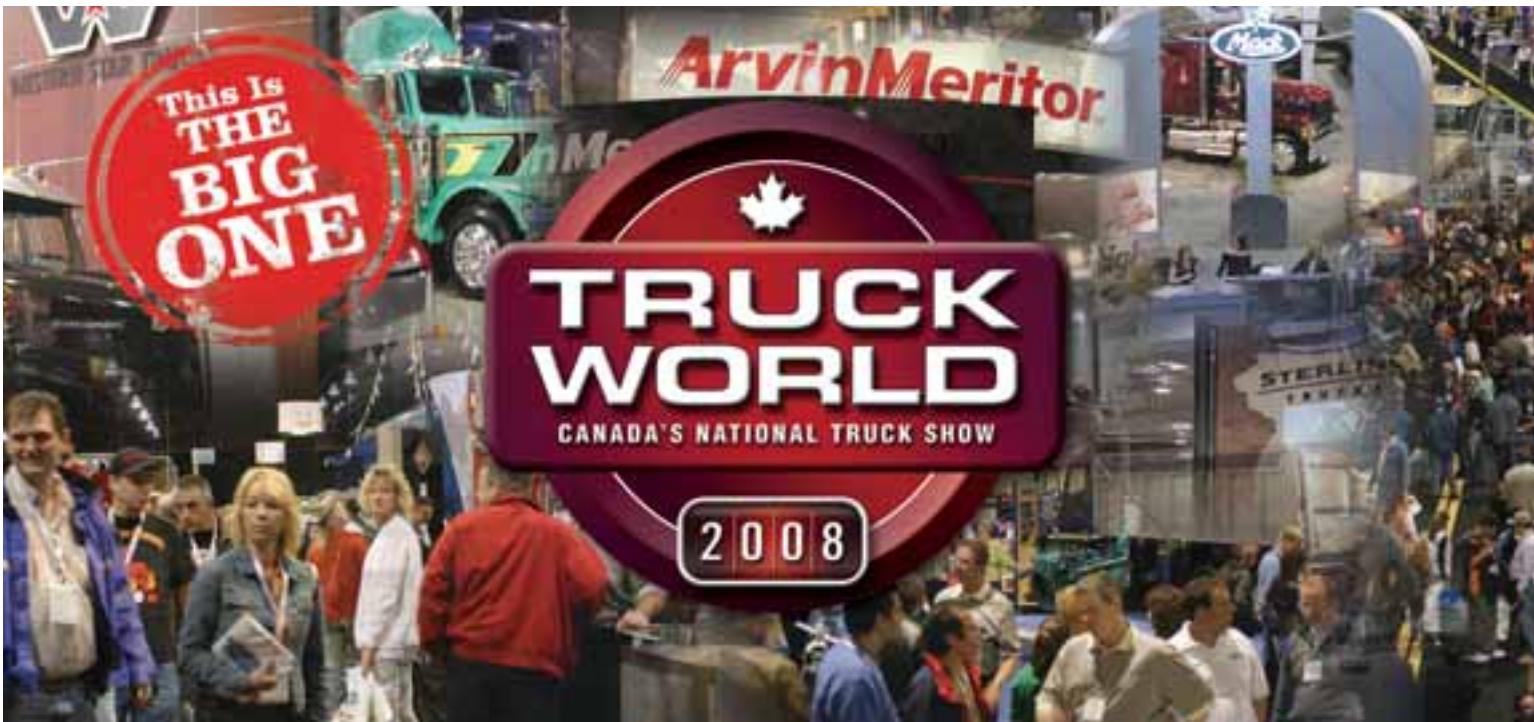
Among the truck and engine designers I've spoken with recently, there's a feeling that we might have achieved close to that if our attention hadn't be focused on meeting EPA 2004 and 2007 emissions reduction targets.

Those restrictions cost us in terms of fuel economy, but they will have achieved a nearly complete elimination of NOx and soot emissions from big diesels by the same date. Unfortunately, nothing's been done to reduce GHG emissions. CO₂ production is directly related to fuel

deal of promise, and it's estimated that we could bump up MPG by 20 percent (about 2 MPG) by improving air flow around our trailers.

However, if we were able to accomplish even more work with our lowly gallon of diesel fuel, we'd still achieve those targets, when considered in terms of ton-miles-per-gallon. If the politicians had the stomach for tri- or quad-axle LCVs, or triple B-train combinations, we might get our ton-mile-per-gallon numbers up into the 400 range. We'd be doing something to get 360 tm/gal out of a 5-axle at 9 MPG. Whaddya say to that, Mr. Big Fat 24 tm/g Escalade? ▲

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



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31 Why drivers love to drive



Anytime is Training Time

training *Can't afford salary increases? How about paying your people with schooling? By Peter Carter*

If you're looking for a way to keep your staff around longer but can't afford pay hikes, you might want to think about giving your people a chance for self-improvement. Training and development can go a long way in making people love their jobs. And stay around longer.

Gail Rieschi—along with an army of other experts—believes training is a proven motivator and a time-tested inexpensive way of retaining staff. In fact, training (and development) is among the top three employee motivators.

Rieschi is president and CEO of VPI Employment Strategies, a Toronto-based

human-resources and job-placement organization that specializes in "maximizing employment, productivity, and workplace health while minimizing costs." Her government-sponsored organization has more than one truck fleet in its roster of clients, and she says one of the primary reasons fleets have such high turnover is that employees don't see opportunities for advancement.

"Most companies pay a competitive salary. So for workers, it's really a matter of 'what else is there for me?'"

Too many drivers, she says, see trucking as a dead-end career, when in fact almost

everybody wants to move ahead with their jobs. Overlooked, she says, is the answer to the question "where can I go from here?"

"I think building a career in the trucking industry could be very attractive to a lot of people," she says. "If only they were aware of the opportunities."

"Very often people don't see it [truckng] as a career area that has a progression. It's important you start promoting that it's not just about driving, but that you can start as a driver and go into management roles and self employment and that the job has progression."

Rieschi says training engenders loyalty, particularly among new Canadians. "You demonstrate to them that they're important to the future of your company and that they're not just another driver, and they'll stay around longer." She says that sometimes, training for new Canadians can involve something as simple as a bit of time off for English-as-a-Second-Language class.

Right. Time off. Does she forget that we're talking about trucking here? If everybody could offer more time off, there'd be no driver shortage. After all, isn't the inflexibility of the work-week the biggest reason behind the driver shortage? Especially when you know that among the other non-monetary motivators, employees value work-life balance? Who's in a position to deliver on that promise?

Rieschi acknowledges the dilemma but says if you can't offer more flexibility, you can compensate with more employee recognition—safety bonuses, employee-of-the-month programs, etc.,—and more training. As for the costs, she says, the high price of hiring and working with new people far outweighs the costs of training programs.

Which is where Mark Murell comes in.

Murell is the president of CarriersEdge, a Markham, Ont.,-based organization specializing in online training for drivers. This month Murell and the administration at Humber College—known for its driver-training programs—will offer the first college certificate designed specifically for drivers.

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THE RIGHT TRUCK FOR THE JOB

The Certificate in Small Business Management for the Trucking Industry is the first of its kind in Canada. Starting this month, this online program will offer professional drivers a chance to improve their skills and knowledge of driving as a profession as well as their business and leadership skills while they're actually driving.

The certificate is comprised of eight courses, which can be taken in any order. And even though Humber is a Toronto-based school, students can enroll from anywhere in the country.

The courses include: How To Start A Small Business; Human Relations; Small Business Bookkeeping; Border Crossing; Defensive Driving; Pretrip, HOS & Logbooks; Cargo Securement; and Transportation of Dangerous Goods.

The first three courses come from the Ontario Management Development Program, which Humber offers as part of its continuing education services. The remaining five courses are part of the CarriersEdge library.

"Many drivers would love to have a

college education, but have never had the chance," notes Murrell. "This program allows them to get that education without sacrificing driving time, even if they never finished high school. Humber has shown tremendous leadership in crafting this program and we're excited to be working with them."

The full course costs about \$1,500, Murrell says, adding that it's a rather inexpensive way to get a college diploma, something that has been out of reach of many drivers.

"It's not that drivers are not intelligent," he says, "but often, that piece of paper has been inaccessible. This changes that situation."

He also recognizes that getting the diploma will empower drivers so they'll feel better about their careers. "We're trying to help them see that training and education aren't punishments. It doesn't have to be a threat."

Most people in the industry realize that drivers are independent types. As Rieschi puts it so diplomatically, "they tend to be

the unstructured autonomous" sort.

Murrell says his course is designed for that personality type.

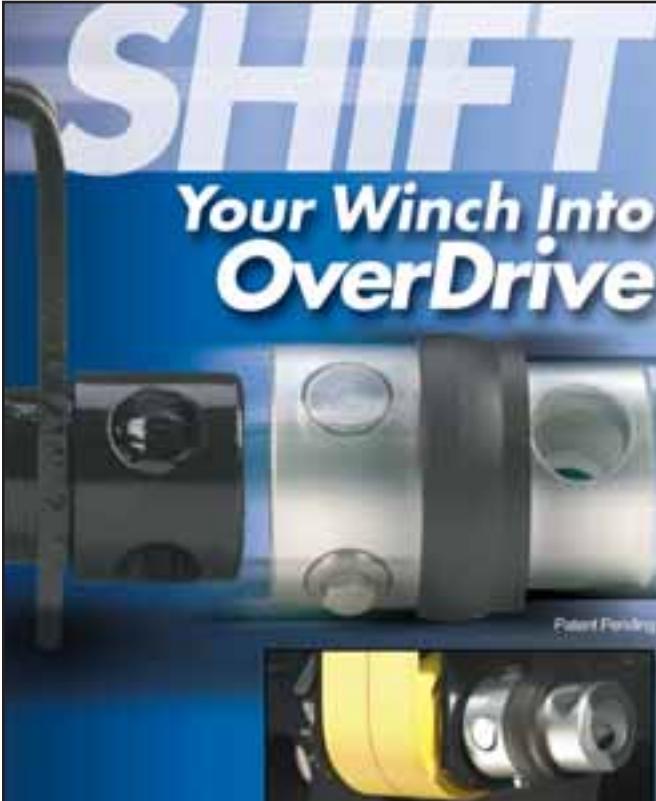
"We've been dealing with driver education for years and we realize that sometimes the goal lines are too far away and there's too much paperwork involved," he says. That's why the new course is designed to be extremely driver friendly.

"It's something they can work at on their own pace and put in as much or as little time as they want." ▲

FOR MORE INFO

- Gail Rieschi (www.vpi-inc.com)
- Mark Murrell (www.carriersedge.com)
- The Canadian Society for Training and Development (www.cstd.ca)
- The Canadian Council on Learning (www.ccl-cca.ca/ccl)
- The Canadian Trucking Human Resources Council (www.cthrc.com)

