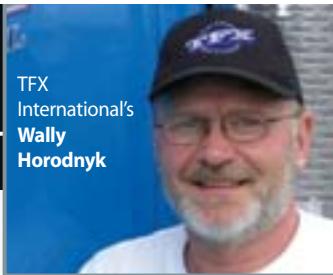


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November 2005  
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# Today's Trucking

The Business Resource For Canada's Trucking Industry



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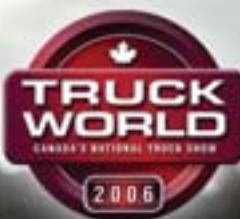
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cargo safe

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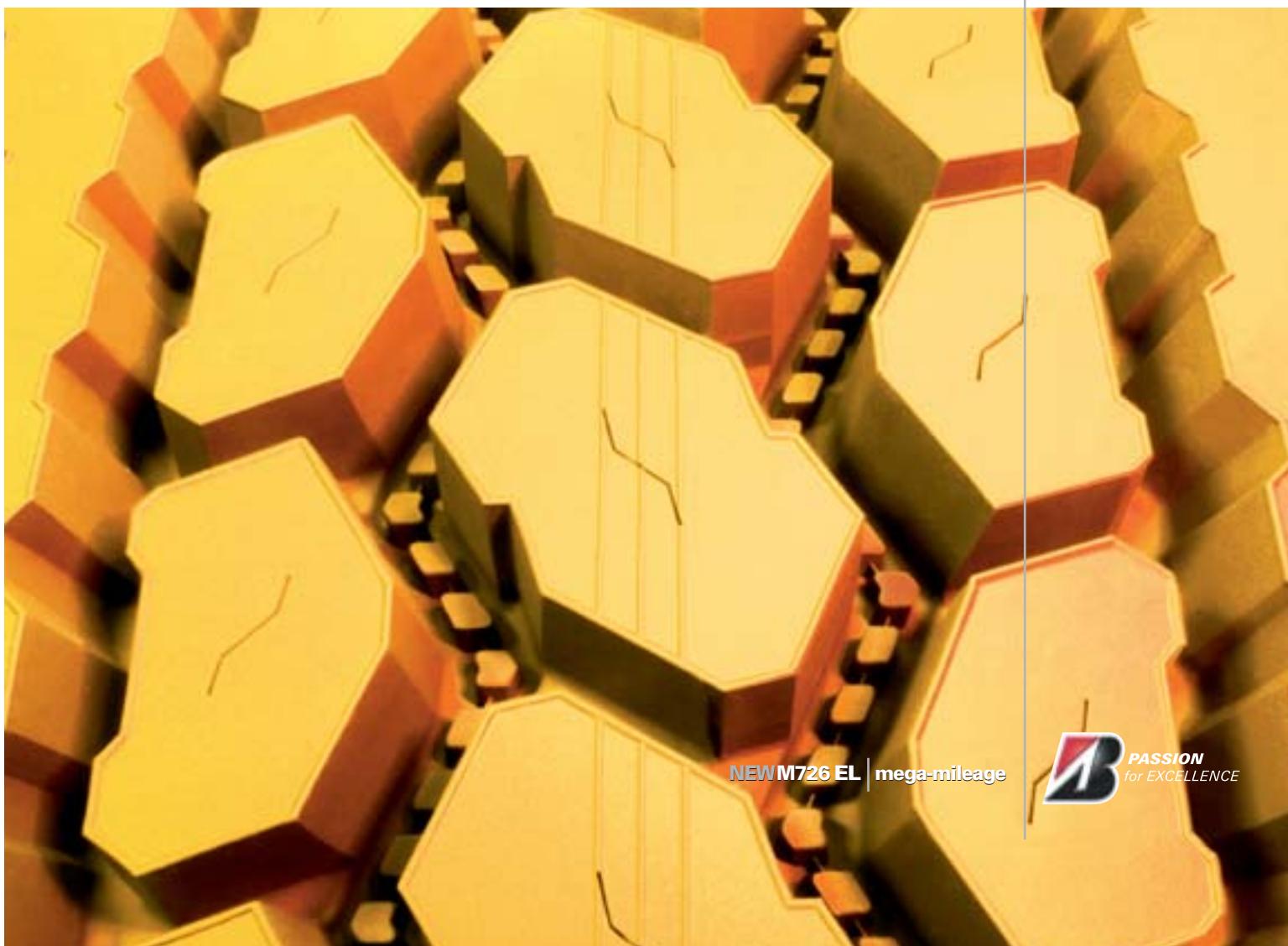
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The Business Resource For Canada's Trucking Industry

#### PUBLISHER & EDITORIAL DIRECTOR

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

#### EDITORIAL DEPT.

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

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

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

#### DESIGN & PRODUCTION

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

Associate Art Director Frank Scatizza

#### NATIONAL SALES MANAGER

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

#### SENIOR SALES MANAGER

Jack Meli (jack@) • 416/614-5827

#### REGIONAL SALES MANAGERS

Joe Glionna (joe@) • 416/614-5824

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

Marketplace Advertising  
Joe Glionna (joe@) • 416/614-5824

#### NEWCOM BUSINESS MEDIA GROUP

President Jim Glionna

VP, Corporate Services Wilson Smith

Controller Anthony Evangelista

Production Manager Lilianna Kantor

(lkantor@newcom.ca) • 416/614-5815

Director of Circulation Pat Glionna

#### EDITORIAL & ADVERTISING OFFICES

451 Attwell Dr., Etobicoke, ON M9W 5C4

416/614-2200 • 416/614-8861 (fax)

#### CIRCULATION INFORMATION

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

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Kenneth R. Wilson  
Award Winner



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## Money makes the wheel go 'round...