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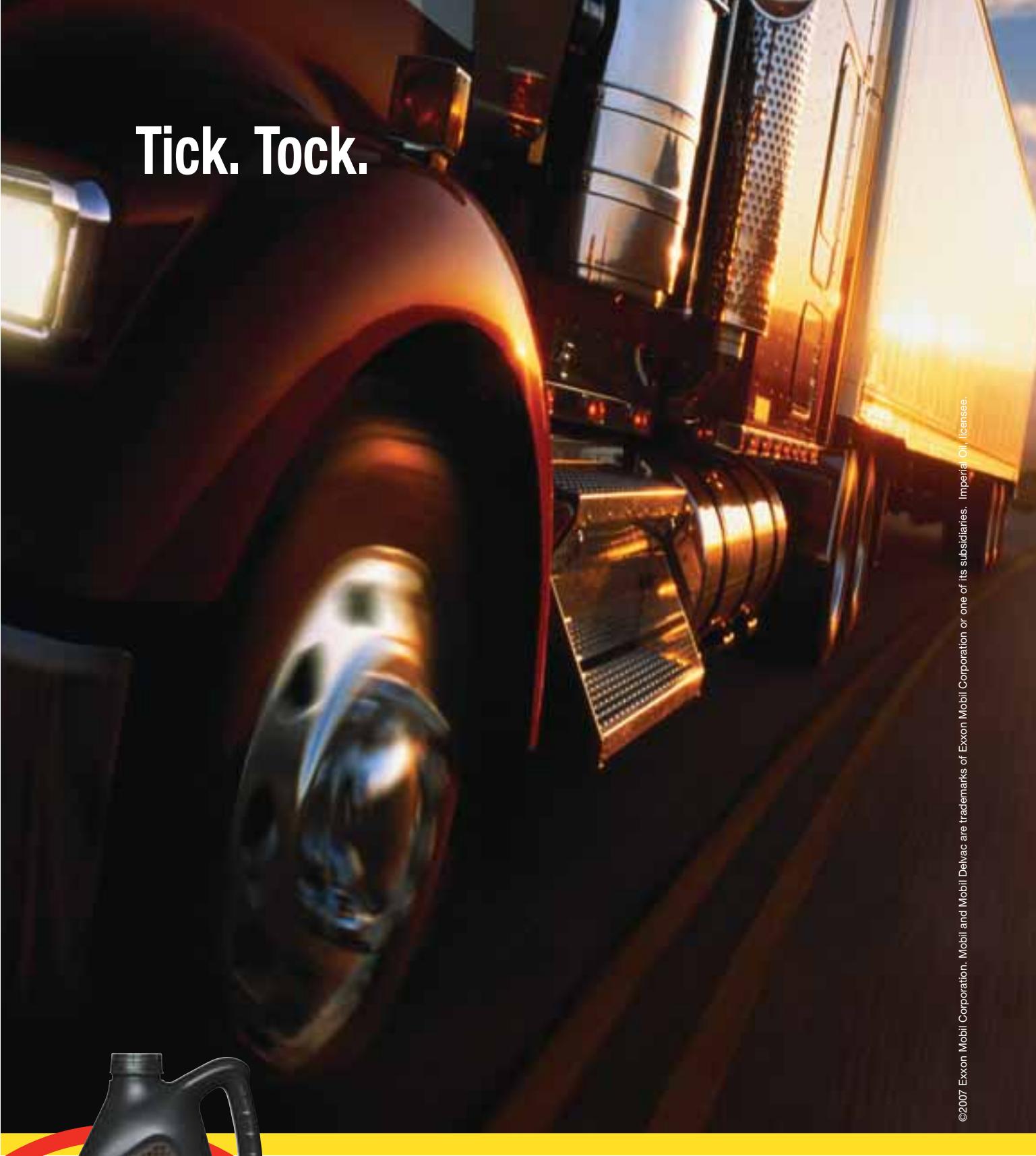
SilverCap OverDrive installs easily to weld-on, bolt-on, or slide-on winches. It fits over the winch's existing cap and secures with a heavy-duty pin and bolt. OverDrive works just like a SilverCap winch, with patented ratcheting action allowing you to keep the winch bar in the cap until the winch strap is tightened. OverDrive has a patent pending and uses Ancra's GrimeGuard™ weather-tight seal that keeps the elements from the key moving parts. And like the original SilverCap, OverDrive is built tough, to withstand anything the road can throw at it.

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It's the Captain's Log

safety *Are you really in compliance with the HOS regs? By Brian Botham*

Full implementation and enforcement of the new Hours-of-Service regulations is now in place across Canada (except Alberta). By now, your drivers, dispatchers etc., have been trained and are familiar with the regulations and should be abiding by them.

There is still one very important piece of the new regulation that, if not followed, can cost you thousands in fines and enforcement.

Section 87 (1) of the HOS Regulation states: "A Motor Carrier shall monitor the compliance of each driver with these Regulations."

This means that all carriers must audit each and every driver's log to ensure that he is in compliance with the regulation.

The logs must be checked for accuracy on form and manner, making sure the log is signed, dated properly, all the hours are totaled, the cycle is marked, etc. The carrier must also ensure that the drivers are in



compliance with the requirements of the cycle that they are operating in.

Finally the carrier must verify all time markers match on the driver's log. This would include fuel stops, bridge crossings, toll receipts, roadside inspections, citations, collisions, weigh receipts etc. You must be able to show an auditor how you have been complying with Section 87 (1). Whether it is an internal process or you send your logs out to a third party for auditing, you must be able to prove that you are in fact monitoring all of your drivers' logs. The regulation then takes it one step further.

Section 87(2) of the HOS

regulation states: "A Motor Carrier that determines that there has been non-compliance with these regulations shall take immediate remedial action and record the dates, on which the non-compliance occurred, the date of issuance of a notice of non-compliance and the action taken."

This section of the legislation is very clear. Any time your audit process finds a violation, you must document the violation, the date it occurred, and any remedial action that you took with the driver. And all of this must be documented. If an auditor finds a violation you must be able to prove that you have also found the violation and dealt with the driver in some manner of remedial training or discipline.

Each time an auditor finds an HOS regulation violation, there will be a fine to the carrier for not finding the violation and the driver as well for committing the violation. Typically fines for HOS violations run anywhere

from \$250 to \$1,500 or more. Do the math. If the carrier has 100 trucks, its sample size for audit would be 18 drivers (Based on NSC Standard 15 Facility Audits). If an auditor was to find two violations per driver audited, here is what the potential fines could be:

- 18 drivers X two violations each = 36 citations issued.
- 18 citations issued to the carrier for failure to discover violations.
- One citation of failure to monitor compliance with HOS regulations.
- Total citations issued: 55

$55 \times \$250 = \$13,750$

$55 \times \$1,500 = \$82,500$

Fine amounts for these violations could reach \$82,500 or more! A carrier running at a four-percent profit margin would have to generate \$2,062,500 in revenue simply to offset this cost. ▲

Brian Botham, CDS, is a Certified Director of Safety through NATMI. He can be reached at 519-533-3656 or bbotham@cmvsafety.ca.



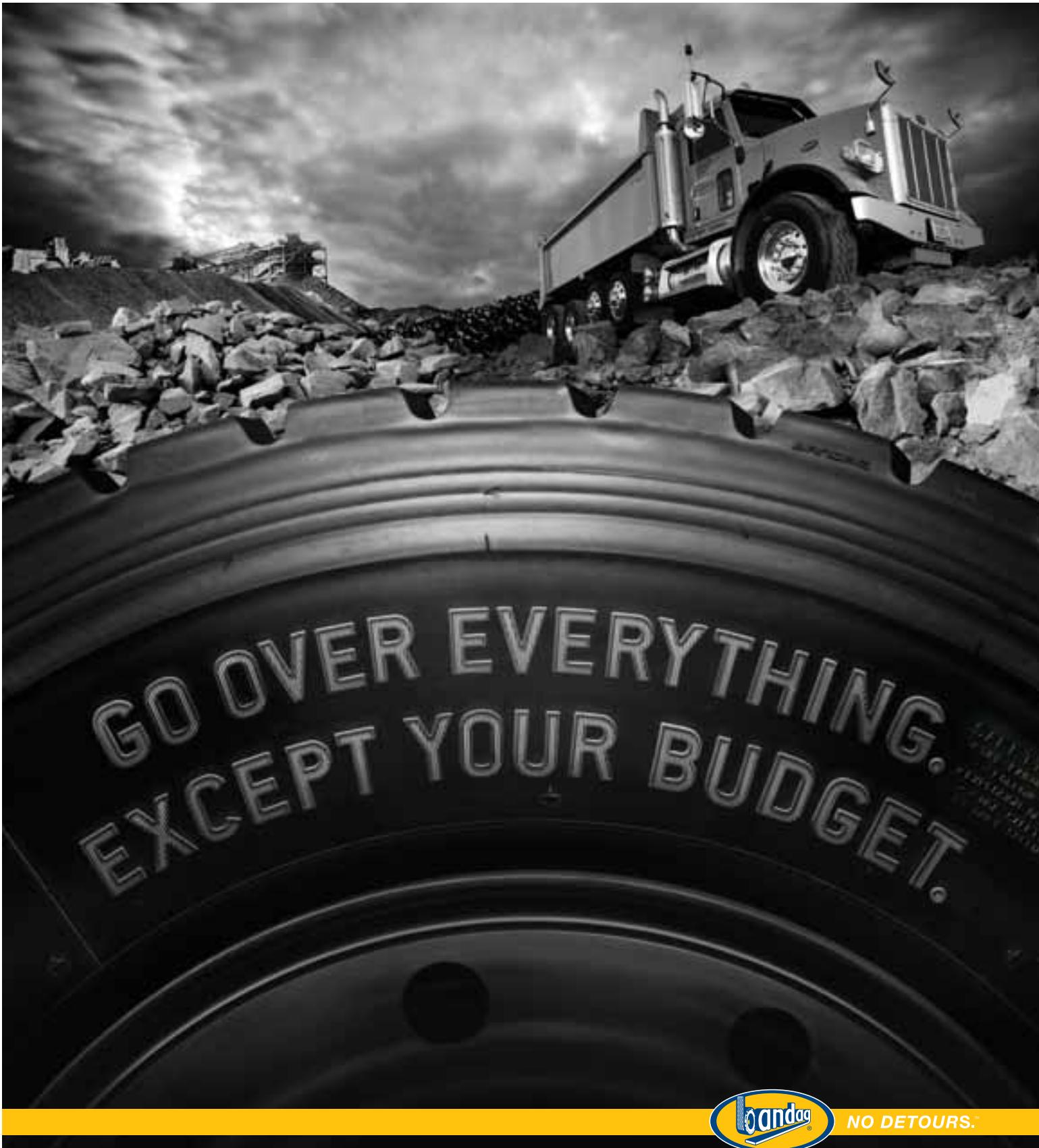
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Rob Hammill
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Driving Passion

drivers How to keep “drivers who love driving” off the endangered-species list.

By Michel Patry

Ask any truck driver what he does with his free time and chances are he'll tell you he drives something.

You might think that after traveling a couple of thousand miles every week a driver would try to stay off the road.

But you would be wrong. Most of the drivers I know are like me and enjoy driving so much they do it on their days off.

It could be a truck, motorcycle, boat, car, snowmobile or, in some cases, plane. Drivers want to be on the move.

Sometimes, my way home from a trip, I'll catch myself planning where I'll go on my motorcycle when I finally park the truck for a couple of days.

It's not uncommon to hear about a driver who, after a long career in trucking, retires and buys an RV and crosses the continent all over again, this time stopping to explore places he couldn't when he was working.

Friends often wonder how come I'm not fed up with traveling all the time.

Actually, it's pretty simple. I love to drive.

For one thing, it constantly challenges my abilities.

It started while watching with amazement as old gear jammers shifted Mack trucks with double-stick transmissions without missing a beat or even touching the clutch.

It was like watching a pro athlete make an incredible play look easy.

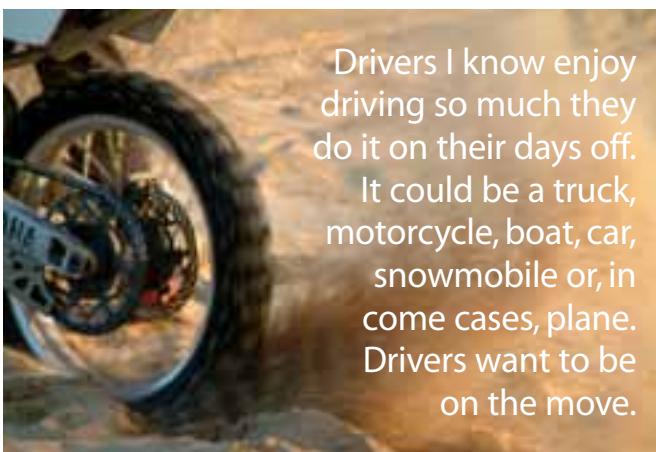
When I was young, I learned that shifting is not that simple. I had a nasty habit of tangling the transmission's gear linkage, and we had to take a hammer to it underneath the truck to get going again.

One of those old-timers (my Dad) carried a wooden ruler and each time I was

different. Every snowstorm hones my skills.

Every day as I negotiate traffic I learn different ways to anticipate movement around me and keep this moving warehouse of mine on its wheels.

We all know that because of our size and weight we have to be the safest drivers



Drivers I know enjoy driving so much they do it on their days off.

It could be a truck, motorcycle, boat, car, snowmobile or, in some cases, plane. Drivers want to be on the move.

about to shift but touched the wrong shifter, he would whack my fingers.

With Dad and guys like him, I learned not only how to drive but how to sense a truck's behavior—how to interpret each sound of the engine, transmission, differentials or tires.

I learned to subconsciously monitor gauges and catch the slightest movement of any needle.

I learned to judge engine speed by ear and shift gears instinctively.

To this day, I'm picking up new skills, and that's what stimulates me.

Every time I have to back up my trailer somewhere it's

on the road, and even if by nature we're loners, we all have family at home too and wouldn't want to hurt our own or anybody else's.

I often prefer to drive at night. Traffic is lighter and four wheelers are mostly out of the way. It's less stressful.

From my seat, I can see long convoys of trucks traveling through the dark and I feel like I'm part of a gigantic bloodstream. The interstate is like a huge main artery, delivering a long and continuous flow of trucks filled with groceries, clothing, gas...anything.

Through that artery, we deliver our loads to large cities from which some trucks will split and take secondary

roads, which are like smaller veins, to reach the towns and villages. Finally, small trucks take over and nourish the communities, replenishing our lives with anything we might need to survive wherever we are, who ever we are.

I love trucking because it matters. It's an indispensable service.

I'm not sure many other industries enjoy the proud and passionate workforce that trucking does.

Too bad it's at risk.

The passion is in danger of being killed. Drivers are growing frustrated by new regulations telling us when we're tired, the 24-hour-a-day scrutiny, the continuously added responsibilities dumped on us by just about everyone else in the supply chain.

Who wants to transform drivers into emotionless chunks of machinery dependent and controlled remotely by a satellite system?

If the industry is really serious about the driver shortage, these issues must be addressed and drivers should be left to do what they do best, which is, drive trucks.

Lately, some signs appeared on the back of our trailers telling the public “Good stuff... trucks bring it.”

A truck doesn't bring stuff. A driver does.

A truck without a driver is a piece of equipment standing still. ▲

Michel Patry is a veteran owner-operator from Montreal.

The search has begun for the

2008 highwaySTAR of the Year

We're looking for one driver who embodies the term professional. A driver with that certain outlook on life and the industry that sets them apart from the rest. A driver who gives to the community, operates with the highest regard for other road users, and who generally sits tall in the saddle. In short, we're looking for a driver with STAR quality to be the 2008 highwaySTAR of the year.

The highwaySTAR of the Year award is open to

ALL drivers — company drivers and owner-operators alike. If you know someone worthy of such an honour, please take the time to complete the nomination form and return it to us as soon as you can. We'll be presenting the award during Truck World 2008, at Toronto's International Centre on Saturday April 19, 2008. Forms are available on-line at www.highwaystar.ca, www.todaystrucking.com, or use the form on the opposite page to tell us about your nominee.

\$15,000 in cash and prizes

- \$10,000 in cash
- Travel and accommodations for two to Toronto during Truck World 2008
- An Espar Heater System
- Road-ready, trucker-friendly laptop from OBAC
- Special-edition leather highwaySTAR jacket with winner's name and highwaySTAR of the Year logo



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Jim Park, Editor highwaySTAR

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We Need Your NOMINATIONS!

Please nominate someone who is more than a little bit special and truly deserves this award. Someone who is more involved in the industry and community than is utterly necessary, and is dedicated to professionalism with a clear commitment to safety and fuel efficiency. We're looking to recognize the whole person for all they do in life, not just the person behind the wheel. Our "highwaySTAR" will be honored during Truck World 2008 in Toronto on Saturday April 19, 2008.



Please take a moment to NOMINATE someone today.

The highwaySTAR of the Year may be nominated by anyone with a business or personal relationship to the nominee.

We will conduct follow up interviews with both the nominee and the nominator to ensure the accuracy of the information provided.

I WOULD LIKE TO NOMINATE:

Name: _____

Company driver Owner-operator

Current employer/contracted to

Home Address:

City: _____ Province: _____ Postal Code: _____

Tel. home: Bus: Mobile:

NOMINATED BY:

Name: _____

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

Address:

City: _____ Province: _____ Postal Code: _____

Tel. home: Bus: Mobile:

TELL US ABOUT YOUR CHOICE. USE ADDITIONAL SPACE IF NECESSARY

TELL US ABOUT YOUR CANDIDATE USE ADDITIONAL SPACE IF NECESSARY

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

Remember, we can only judge your nominee by what you tell us. You may make a stronger case by sending additional information on a separate sheet.

Feel free to include supporting documentation with your nomination.

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

highwaySTAR of the Year
451 Attwell Drive, Toronto, ON M9W 5C4
Deadline for entries is March 1, 2008.

Description of selection criteria

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

All nominees will be awarded points based on the extent of their community and industry involvement, efforts to improve our industry's image, general outlook on life, safety record, and years of service.

Nomination forms will be reviewed by a panel of editors and contributors to highwaySTAR magazine. A short-list of finalists will be peer-reviewed by a panel of drivers and owner-operators from across Canada.



COVER FEATURE

THE SECOND OF A TWO-PART SERIES ON CANADA'S—AND TRUCKING'S LABOR PROSPECTS.

YOU KNOW THAT DRIVER SHORTAGE WE'RE HAVING NOW?

Experts say it's a tea-party compared to what's coming. The next generation of fleet owners will have to look far and wide and cleverly for skilled wheelmen.

AS THE WORLD C

BY MARCO BEGHETTO

GO FORTH AND MULTIPLY. It must have been quite the order to hear for Adam and the 'ol lady, who probably didn't have much else to do in, say, 1 gazillion BC. One wonders what the response would be from Canadians these days if such a call came down from the clouds. Judging from our present birth rate of 1.5 babies per man and woman, it seems that being fruitful might take a lot more motivation.

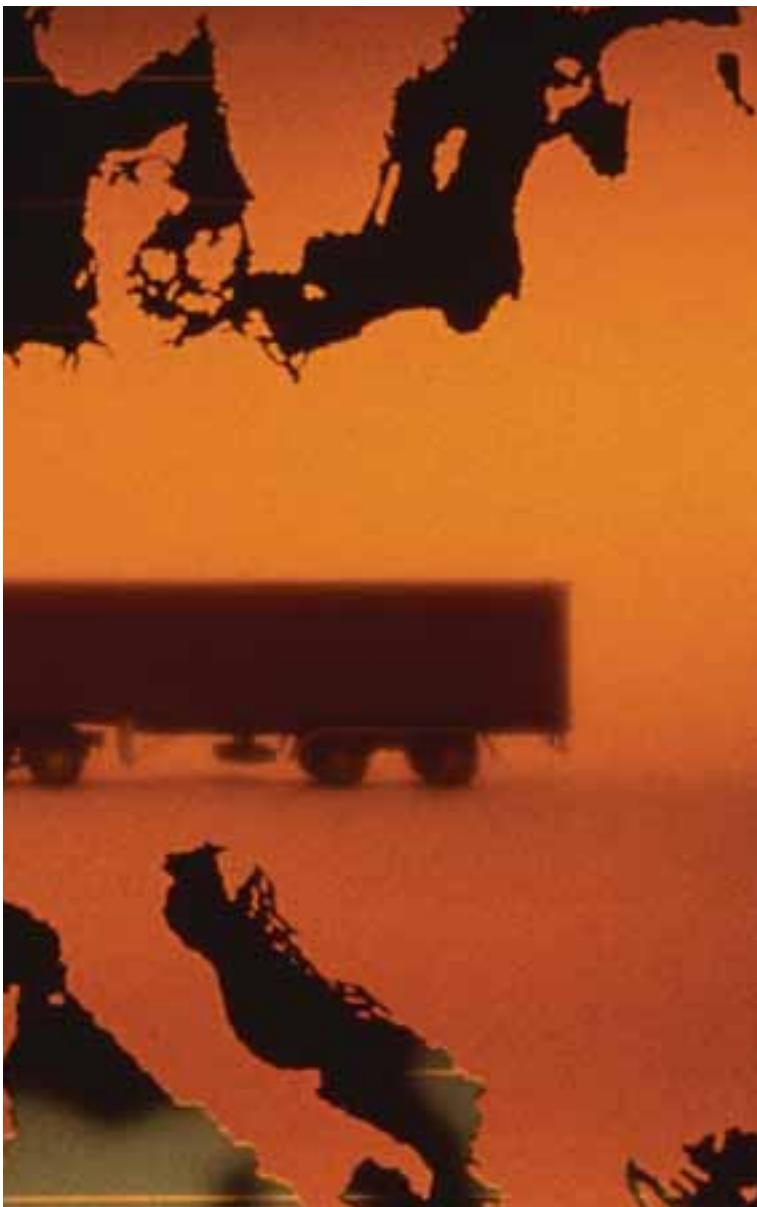
Canada is getting older—and fast. The country's birth rate fell to its lowest level since 1921 a couple of years ago, and

declined by more than a quarter between 1992 and 2002.

But when it comes to dwindling demographics, we're not alone among westernized nations; and we're far from the worst. More than a handful of EU countries have birth rates between 1.1 and 1.3 babies-per-couple—almost half of the required 2.3 births considered by demographers as "replenishment rate" for a functioning society.

In other words, there are dozens of nations that are cutting each successive generation anywhere from 25 to 50 percent of the required proportion. (At 2.1, the U.S. is the only G8 nation hovering at replacement rate).

While there's been much ink spilled on the demographic question, much of the mainstream media has sidestepped the root causes: Dependency on more effective birth control; career women entering the workforce and delaying, or opting out of,



HURNS

child-rearing; and skyrocketing divorce rates over the last 50 years are some of the explanations of “progressive” nations birth rates in reverse.

As the Canadian family rapidly shrinks, so does our national labor force. The long-term implications, therefore, are disconcerting for the country’s culture and economic sustainability.

“The demographic picture is bleak. No doubt about it,” says David Foot, expert demographer and economic professor at the University of Toronto. “Twenty years from now there will be a shortage in a lot of occupations because we haven’t recruited into those occupations and we have a dearth of people under 35 years old.”

Trucking, which is not regarded as a first-choice career path for the eroding number of young people, is sure to experience the worst of the impending labor crunch, says Canadian Trucking Alliance (CTA) CEO David Bradley.

“There are other industries having issues as well, but I don’t know of any that have a bigger challenge than the trucking industry,” he says. “If you think we have a shortage now, it’s a tea party compared to what we’ll see 20 years from now. The trend lines are abundantly clear for anyone who wants to see them.”

While there’s been much debate over the accuracy of its projections (see “Is a Massive Shortage Really in the Cards?” page 36), the Canadian Trucking Human Resources Council (CTHRC) estimates about 400,000 drivers will be needed in Canada over the next 10 years.

Until recently, almost as many drivers were entering the industry as leaving it, keeping driver demand and supply averages more or less in balance. But with the baby boomers slated to retire or switch to more age-sensitive careers in the next 15 years, and precious few young people left to take over, there’s little doubt the influx of new truckers will dry up faster than a U.S. border guard will confiscate your roast beef sandwich.

As New Brunswick-based Warren Transport President Vaughn Sturgeon says: “After the boomers are gone, they’re gone.”

As detailed in the first part of this series (“Slow Drivers Ahead,” July/Aug., 2007), it would make sense for the trucking industry in the near-term to take advantage of the demographically top-heavy 50-plus generation by getting creative with pay packages; accommodating lifestyle changes with more “hub-and-spoke” and relay operations; and aggressively marketing the job to people recently retired from other industries.

There are those, however, who argue that trucking continues to ignore a number of untapped resources.

Fleets like Reimer Express, Trimac, and Yanke Transport have experimented with recruiting native drivers—with limited results. On the surface, more aborigines as truck drivers seems logical since they’re one of the few demographic groups growing in Canada. Plus, there are cross-border advantages, as they are not subjected to U.S. cabotage rules.

But as Yanke Group of Companies President Scott Johnston points out, native leaders aren’t interested in exporting labor outside of reserves.

Then there’s women. But while it’s true there has been an increased presence of women in the industry over the last 15 years, don’t kid yourself into believing that anything other than a small minority will ever be interested in hauling freight for a living—no matter how many auto transmissions carriers spec.

Like it or not, the only sustainable long-term solution to our driver shortage woes is immigration—even if the industry immediately figures out how to better accommodate the current pool of young prospects and veteran drivers.

A handful of Canadian carriers (mostly those in overheated western markets) have begun building pipelines across the pond and are actively recruiting professional European truckers.

Denis Prudhomme, of 100-truck beverage hauler Prudhomme Trucks in Regina, has been flying overseas in search of European workers for his own fleet and on behalf of the Saskatchewan Construction Association. Prudhomme, who’s establishing a company to scout foreign drivers for other small businesses, says if it weren’t for his immigrant workforce, he’d have cut his fleet in half by now.

Cover

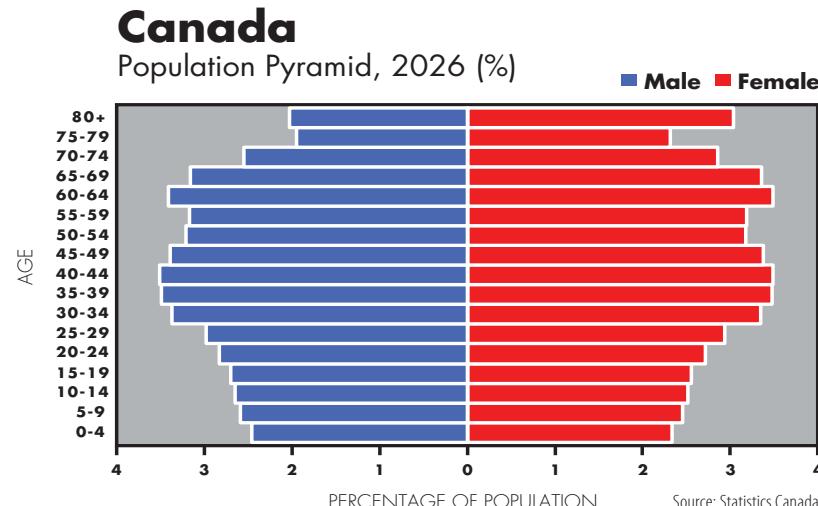
"Everybody seems to be in a state of paralysis. There's guys sitting around complaining they have no workers. But we're doing something about it," he says.

Until now, the U.K. has been a decent source of offshore labor, especially for cross-border operations. Yanke's Scott Johnston, whose company arguably runs the most extensive foreign-recruiting strategy among Canadian fleets, has been bringing British and Scottish truckers to the Dominion for years. "From our perspective, given that 49 percent of revenues are generated from the U.S., we needed to make certain whoever we brought into Canada would qualify for the [U.S.] Visa Waiver Program," he says.

The retention rate for U.K. drivers has been about 70 percent for Yanke and about 60 percent for Prudhomme. Some of the rest go back to England or follow Canadian truckers to higher-paying jobs in oil-rich Alberta.

More recently, both carriers have been successful at recruiting and retaining drivers from Ukraine, where the unofficial unemployment rate is 40 percent.

"Their work ethic is phenomenal; they're highly skilled and used to driving



Source: Statistics Canada

similar equipment," says Prudhomme. "From my point of view, the British culture and Canadian culture have one thing in common—the language. The Ukrainian culture and the Canadian culture have one difference—the language."

SECONDING THE NOMINATION

Immigrants have almost exclusively made up Canada's total labor-force growth over the last couple of decades. But without a

comprehensive national immigration policy, the benefits to many businesses have been modest at best.

Immigration Canada only hands out workers' permits to foreigners the government has deemed "highly skilled" and "in short supply." It's been tough to convince Ottawa bureaucrats the first criteria applies to truckers while nation-wide, there isn't enough freight being left on docks to prove the latter.

So far, fleets like Yanke have imported

Is a massive shortage REALLY in the cards?

The term "truck driver," as defined in any statistical profile, covers a lot of ground. Pinpointing the exact number in Canada is difficult because of the variety of sectors in which drivers work.

The Canadian Human Resources Council (CHRC) estimated a few years ago we'd need 400,000 drivers over the next 10 years. Extending that timeline even further, we'll probably need more by their count. But how much worse is the long-haul situation really going to get when you factor the changing landscape of trucking and any number of market curveballs that have yet to be pitched to the industry?

While a few overheated markets are surely spiking wages, for the most part the industry's behavior towards pay rates, especially for owner-ops, hasn't changed radically enough to signify a major shortage in the short-term.

"There have been phony driver shortages at times over the years," says Canadian Trucking Alliance (CTA) boss David Bradley. "What's the definition of a driver shortage? Well, it should be when freight is left at the dock, which really isn't happening right now."

But as detailed in the accompanying feature, the demographics for this country are bleak. The largest group of male Class 1 license holders in 1997 was between 35 and 44 years old. Those guys are 10 years older now and the number of men under 35 is shrinking rapidly. On the

surface, the demand for drivers in the hundreds of thousands seems realistic.

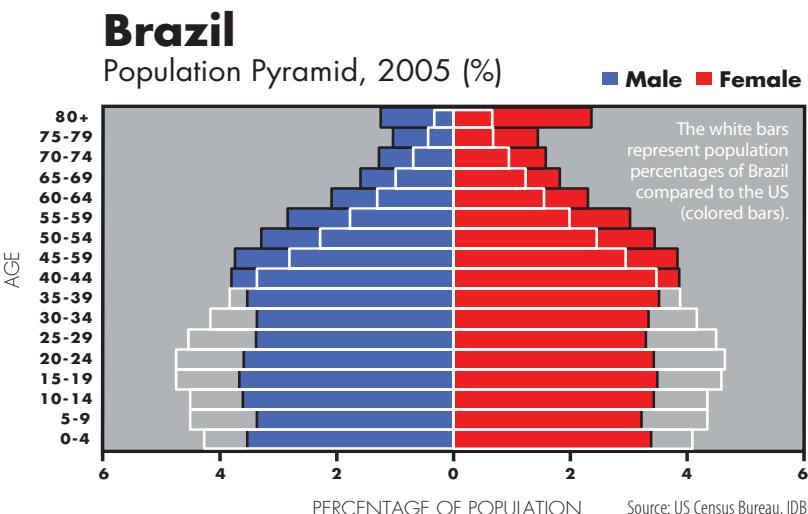
But the next chapter of trucking's story has yet to be written and economic shifts, operational changes, and future regulations could put a spin on driver shortage projections.

The introduction of LCVs in all sorts of lanes across North America, for example, will increase industry capacity while reducing the need for drivers.

It's also possible that if the Canadian dollar remains high for the foreseeable future, many of those dried-up southbound lanes won't return, lessening demand for long-haul operators.

In reaction, a return to a hub-and-spoke distribution system and more regional coastal trucking centered on Asian-driven drayage demand could attract a whole new crop of drivers—who get to go home at night and wouldn't ever have considered the job otherwise. Further industry consolidation, a renaissance of rail, as well as more intermodal and short-sea shipping could also bite into long-haul demand.

Says Scott Johnston, president of Yanke Group of Companies in Saskatoon: "We have to remember that the marketplace is not static. It will continue to change as we watch the Hershey



offshore drivers through various provincial nominee programs (PNPs). In conjunction with Human Resources and Skills Development Canada, long-haul drivers are allowed in on a temporary work status.

Alberta, Saskatchewan, Manitoba and the Atlantic provinces have PNPs for long haul drivers. In B.C., officials recently told the B.C. Trucking Association (BCTA) that professional drivers on a “critical shortage” list could be accepted soon. Ontario announced a pilot PNP earlier this year

that doesn't include truck drivers, but OTA's Bradley suggests truckers could be part of the program when it's made official.

The details vary in each jurisdiction, but mostly employers make job offers and then the operators, while on a temporary work Visa, are subsequently nominated for landed immigrant status. In some provinces, the worker can apply to the federal government for permanent residency while they're here.

That's not so easy in Alberta however,

plant move to Tijuana, Mexico, and we buy another container chassis for [export] to China.

“We will continue to see manufacturing off-shore; products will be more readily sourced elsewhere. Trucking will become more regionalized and less transcontinental.”

Not counting immigration, changes in industry attitude could

road-ready drivers to show up at the door.

All that said, each of these factors—even combined—will likely alter the capacity situation only slightly. The fact of the matter is that the science of demographics is clearly about to deal the trucking industry a really rotten hand.

Plus, it can't be ignored that the vast majority of young people in this country simply have too many choices more appetizing than hauling freight.

Here's what Dale Ritchie, president and CEO of McKenzie College, Halifax, N.S. told us a while back in comparing a computer-animation program at his school to the skills acquired in a truck-driving program: “In 10 months, at a cost of \$6,000, I can put a student into a \$20-per-hour entry-level job they can literally do at home. The skills are completely portable and they earn while

they learn. There's tremendous demand for IT skills today, and there's tremendous flexibility associated with a job like this.”

Compete with that.

“Twenty-five years from now,” predicts Johnston, “there will still be people in the trucking business, still with un-staffed trucks, and still trying to [recruit] in an industry that is no longer attractive to young people based on the environment they've grown up in.”



also affect future labor capacity. Marketing to women as well as changing insurance policies so that high-school students without post-secondary ambitions could be targeted right away might also make a small difference.

Additionally, a comprehensive apprenticeship and intra-industry training strategy could produce skilled people out of those formerly deemed too inexperienced by carriers expecting

where the worker has to head home after a year.

It's no surprise that in an industry with long-held traditions like trucking, there are more than a few folks not sold on immigration. Call them cynics, but they argue that some fleets wouldn't have to venture across an ocean for help if they upped the ante for domestic drivers at home.

But considering all the costs—both capital and ancillary—and the risks associated with offshore recruiting, it's hard to believe anyone would play this game if they weren't truly convinced they're approaching a dead end in securing long-term manpower.

Yanke's Scott Johnston guesses the up-front costs to bring just one driver to Canada totals well into five figures.

First there are international advertising expenses. Then the travel costs of flying overseas and conducting information seminars and personal interviews with select applicants. At that point, Yanke shows a three-hour presentation detailing the company's operations and life of a long-haul driver in North America.

Back in Canada, a chosen driver is put through an orientation workshop and after passing the ministry road test, is

ILLUSTRATION: Karen Head

Cover

retrained in-fleet with an on-road mentor. At the same time, the carrier is responsible for getting the driver his SIN, health card, and DOT medical certification, among other documents.

None of that includes the morally and economically responsible investment a fleet has to make to help settle and assimilate the driver and his family within the larger community.

"That's the most critical aspect when we're doing interviews. We have to establish how optimistic the individual is; how pioneering he is. If there's any uncertainty at all, it won't work," says Johnston.

"It takes a certain personality to accept change. Those who recognize this is a new page and accept a new way of life have been extremely successful."

For those reasons, adds Prudhomme, a fleet with the wits to give offshore recruiting a shot would do well to try and place foreign drivers in an identifiable community—Ukrainians in Regina or Germans in Kitchener, Ont., for example.

"It's just like a merger or acquisition

between companies where the most important thing is the alignment of company culture," he says. "I think it's the same when you're recruiting abroad. You have to get the people that will fit in the larger culture."

For now, however, that makes recruiting foreign drivers difficult for cities not named Toronto, Montreal, Vancouver or Calgary. As Vaughn Sturgeon attests: "There's no doubt that immigration will be looked upon as one of the long-term solutions. The problem for Atlantic Canada, however, is that once they're here, they're easily lured to big cities [to the west]."

THE FUTURE BELONGS TO THE YOUNG...

As mentioned, most countries on the Continent are facing their own birth dearth: France (1.8 kids per couple); Holland (1.7); Germany (1.3); and astoundingly, Italy and Spain (1.2 and 1.1 respectively). In the U.K., where Canadian fleets have traditionally plucked drivers, the rate is 1.6, suggesting the preferred fishing holes are drying up as quickly as Canada's.

Eastern Europe's extraordinarily high unemployment rate will continue to push drivers here in the medium-term, but birth rates (Russia 1.3) and low life expectancy for males in that part of the world suggests businesses need to begin examining the demographic and economic trends beyond those borders.

"Twenty years from now, the U.K. and much of Europe won't be able to be the release valve of human resources some companies are currently tapping into," says Dr. Foot, who also authored the popular book on demographics *Boom, Bust & Echo*. "The traditional sources are not likely to produce substantial results when your kids are running the business."

So where to? Examining the global demographic outlook, there are several nations—mostly in the third world—with more young people than old. China, surprisingly isn't one of them, thanks in part to a medieval-like, one-child policy.

Much of the Arab world is spilling over with young people; but geopolitical issues and the fact many of those countries are

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Cover

excluded from the U.S. Waiver Program list, don't make such drivers a logical option for a lot of Canadian carriers.

Dr. Foot instead points to Mexico, South America—namely Brazil—Malaysia, India, and Indonesia as a few potential labor pools for the next generation of fleet owners.

Prudhomme insists he'll be ready to react when the time comes.

"Right now we're in the Ukraine. If that dries up or changes, we'll have to have the systems in place so that we can adjust and go where the resources are. It's that simple."

Although most progressive fleets in Canada are only interested in targeting professional and skilled truck drivers from abroad, some in the industry wonder if general migration from third-world coun-

tries could usher untrained workers into the trucks of less scrupulous fleets.

Like the cab industry, trucking is a relatively easy profession to get into for people who can't find work in other fields, and as a result of the inflated capacity the industry could potentially see a return to the price wars that plagued it for 15 years.

When there's a downward push on rates, winners and losers are sometimes separated by mere pennies per mile. In order to avoid such a widespread scenario, the OTA's Bradley says Ottawa must establish a national immigration policy for trucking so that fleets who need professional drivers in the future can get them without flooding the market with cheap labor.

"While there may be a risk of that in certain markets, I generally don't buy that we'll end up with a glut of unskilled drivers, [provided] there are safeguards in place to prevent people from being sold a pig in a poke to come here and work for slave wages. Most carriers I work with use immigration to bring in skilled, experienced people to step in and do the job right away."

Commensurate with immigration over the next 20 years "will have to be a revolution in investment in driver training," adds Bradley. "Not only for attracting young people or career changers that are resident Canadians, but because of the numbers game and the [need] for immigrants, we're going to have to train these people to our standards as well."

Joanne Ritchie, executive director of the Owner-Operators' Business Association of Canada (OBAC) is less worried about immigrants coming to Canada to cut rates, as she is about potential rate-cutters stepping in to fill the seats of qualified drivers who leave the job because the industry continues to be heavy on recruiting, but light on retention.

"If you bring in a whole bunch of drivers and business-savvy owner-operators to market, no matter where they're from, it won't make a difference unless you have a receptive carrier, and in turn, a shipper community," she explains. "By simply bringing in more qualified truck drivers, we're not going to retain them unless we're making the job more attractive as a career path, and not just a way to get into the country." ▲

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A

mong the many fuel-saving strategies you might employ, spec'ing the new generation of wide single tires is one of the most effective ways to make a good dent on your part of our environmental footprint.

Put your fuel bill on a diet, to the tune of at least four percent, and you'll reap big rewards by making both your bank manager and David Suzuki smile at the same time.

"At least four percent" is the fuel-saving claim that Michelin makes for its wide single tires when used on both tractor and trailer in a typical 80,000-lb U.S. spec. Bridgestone, the other key player in the singles game, says you'll save between two and five percent in linehaul work.

Goodyear, by the way, is not marketing wide singles at present.

Single Savings

BY ROLF LOCKWOOD

Fuel and weight gains are to be had with the new generation of wide single tires.

To clarify Goodyear's position, marketing communications manager Tim Miller says they do in fact sell wide singles for both drive and trailer positions here in North America, but the tires are European and imported—mostly for Schneider National—on a special-order basis only.

Turning 18-wheelers into 10-wheelers sounds wrong but fuel gains mean you would save somewhere between \$2,500 and \$3,000 on each rig annually. With just 50 of them in your yard, that's at least \$125,000. Even after taxes, there's your new Harley, and the rest you can use to fund the first three months of your kid's university career. Those figures assume, for ease of calculation, 100,000 miles in a year, 6.5 mpg, diesel at 95 cents a liter, and a four-percent reduction in fuel used.

So why are wide singles going to save fuel? It's about rolling resistance, and singles drop that by about 12 percent. Mostly it's because you've only got half as many sidewalls flexing, which creates heat and wastes energy.

But the advantage goes further, because you'll spend less to buy singles and the appropriate wheels in the first place, though retrofitting doesn't make financial sense.

You'll save weight as well, and if you can actually exploit

WHERE THE RUBBER MEETS THE ROAD: Bridgestone is starting to make its presence felt in the wide single world. Shown here are drive and trailer models on the Greatec line, claimed to save between two and five percent fuel in linehaul work.

that extra payload potential, you can thus put a little more money aside to educate the kid. The saving, depending on whether you're comparing steel wheels or aluminum, will be somewhere between 750 and 1,350 lb, says Michelin.

Miller, an engineer and former tire designer turned marketer, says this is a better reason to make the switch than fuel economy. His point is that you could make similar gains using fuel-efficient conventional tires without the potential complications.

Nonetheless, another advantage to wide singles is the ease with which the air pressure or general condition of four tires on a tandem axle can be checked by a driver or mechanic. Given that most tire failures occur on the tough-to-check inner dual tire, the gain here should be real.

In the shop, mounting and demounting is no different, and singles fit into your cages. But they're heavy, 50 lb or so more than a conventional 11R22.5 drive tire, for example. This means you may have to provide your tire guys with some mechanical means to lift these things.

Speaking of maintenance, one of the perceived downsides to wide singles is that they'll cause you woe if they fail on the road. True enough, if you need a replacement in Timbuctu, you may have an issue.

"Most of the questions we receive from truckers considering X One wide single tires are related to flats and availability," says Michelin's Michael Burroughes. "We've actually



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MICHELIN'S LATEST: THE XDA5

DRIVE TIRE DELIVERS 30 PERCENT MORE TREAD LIFE

Michelin has unveiled its long awaited XDA5 drive tire, sporting a unique self-regenerating tread that we'll see in both new and retread tires. It raises the bar on tire design significantly, part of what the company calls Durable Technologies, a mix-and-match 'chain' of technical breakthroughs.

Michelin says it uses patented techniques to mold the tread of the XDA5 in three dimensions. As the tire wears, the tread reveals new grooves and tread blocks, effectively giving the tire a second life—self-regenerating to improve wet, worn traction. This regenerating tread design keeps the tire in service longer before retreading—the company claims an impressive 30 percent improvement in tread life over all other drive tires.

Not surprisingly, the challenge of employing three-dimensional features in the tread demanded innovation in both design and manufacturing.

'Double-wave Matrix' sipes give the XDA5's 30/32-deep tread



blocks the ability to lock together in all directions, delivering rigidity, resistance to scrub, and minimizing the irregular wear normally associated with deep-tread-block

designs. At the base of the Matrix siping, a raindrop-shaped groove is molded into the center of each tread block that reveals a new groove when the tread has 10/32s remaining. At that point, the Matrix sipes gradually open to create new lateral grooves. It means the tire

delivers more consistent levels of grip and improved worn traction throughout its tread life, which should encourage maintenance managers to remove the tires at a lower tread depth, thereby providing additional mileage.

The new tire also boasts a footprint that's over 10 per cent wider than its predecessor, delivering a larger contact patch and, in turn, superior stability and handling throughout its life.

The Michelin XDA5 tire will be available in four sizes, the 275/80R22.5 and 11R22.5 now, followed by the 275/80R24.5 and 11R24.5 late this year or early next.

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had a lower instance of flats and in the unlikely event it does happen, we have set up a toll-free number to get a replacement tire for the vehicle as soon as possible."

While the poster-boy fleet for successful use of wide singles in Canada is Danfreight of Joliette, Que., another pioneer is an Ontario owner-operator.

Wayne Robertson of Kitchener has had 455/55R22.5 Michelin X One tires on his 2002 Peterbilt 379 since 2004. He pulls a 48-ft stepdeck and runs the Toronto/Texas corridor with 75,000-lb loads.

"I have experienced excellent traction and stability with these tires, and my fuel economy has improved by at least one half mile per gallon," he says.

"My tires will soon need to be replaced but I have about 450,000 km on them," he says, "and would have gone further if I had recognized early on that I didn't have enough pressure to keep the tires wearing evenly across the face."

Robertson's happy experience points to the importance of proper maintenance in general, pressure in particular, and the

jury's still out on whether singles need more careful care.

Other single advantages, and anecdotal driver reports confirm them, include quieter running, a superior ride, and better, more precise handling.

But can you use them in Canada? Well, there's been progress with provincial regulators and weight allowances, but there remains a barrier promoted by pavement engineers who confuse the new generation of singles with the older versions often called 'super singles' or 'flotation' tires. The latter did indeed damage pavement, but several studies have shown that the current breed of singles do not. Or if they do, the effect is minor.

Manitoba recently announced it would allow singles 7,700 kg (16,975 lb) per axle, as B.C. did a while ago. Nova Scotia just announced the same weight allowance and New Brunswick is expected to follow suit. At those weight thresholds, single tires are mostly economical for U.S.-bound loads, where the 17,000 kg maximum (7,700 kg per axle) is at par. Ontario allows 8,000 kg

(17,367 lb), but only Quebec gives the full 9,000 kg (19,841 lb) enjoyed by dual tire sets (by permit only). All other provinces and territories are still stuck with the rule that says no single tire can carry more than 3,000 kg (6,614 lb) or 6,000 kg per axle.

Are wide singles for everyone, anyway? Clearly not. They're best for folks with kids in college. ▲

FOR MORE INFO

SEE WWW.TODAYSTRUCKING.COM; THE "TIRES AND WHEELS DECISION CENTER." SPECIFICALLY, BE SURE TO READ THE SINGLE-TIRES REPORT FROM SMARTWAY TRANSPORT PARTNERSHIP OF THE U.S. ENVIRONMENTAL PROTECTION AGENCY (<http://www.todaystrucking.com/news.cfm?intDocID=18341>)

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BY JIM PARK

International promised ProStar would be a huge leap forward in truck design and they've delivered. Along with a number of essentially new design elements, there's a lengthy list of substantial improvements to existing technology and hardware. The maintenance and service tasks have been significantly streamlined and simplified through a series of well-thought-out design changes, and ProStar's driver environment is the best I've ever seen in an International product.

All this is the result of some serious research into the day-to-day operation of the truck, and what it takes to keep drivers comfortable and happy.

Lets start with the "new and improved" list. The front bumper is designed to tip forward and drop out of the driver's or tech's way to improve access to the engine

compartment. And moving it is a really simple task. Undo two latches, and the bumper drops out of the way.

"We've had really positive feedback on that," says International's Jodi Presswood, the company's Heavy Product Center Program Manager.

"Especially from the maintainers. It requires no tools, it's quick and easy, and there's no need to jump over the bumper or cut the wheels to get at the engine. We've had questions too about the durability of the cables, but we've tested multiple samples through thousands of cycles and free drops with no problems at all."

It looks like a two-piece bumper, but it's actually four. There's a split down the middle for both the inner structural piece and the outer piece.

Some impact may damage the outer piece, but not the inner, so you'd only have to replace the outer section on one side.

Under the hood, you'll find translucent fluid containers for easy fluid-level checks, a proprietary oil-filler cap that has a built-in funnel, a no-mess radiator drain tube, tool-less replacement of the air filter, and more. The fan shroud is a two-piece affair with the top section easily removable for fan or fan drive service.

SO MUCH FOR THE CORNFIELD CADILLAC



We take International's sophisticated, highly engineered and extremely quiet ProStar out for a test ride.

Quick Spin



PROSTAR TEST DRIVE

A big thank-you to Jason Wheeler and Jim Hebe of Co-Van International in Coquitlam B.C., for the Canadian portion of our ProStar test. Hebe owns Co-Van and several other International stores in the U.S. northwest and B.C., Wheeler's the GM at Co-Van. And many thanks to DCT Chambers in Abbotsford for the loan of the Super-Bs.

An owner-op at DCT Chambers had been talking to Wheeler about a ProStar; this was to be his test truck the following day.

This truck wasn't spec'd for Super-Bs, but it did a decent job on the Coquihalla, at least the section we ran. At 500 hp / 1,850 lb ft, the ISX was a little light for the job, and with three-seven-three rears, it was geared a little fast.

Still, that truck (an Eagle trim model) was every bit as comfortable and quiet as the fancier Limited-trim model I'd just driven up from California.

International claims no matter which trim option you choose, all models have the basics in terms of serviceability, ride and handling, ergonomics, quietness of the cab, etc.

That's all designed into the basic platform.

CANADIAN SPEC SHEET

2008 International ProStar (Eagle trim)

56-in. Hi-Rise Sleeper; 221 in. wheelbase

ENGINE: Cummins ISX 500 hp / 1,850 lb ft

TRANSMISSION: Eaton RTLO (F) 18918B

REAR AXLE: Meritor RT46-160, 3.73:1 Ratio

International Air Suspension 55-in. spread

Alcoa Alum Wheels, 11R22.5 Tires

I noticed a little more fan-on time than I had experienced in the lighter American test truck, but this truck was working a little bit harder, and the A/C was running on that sunny, humid Fraser Valley afternoon.

The odds were stacked slightly against the cooling system that day.

In terms of handling and steerability, the Super-Bs didn't phase the ProStar. The on-center steering kept us between the lines admirably, and it was a dream wheeling around the city streets of Abbotsford. I'm pretty comfortable saying ProStar would be equally at home on a heavy-haul like this as with lighter American loads—given a beefier power train.

International offers a 600-hp ISX at 1,850 lb ft, and is in the process of qualifying the 2,050 lb-ft rating for ProStar.



"This is my second Hino purchase in the last 12 months. I like the Hino because its overall performance is outstanding. They're tough, durable and the fuel consumption is excellent. When it was explained to me that Hino's new EPA engine has been used around the World for three years, I had total confidence that this engine has been proven."

Hino 185

Murray Cruickshank
Rayan Investments
Moncton, NB
Recycling, Glass & Aluminum



A lot of work was done to improve the ride quality in ProStar as well as reducing in-cab noise levels. A new sleeper mounting system features an air-over-strut design—the strut takes out the side-to-side and fore-and-aft movement, while the airbag handles the vertical loads—mounted are well outboard of the frame for improved lateral stability.

The styling lines that run along the side of the truck and kick up across the sleeper side panels are not just aesthetic. They help stiffen the side panels to keep engine, road and wind noise out of the cab.

The insulation is still only R3, but it's applied pretty evenly under the cab skin, helping to deaden the outside noise. The thick floor covering helps here, too.

International arranged a terrific test drive for me and Steve Sturgess, editor of the American driver-based magazine *roadSTAR*, in late May. We both came away very pleased with the truck. Improvements in hardware and design are fine, but if they don't work in the real world, what have you really got? ProStar works.

Sturgess and I put over 1,200 miles on the truck, jumping into it at Ontario, California, and dropping it at Jim Hebe's dealership in Tacoma, Wash. We ran I-5 up to Weed, then grabbed US 97, which took us through Bend and Biggs, Ore. Then, it was west to Portland on I-84, and north on I-5 to Tacoma.

Heat, stiff head winds, and crummy interstates plagued us in the Golden State, while some twisty, hilly two- and four-lane roads made the Oregon portion of the trip an absolute pleasure.

If I had to sum up the most dramatic improvement in ProStar it's the quiet. ProStar significantly bettered the previous record holder, Volvo's VN, at 70dB on the sound meter at cruise, but ProStar came in at 66dB at cruise. For reference, my Taurus runs 58dB at cruise. Under a load at 1,300 rpm, it registered 68db—same as with the engine brake on. It's worth noting here that Freightliner's Cascadia is neck-and-neck with ProStar, according to Sturgess' meter and mine.

The DPF kills a lot of the engine brake bark, while a terrific sealing package around the windows, door, and the shift lever takes care of a lot of the road and engine noise.

Many miles of California's badly ribbed I-5 are downright rotten to drive on, but I give ProStar's cab and chassis suspension high marks for taking the jolt out of the pavement separations. It was still bumpy, mind you, but not as jarring as I expected.

ProStar scores high in my mind on driver position and the whole ergonomics thing. The main control inputs and principle gauges are easy to use, but I had to

crane my neck to see a few of the less important instruments.

The very adjustable steering wheel has integrated controls for the cruise, engine-brake, marker and headlight interrupter switches, as well as the horns (air and electric), and the radio volume and tuner.

Access to storage for stuff like maps, cigarettes, and your log book are all easy to reach from the driver's perch, and there's a

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pair of nice cup holders and a perfectly placed ashtray for those who still indulge.

Clearly, some thought went into the cab setup. But, the gear shift needs some work, I think. Spec ProStar with an automated transmission and the problem disappears, but with the manual stick, it's a little hard to reach the far-right gear slots. Also, the



stick is as crooked as a dog's hind leg. It could, I think, be straightened, and tipped a little closer to the driver's right hand.

According to the vehicle information display (standard on the Limited edition trim level, an option on others), we averaged 5.9 mpg for the trip. The truck had less than 3,000 miles on it when we got it, and we pulled a relatively light load at 65,000 GVW.

Still, I thought the headwinds between Los Angeles and Sacramento might have had a more damaging impact on our fuel economy. Sturgess and I stuck to the posted speed limits—mostly—and made a conscious effort to drive it efficiently.

The 485-hp/1,650-lb-ft ISX was a nice match for the work we did. Its modest power rating ensures decent fuel economy, but it's still up to the task of moving freight through the mountains. Of course the engine gets a bit of a break from ProStar's sleek outer profile.

International claims ProStar produces something like 9.4-percent less drag than its closest competitor (whichever truck that is), and offers more than four percent in fuel savings.

Numbers are numbers, but just looking at it you can see where the aerodynamic

shape would cut the wind pretty effectively. They've done a terrific job on improving air flow under, over, and around the truck, and the utter lack of wind noise—even in a crosswind—tells you it's as easy on fuel as it is on the ears.

Drivers of all stripes are bound to like ProStar, even the die-hard 9900 fans will

STORAGE GALORE: A flip-up wardrobe on the rear wall turns useless space into valuable storage space. The aircraft-style cabinets along the walls lift up and lock securely when closed.

ON THE DOWN LOW: The ISX sits low in the frame and it's tucked back under the cab to keep the hood profile as low as possible. All the fluid containers are translucent. The windshield washer bottle holds 2.3 gallons.



come around soon enough, I predict. There's too much to like about this truck to dismiss it as "not my style." Beyond comfort, space, style and driveability, it's an easier truck to maintain.

It's designed with serviceability in mind, and the synchronized service intervals will require 59 fewer visits to the shop for routine maintenance—International claims—over its life span. It'll ultimately be a more productive truck. ▲



Online Resources: HEAR YE! HEAR YE!

There's a lot more to the ProStar than we have space for here. So for a more detailed account of our test drive visit www.todaystrucking.com and click on the "Trucking Life" section. There you'll find an audio presentation detailing much of what we found satisfying about ProStar.

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New Fuels, New Problems

maintenance *Ultra low sulfur diesel is causing unique problems in both cold weather operation and maintenance.* By Deborah Lockridge

George Morrison had some pretty frustrated customers last winter. Morrison's the owner of AV Lubricants, an Exxon Mobil distributor in Columbus, Ohio, and he says he worked pretty closely with customers who were having unexpected problems with diesel fuel gelling and plugging filters.

"It was a real head-scratcher," Morrison says, "because the normal additives that would lower the cold filter plug points were simply not working."

Fuel that had been treated with additives that should have lowered the filter plug point to 20 or 30 degrees F below zero were found in lab tests to have a plug point of 5 to 10 above.

Morrison's customers were not the only ones. Widespread diesel fuel gelling prob-

lems stranded trucks in various locations in late January and early February, according to the American Trucking Associations (ATA).

The problems seem to have been at least partially due—directly or indirectly—to the transition to ultra low sulfur diesel (ULSD) that went into effect last fall.

While this year's experience should lead to a smoother time next year, there are other fuel issues that truck owners and fleet maintenance managers need to be aware of.

Many believe that ULSD will be more likely to have water issues, which is a greater danger than ever with today's engines, and also could mean increased microbial growth.

"Ultra low sulfur diesel is definitely a horse of a different color," says David

Forester, director of technical services at Power Service Products, "and it has created some unique challenges on both the cold flow side and the maintenance side as it relates to the ability to handle water and contamination."

And the increasing pressure to use biodiesel could make some of the issues with ULSD look like child's play.

There isn't a single culprit to blame for the gelling problems that some people experienced last winter.

"The problems that were experienced this year were mostly a result of colder than expected conditions," says Rich Moskowitz, regulatory affairs counsel with ATA, noting that the rash of cold-weather problems occurred at the end of January and into February, when much of

In Gear

We tend to think that ultra low sulfur diesel is all the same. Each refinery's ULSD is a little different. It all depends on the crude oil that they may be starting with, and on the processing.

— Tom Weyenberg, Lubrizol



the country experienced extremely cold temperatures following what had been, up until then, a fairly mild winter.

In fact, notes Gary Pipenger, president of Amalgamated Inc., a custom manufacturer of fuel additive products, in a March 2007 paper investigating winter operational issues of ULSD, "Many parts of North America encountered the lowest ambient temperatures in the last five years for a period of nearly two weeks while experiencing their initial winter implementation of the new ultra low sulfur diesel fuels."

ATA's Moskowitz says that fuel terminals had not properly additized the fuel to perform in that severe weather. "Once the terminals recognized what they were dealing with and used the appropriate additive package, those problems seemed to dissipate."

The U.S. Environmental Protection Agency (EPA) told ATA the gelling problems were not directly related to the chemistry of ULSD, but admitted that some batches of ULSD may be difficult to winterize with existing cold-flow additives.

"We tend to think that ultra low sulfur diesel is all the same," says Tom Weyenberg, business manager for diesel fuel additives at Lubrizol, which makes additives used by fuel refiners.

"Actually, each refinery's ULSD is a little different. It all depends on the crude oil that they may be starting with, and on the processing—how they actually get down to ultra low sulfur."

Some are very easy to treat; some are much more severe. The challenge for the additive company is to find the additive

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In Gear

that best matches the customer's fuel. In some cases, that means optimized performance in a single diesel fuel, and in other cases that means an additive that performs across a broad spectrum of fuels."

Weyenberg says that in many cases, additive makers didn't have a chance to get their cold-flow additives optimized for these many different variations on ULSD before winter hit.

"It's not like the industry had widespread access to ULSD from refineries around the country," he says. On top of that, some disagree with the EPA's stance, saying there are differences in the chemistry of ULSD that affect how additives work.

"The way the additives normally work is they affect the formation of wax crystals," explains John Clevenger, director of global products for Cummins Filtration.

"When you change the fuel, you change the chemical process of how wax crystals form. So it stands to reason—and we've definitely seen it—the previous additives don't work exactly the same."

Amalgamated's Pipenger says the process that refineries use to remove sulfur from diesel not only raises the fuel cloud point (the temperature at which the paraffin in the fuel changes from a liquid to a solid wax), but also can significantly lower the aromatic content of the fuel.

Because of this, he says, when the paraffin changes to solid wax, it is less likely to remain suspended in the fuel. Instead, the wax crystals tend to precipitate faster and accumulate in the bottom of the tank. The solid wax crystals are then drawn into the fuel filter as soon as the pump system is activated, quickly plugging the fuel filter and shutting down the engine.

Another problem was the lack of No. 1 diesel (often referred to as kerosene) available to create cold-weather blends, which has been a standard procedure for trucks operating in northern states and Canadian provinces in the winter.

In order to legally produce such a blend with ULSD, however, the No. 1 now has to be ultra low sulfur as well. And ultra-low-sulfur No. 1 diesel was either not available at all, or was priced too high.

"Many of the major oil refiners decided nearly two years ago not to desulfurize the light distillate [kerosene] stream when the EPA mandate was implemented in June 2006," Pipenger explains. "It is understood that this decision [by refineries] was primarily made in order to preserve the ability of kerosene for substitution into the jet fuel pool during periods of jet fuel shortages."

The result, however, was a shortage of ultra low sulfur No. 1 available to blend with No. 2 ULSD.

"When ultra-low-sulfur kerosene was available, it was at least 20 cents a gallon more," says Power Service's Forester. "In many markets we heard 50 cents to a dollar higher. So people tried to do without it."

Some fleets that were able to get the No. 1 fuel still had issues, reports Pipenger. His company received reports from fleet operators who were diluting with kerosene and still experienced severe fuel filter plugging after weekend shutdowns. Some fleets, he says, blended as much as

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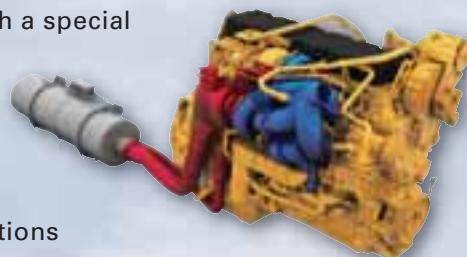
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40-percent kerosene with No. 2 ULSD and still had problems.

On the other hand, he says, some fleets didn't do anything special or different this winter and had no significant issues.

"Odds are that most fleets are going to have to look, at least in the near term, at using their own additives versus getting a blended fuel to cover them in the winter," says Cummins' Clevenger.

Making matters worse, just the process of transitioning to a new fuel could have contributed to filter plugging problems.

"During the transition to ULSD, flushing of lines and tanks may introduce contaminants into the fuel, shortening fuel filter life," says Don DeRoche, manager of heavy-duty technical sales for Fram. "These fuel abnormalities will diminish over the short term."

Another factor in the changeover to ULSD was that ultra low sulfur diesel has a solvent effect. When introduced into an engine for the first time, it will tend to clean out the internal parts. The deposits it has removed from the fuel system get carried along in the fuel until they hit the fuel filter, which catches them, but ends up needing to be replaced sooner than usual.

Many of these issues will likely have improved by this winter. "With a winter season under our belt, we're all looking at the chemistry, at the additives themselves, and how they can be optimized for the ULSD we've seen in distribution," says Lubrizol's Weyenberg. "Refineries may be making some changes at the refinery level, and we're going to see more availability of the ultra low sulfur kerosene." ▲



READY FOR WINTER

To help protect yourself, proactively sample and test your fuel supply before winter arrives. Work closely with your fuel and additive suppliers. "You cannot just additize and hope it's going to provide protection for cold weather," says AV Lubes' Morrison. "You're going to have to test it, and test it often, to make sure you don't get the off load that's going to shut you down on a cold weekend."

Also, consider adding fuel-heating equipment to your trucks. "We had an increase in sales of electric and coolant heat exchanger product mid-winter," says Steve Hardison, Racor fuel product manager, "as operators

realized that the only way to ensure fuel flow and avoid filter waxing was to raise the fuel temperature."

However, Pipenger says, keeping fuel heated at all times can negatively affect the diesel fuel stability, aggravating effects already seen because of the new engines exposing the fuel to higher heats during operation. When diesel becomes unstable, it creates oxidation particulate materials and causes asphaltenes in the fuel to prematurely plug fuel filters.

If fuel heaters are used, he says, you may need to treat the fuel with an anti-oxidation additive.



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MACK TRUCKS offers its new Navion R5000 navigational radio with up to six separate functions, including safety-related devices, vehicle information, and entertainment. It can be ordered now as an option on Pinnacle and Granite models.

The R5000 is Mack-installed, eliminating the need for complicated aftermarket add-on installation. It fits into a standard in-dash radio slot and has a 7-in. color

LCD screen, which displays easy-to-read information in a convenient location. Drivers see vehicle performance and safety information on one display, reducing potential distraction. The unit also has large, easy-to-use controls.

The R5000's navigation system comes pre-loaded with street maps for North America. Other functions include an AM/FM/weather band radio with CD, digital inputs for MP3 players, iPods

and USB memory devices, and satellite radio controller, with a 200-watt, 4-channel amplifier.

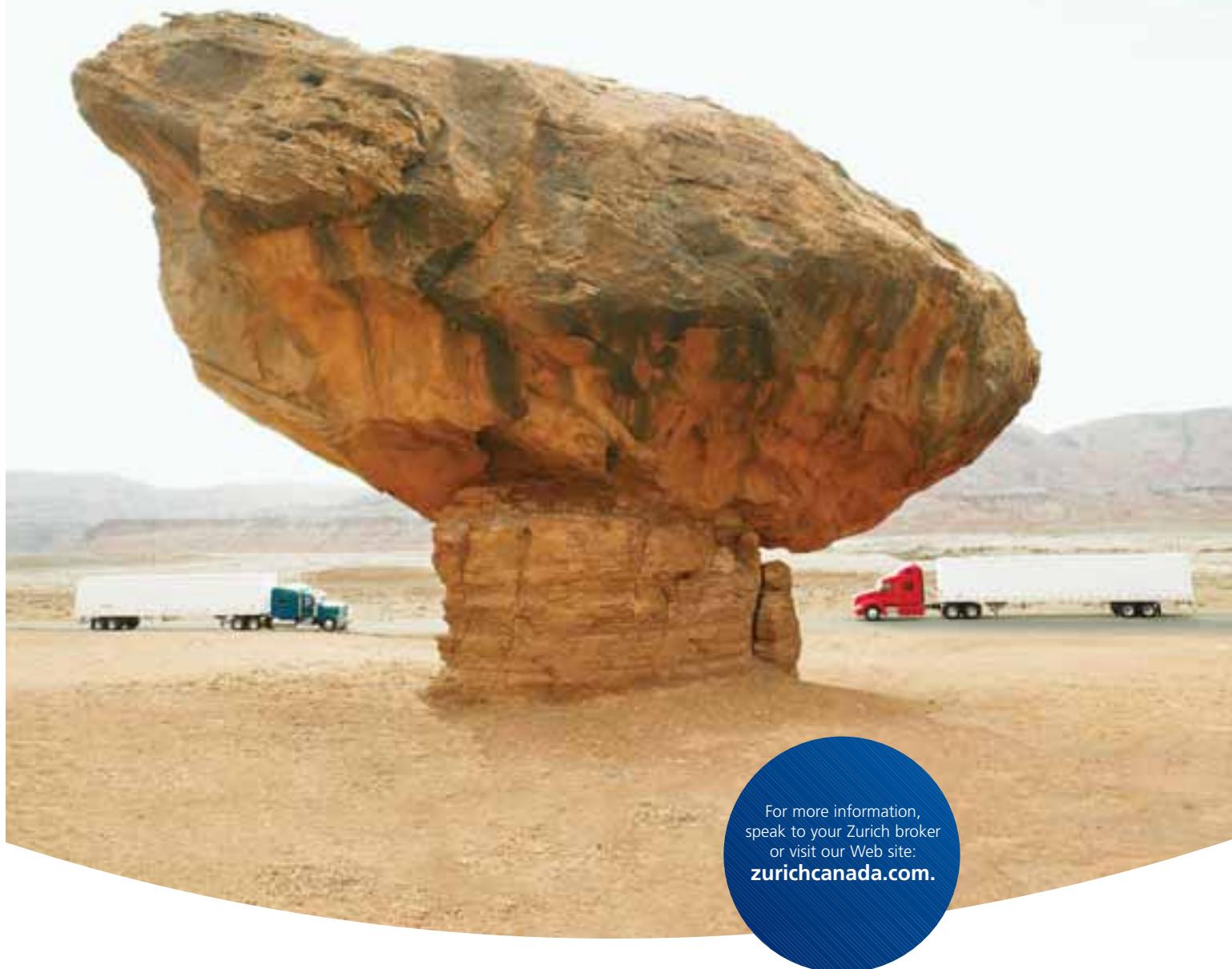
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It's also said to be extremely successful in lubricating rolling doors, chains, pulleys and fifth-wheel springs and rails.

But its most useful skill may be its ability to protect—or even revive—trailer wiring. Spectra says the same properties that allow Termin-8R to stop electrolysis makes it ideal for treating electrical connections and equipment. It's claimed to penetrate and neutralize oxidation and displace moisture to re-establish circuitry. Spray it on power sources, antenna bases, micro switches, pins and connectors to prevent corrosive buildup or moisture contamination. With a dielectric of nearly 40,000 volts, it can be applied to control panels, circuit boards and switches, and electric motors. It has even revived parts after immersion in salt water, the maker says.

When applied to existing corrosion, Termin-8R penetrates the oxidation, dispatches moisture, and then lays down an ultra-thin barrier that prevents further oxidation for a year or more, depending upon its exposure to the environment, elements and abrasion. Even the high-pressure washers common in trucking won't dislodge it, Spectra claims.

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Fontaine PartSource, the new aftermarket parts unit of **Fontaine**

Trailer Company, is offering a new line of aluminum tool boxes for flatbed and dropdeck trailers.

The Fontaine 'Ultimate Tool Box' is crafted with polished door fronts featuring a "mirror-like" finish. Two



T-handle twist locks are said to be easy to operate and are keyed alike for greater convenience. Industrial-strength aluminum construction offers corrosion resistance, longer service life, and light weight. The one-piece door frame provides greater structural integrity, Fontaine says, and the continuous door hinges are "robust". Heavy-weather seals provide a tight, secure fit.

The Ultimate Tool Box is available in single- and 2-door models in 18- or 24-in. depths. The two door model is reversible so the twist locks can be on the left or the right.

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LED WHITE LIGHTING

GROTE READIES LED FORWARD LIGHTING

Grote Industries is set to deliver a "superior" LED forward lamp in the coming months, like that used in a massive 6000-lumen lighting array that competed in the brutal Baja 1000 off-road race.

The development of an auxiliary off-road driving lamp created for last fall's Baja 1000 race was a groundbreaker. The company crafted three, 2000-lumen, blazing-white LED lamps and installed them on a race team's truck. Never before had more LED lighting horsepower been bolted to any vehicle, the company says, adding that they did a better job of

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VANCOUVER *	104.3	0.1	73.4
VICTORIA	101.9	0.6	74.6
PRINCE GEORGE	94.9	0.1	70.5
KAMLOOPS	100.2	2.3	75.5
KELOWNA	101.1	0.8	76.3
FORT ST. JOHN	103.9		79.0
YELLOWKNIFE	111.4		92.0
CALGARY *	92.2	0.4	73.9
RED DEER	93.4	-0.3	75.1
EDMONTON	91.2	0.7	73.1
LETHBRIDGE	92.9	0.5	74.6
LLOYDMINSTER	92.9		74.6
REGINA *	94.9	-1.3	70.5
SASKATOON	97.3	-0.1	72.8
PRINCE ALBERT	95.9	-1.0	71.5
WINNIPEG *	94.7	0.4	73.8
BRANDON	93.9	2.0	73.1
TORONTO *	96.3	0.9	72.6
OTTAWA	95.9	1.5	72.2
KINGSTON	95.9	0.3	72.2
PETERBOROUGH	96.9	1.7	73.1
WINDSOR	93.8	1.3	70.2
LONDON	92.1	-0.8	68.6
SUDBURY	96.4	0.5	72.6
SAULT STE MARIE	98.6	0.3	74.7
THUNDER BAY	98.7	5.6	74.8
NORTH BAY	94.2		70.5
TIMMINS	107.6		83.2
HAMILTON	94.6	0.4	71.0
ST. CATHARINES	93.1		69.5
MONTRÉAL *	105.1	1.3	72.0
QUÉBEC	105.0	2.6	72.0
SHERBROOKE	104.0	3.0	71.0
GASPÉ	102.4	1.5	69.7
CHICOUTIMI	103.7	3.3	70.8
RIMOUSKI	105.2	2.0	70.8
TROIS RIVIÈRES	103.6	1.3	70.8
DRUMMONDVILLE	99.9		70.8
VAL D'OR	105.0	0.5	70.8
SAINST JOHN *	106.1	1.8	72.2
FREDERICTON	105.7	1.6	71.8
MONCTON	105.8	1.8	71.9
BATHURST	105.2	1.8	71.4
EDMUNDSTON	104.8	-2.8	71.0
MIRAMICHI	106.1	1.4	72.2
CAMPBELLTON	106.9	1.7	72.9
SUSSEX	104.3	1.0	70.5
WOODSTOCK	105.4	-1.5	71.6
HALIFAX *	103.1	3.4	71.0
SYDNEY	107.3	5.7	74.7
YARMOUTH	106.1	5.0	73.6
TRURO	104.4	4.1	72.2
KENTVILLE	104.5	4.0	72.3
NEW GLASGOW	105.5	2.7	73.1
CHARLOTTETOWN *	104.0		73.9
ST. JOHNS *	111.3	-0.4	77.1
GANDER	111.3		77.1
LABRADOR CITY	118.4	-0.6	83.4
CORNER BROOK	110.0	-0.3	76.0
CANADA AVERAGE (V)	98.5	0.6	72.8

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slicing through the dust than the truck's overhead incandescent lights. They also outlasted the vehicle itself.

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TRAILER FLOOR

PROLAM'S DURABLE PUR FLOOR

Quebec's **Prolam Inc.** has introduced a new hot-melt polyurethane reactive coating for the underside of laminated trailer floors that's said to eliminate the challenges of traditional water-based paint coatings. The undercoating, called PuR, has superior moisture resistance and outperforms traditional water-based coatings, the maker says.

In extreme weather, water-based paint systems currently used to protect the underside of trailer floors can break

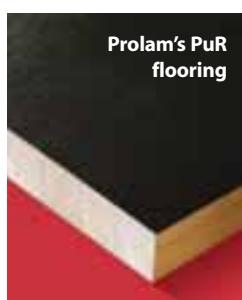
down when subjected to intense water spray and road debris, according to Prolam. Specific areas, like trailer wheel locations, are more prone to this degradation.

Once water-based paint breaks down, the wood absorbs moisture, causing warping, swelling and deterioration of glue bonds.

The PuR coating, on the other hand, provides a superior moisture barrier to increase durability and reduce floor maintenance costs.

PuR is said to surpass water-based coatings in industry standardized tests for elongation, abrasion, adhesion, and water absorption, and can be applied to the underside of laminated trailer floors in several possible configurations.

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DOCUMENT IMAGING

PROPHESY MODULE FOR DISPATCH SOFTWARE

Propheesy Transportation Software has announced a new release of its Document Imaging & Rendition Billing module for Dispatch Series software. It allows users to scan all trucking-related paperwork quickly, on a trip-by-trip basis. All critical documentation can be scanned, viewed, printed, e-mailed, or faxed with a simple mouse click. The gain is improved response times in reproducing key trip-related documents for customers and management.

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See www.mile.com.

LONG AIR/ELECTRIC LINES

PHILLIPS INDUSTRIES ADDS 20 FT LENGTH COILED ASSEMBLIES

Phillips Industries now offers their coiled air hoses, PERMACOIL and ABS PERMACOIL electrical assemblies in 20 ft

lengths. The new 20 ft coiled assemblies were added to Phillips' extensive product line in response to the needs of certain operations like logging and steel haulers,

allowing them a sharper turning radius without

damaging the hoses. The new 20 ft air hoses and electrical assemblies will be available on new equipment and through Phillips' authorized dealers.

Visit your dealer or www.phillipsind.com.

INTERNATIONAL BUMPERS

HENDRICKSON'S AERO CLAD BUMPER

Hendrickson Bumper and Trim partnered with American Trim to introduce an all-makes Aero Clad bumper for International 4000 and 8000 series trucks, the latest addition to the stainless-steel-clad-aluminum line.

Ten times thicker than chrome, it's said to provide a lightweight and durable mirrored finish that can be installed to the factory mounting points. Coming with a five-year warranty, the bumper resists corrosion, cracking, pitting,



peeling and fading, Hendrickson says. Minor abrasions can be buffed out.

Sold exclusively through International dealers, the part number is AM7450SSC. The same bumper can also be installed on the heavy-duty version of the 8000 truck when coupled with the OEM supplied end caps.

See your truck dealer or visit www.hendrickson-intl.com.

CARRIER CHROME OPTIONS

GLAMOR COMES TO REEFERS AND APUS **Carrier Transicold** now offers several ways to add bling to refrigeration and auxiliary power units (APUs).

For the ComfortPro APU, there are two aftermarket chrome kits—smooth chrome and a diamond-plate finish. Available either dealer-installed or

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In Gear



do-it-yourself, the customization kits include a set of adhesive-backed exterior panels, and both take only minutes to install. Kit CP100 has flat panels made of chrome-plated 430 stainless steel, and Kit CP200 has chrome-plated aluminum panels with a tread pattern that perfectly matches the ComfortPro APU's access panels.

On refrigeration units, Carrier's stan-

dard single-temperature units in the new X2-Series are white with a black grille, trim and latches, but an optional package includes chrome latches for the access panels and a bright chrome grille. The chrome package is an option available with any X2 unit.

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

76 SUPER SYNTHETIC OIL

CONOCOPHILLIPS OFFERS CJ-4 VERSION

ConocoPhillips says its 76 Super Diesel synthetic blend motor oil has been upgraded to API CJ-4 quality. It's aimed at light trucks, not heavy-duty vehicles. The company says the oil exceeds the performance requirements of major North American original equipment

manufacturers for vehicles equipped with Cummins, Duramax, and International diesel engines. The product is formulated to provide engine wear protection, disperse soot, maintain viscosity control of soot-laden oil, minimize deposits on critical engine parts, and resist viscosity breakdown even in severe services such as towing and hauling at high temperatures, according to ConocoPhillips.

API CJ-4 is the latest diesel engine oil standard that meets the lubrication requirements of diesel engines compliant with the U.S. Environmental Protection Agency's 2007 emissions regulations for urban transportation vehicles and on-highway trucks.

76 Super Diesel is formulated with an advanced, low SAPS (sulfated ash, phosphorus and sulfur) additive technology for compatibility with the exhaust aftertreatment devices in modern vehicles. It's also back-serviceable for use in pre-2007 vehicles specifying the older API category oils. As well, it offers the enhanced performance benefits of a synthetic blend, like better oxidation resistance, reduced oil consumption and improved low-temperature pumpability compared to conventional, all-mineral based engine oils.

Call 1.800.435.7761 to find a local distributor or visit www.lubricants.conocophillips.com.

HEIL UPDATES SIDE-LOADER

RAPID RAIL'S AUTO ARM IMPROVED

Heil Environmental says it has updated the venerable Rapid Rail continuous-



pack, automated side-loader to provide improved durability, easier maintenance, and smoother operation. The design team focused on the Rapid Rail's



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In Gear

automated arm structure, electrical system, and hydraulics. The continuous-pack body is unchanged.

To strengthen the arm, engineers designed a tapered-cross-section main lift beam to better match the stresses imposed on the lift's backbone. The cross section grows taller near the pivot point of the lift where maximum stress occurs. The lift beam is precision-cut using laser technology. The grabber gears have also been beefed up.

The previous Rapid Rail's electrical system used limit switches to regulate the arm's hydraulics controls. Heil engineers replaced them with modern proximity switches that need minimal adjustment.

These and many other new parts have been designed to retrofit to existing Rapid Rail continuous-pack automated side loaders. Retrofit kits are available through Parts Central, a Heil

company. All the basic specs are the same as the previous version.

See www.heil.com and www.partscentral.biz.

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See www.midwestsnips.com.



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See www.timken.com/catalogs.

APU PAYBACK CALCULATOR

CUMMINS SHOWS RETURN ON INVESTMENT

A free interactive payback calculator for computing auxiliary power unit (APU) cost savings is now available from the ComfortGuard people at **Cummins**. This ROI calculator conveniently figures in tractor operation and maintenance costs, ComfortGuard APU maintenance costs, and purchase price and comes up with the resulting annual savings, savings

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TMC FOR OWNER-OPS

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One way or another, there can't be many owner-operators who haven't heard of TMC, the **Technology and Maintenance Council**, a wing of the American Trucking Associations. It's the continent's premier truck-maintenance organization, one that links truck operators with truck and component manufacturers in an atmosphere of co-operation and learning. But TMC membership isn't for fleet managers alone.

TMC has a discounted membership plan expressly for owner-operators, defined as individuals who own or operate no more than five power units, with

annual dues set at US\$150. The fleet price tag is nearly US\$500.

As a TMC Owner/Operator Member, you would receive: the huge two-volume Recommended Practices Manual with regular supplements; a subscription to Fleet Maintenance & Technology, a quarterly magazine offering in-depth articles on current topics; and substantial savings on TMC meetings, products and services. For example, you'd get up to 40 percent

off publications such as the Radial Tire Conditions Analysis Guide. The TMC Membership Directory, published annually and sent free to all members, contains contact information that can be an invaluable resource.

As a member you'll keep up with the latest recommended maintenance and engineering practices and mandated regulations of the industry. You'll also benefit by getting practical, first-hand maintenance tips on topics ranging from how to troubleshoot engine cooling systems to how to spot and correct more than 200 types of irregular tire wear.

See www.truckline.com/aboutata/councils/tmc.

BACK-UP CAMERA

ROSTRA CAMERA GETS NEW MOUNT

Drivers now have more options for mounting the RearSight back-up camera system from **Rostra Precision Controls**

thanks to the company's new 5-in. mounting stem. The new stem means the in-vehicle monitor can be mounted to a vehicle's windshield, making it ideal for trucks, vans and vehicles that are not equipped with rearview mirrors.

Rostra's RearSight (part #250-8122) features a heavy-duty, waterproof CCD color image camera, providing the driver with a



150-degree wide-angle view from behind the rear of the truck. In addition, valuable

infrared night vision and a microphone on the camera allow the driver to hear and see what's going on behind the truck.

Inside the cab, a 5-in. TFT-LCD color monitor can be installed in less than an hour using the stem mount (professional installation is recommended) and features two audio/video inputs for additional views or use with an aftermarket navigation system. See www.rostra.com. ▲



Online Resources: [TODAYSTRUCKING.COM](http://www.todaystrucking.com)

These products and many more, some in greater detail, can also be seen online in the Product Watch section at www.todaystrucking.com. While you're there, you can also subscribe to a FREE e-mail newsletter, **Lockwood's Product Watch**, that will keep you up to date on the latest products—with commentary attached—every two weeks. Why not stay at your computer and let the very best product news come to you?



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By Peter Carter

The Sound of Breaking Glass

What my little car accident taught me about your business.

Sixty-three days ago, I shared with my daughter Ria, 16, an important driving lesson. I taught her which swear words to use when you back up into a police car.

It was one of those rare educational opportunities, the kind you hope never come up again.

Ria and I had reason to be visiting the local precinct. Visitors get to park on the street, at an angle.

When it came time to leave, I shifted our two-month-old cherry-red unblemished still-smelling-of-the-showroom Grand Caravan into reverse, checked for oncoming traffic, eased up on the brake, and WHACK! Ria got her swearing lesson. I couldn't believe what a dolt I was.

To be fair, it wasn't a cop car per se. It was a policeman's private sedan. Also, it wasn't completely my fault. The guy had clearly arrived after I parked and he double-parked behind me, in a very illegal spot. (Not that there's anything wrong with that.) Finally, I'm happy to report, the vehicle that I hit was left completely unblemished. No sign of contact.

On the other hand, the right corner of my rear bumper was no longer in perfect condition. There was a tiny dent and the paint got chipped. But even a tiny incident like that is loud. Especially when you know immediately that the car belonged to a cop.

Had this not been outside the police station, who knows what I would have done? Maybe I write one of those clever notes like: "I just bumped into your car in the parking lot and I'm leaving this note under your windshield wiper because a few passers-by saw me do it so now they think I'm leaving my name and address but I'm not."

Really. Is one supposed to leave a message saying "I rammed into your car but there's no damage but here's my number anyway?"

Instead, I ventured in and announced to the desk sergeant that I just hit somebody's car and didn't know what to do next.

Here's the brief version of what ensued. A traffic constable was radioed in, he showed up after about 15 minutes, and took stock of the situation. The officer who owned the car silently came out of the building and moved his vehicle to a legal spot and re-entered the building. The big friendly traffic guy told me I was free to go.

Like I said, that was two months ago. Ria has since gone on to learn lots of other driving lessons and I, meanwhile, came to understand how that little incident taught me something about business.

If you visit my house, outside you will find a pretty average-looking minivan. The bumper's not only still dented, it's gotten

worse. Because the bumper is made of some kind of plastic, the paint around the dent has peeled back and now the van is suffering from an automotive version of psoriasis.

Not only that, but the entire unit has become loose. (Replacement cost: \$1,000.) And now there's a scratch as long as your arm right across the sliding passenger door. Some S.O.B. keyed it.

I firmly believe that if I hadn't bumped the cop's car, the van'd still be in mint.

It's like the "Broken Window" theory of crime prevention. If vandals see an empty building they'll be far more likely to make things worse if there's already at least one busted window. Social scientists have studied this phenomenon in many circumstances; and it all comes back to the same thing—once a thing's been damaged, it's easier to let it get worse.

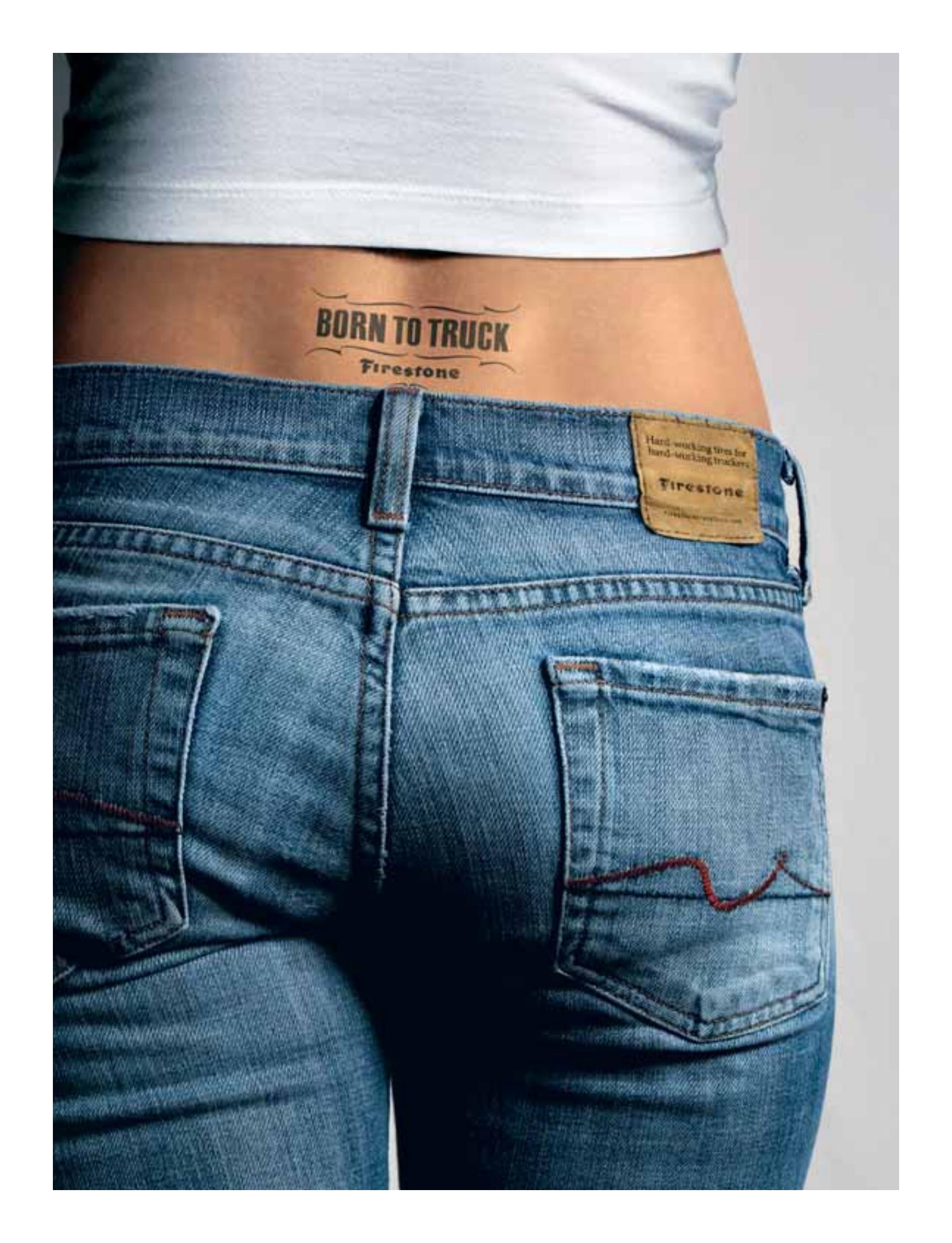


I'm convinced that if I hadn't chipped our bumper, we would be more conscientious around the van and because I believe in the broken-window thing, I am sure that the bugger who purposefully scratched the side would not have done so.

Something tells me this applies to vehicles, buildings and businesses. Whether you're talking rates, staff, quality-of-service or relationships, once the paint starts to chip, it's only a matter of time before things deteriorate.

If you start cutting away when times are slow, you can bet it's going to be doubly tough getting back to normal when business picks up again. As Cat Stevens sang long ago before he went AWOL: "The first cut is the deepest." ▲

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



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