The shortage of truck drivers and all the woes faced by existing drivers can be linked to one common denominator. Money.

Drivers today are netting the same income, after inflation, that they were 10 years ago.

The big difference is they have to work longer hours to make the same money.

How many recruits would look forward to a job where you start at 4:00 a.m., and work until 8:00 p.m., five days a week? On the 6th day you grease, wash and do general maintenance.

Even local runs, within 160 km of your home terminal, can involve those same hours. I live in Victoria, B.C., and to haul a load of logs within 160 km of here, I have to take two ferry rides. It's just like waiting at the border and what the shipper wants to pay for the driver's time while he's waiting for sailings that are delayed, or full?

Why is it that shippers want their freight yesterday? Bad weather, terrible road conditions, and breakdowns always seem to be the drivers' fault.

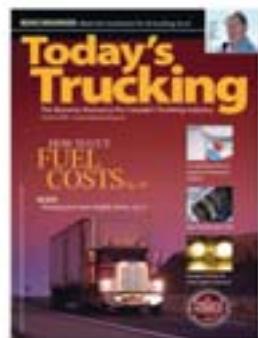
Are trucks breaking down more often? If so, why? Could it be that because the margins have become so slim that certain things like maintenance have to be "put off until the next trip"? Deregulation is a double-edged sword. Great for the shippers, great for the trucking companies, but for drivers? I don't think so.

Ron Basi  
Sidney, B.C.

## Any storm in a port

Re: "No coasting in the Lower Mainland," by Marco Beghetto, Sept. '05

I was legal counsel to the Vancouver Container Trucking Association (VCTA) through most of the last six months. You are correct to identify the Vancouver Port Authority's (VPA) irresponsibility, prior to the dispute.



However, your analysis lacks historical and detailed backing. The VPA, in cahoots with the British Columbia Trucking Association, sabotaged the same dispute resolution methodology during a similar dispute six years ago.

Your point is even stronger because, contrary to the way you expressed it, the

VPA didn't do anything to resolve this. It was the Federal Cabinet that forced the VPA to bring in the licensing scheme.

The VPA tried to keep a low profile and avoided anything remotely resembling leadership. They are a country club bunch, with big salaries and little scrutiny from Ottawa or the media.

And from what I've heard, it was Industry Minister David Emerson (Vancouver Kingsway) who drove the Federal Cabinet into action,

Bringing Teamster drivers in would be a disaster. Very few owner-operators feel any respect for the Teamsters Local 31.

You also missed the race issue. One of the key sparks to this dispute was an incident of racism at the port by a warehousing foreman. The VPA is a white-man's organization.

About 90 percent of the container owner-operators are Punjabi.

John Craig Patterson  
Vancouver

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



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President and CEO  
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**By Rolf Lockwood**

# You Keeping Up?

**The brave new world of very high technology is a long way from yesterday. Fine by me.**

**W**hen we first launched *Today's Trucking* almost 19 years ago, I remember only too well a discussion about our need for a fax machine. Not which one we needed, not how many fancy functions it should possess, but whether we had to have one at all. Seems incredible now.

In fact, such tools were primitive back then, and nearly two decades later they seem primitive again. But we couldn't have done without it, obviously. I very rarely communicate via fax nowadays but for many years it was a lifesaver in terms of time and expense.

Got my first computer that year as well, if you don't count the earlier Texas Instruments machine that used an ordinary tape recorder as its storage medium. A little DOS machine with no hard drive. And floppy disks that were actually floppy.

To some, 1987 may sound like the ice age, but it's really only yesterday.

I was thinking about that fax discussion as I sat in a U.S. conference room in mid-October. Pedro Ferro, ArvinMeritor's Commercial Vehicle Systems vice-president and general manager of Emissions and Specialty Products, was rolling through a PowerPoint presentation on the company's advanced emissions-control products at its Technology Center in Columbus, Ind.

In the room with me and Pedro were three chemists and engineers with individual brain cells way bigger than the total smarts my sorry little computer offered 19 years back. Contributing to the discussion in voices as clear as if they were beside me even though they were a continent away, and following the two-hour presentation in real time, were two others: Clive Telford, director of engineering in the company's burgeoning emissions business; and Silvio Angori, general manager of its global OEM business with respect to emissions. Telford was in Warton, Lancashire, Angori was in Rome, and I was in rural Indiana thinking that we'd come a few miles from the days when fax machines were the height of our communications ability.

On a huge screen in front of me, not incidentally, I was looking at fascinating technology like ArvinMeritor's 'Plasma Fuel Reformer', also referred to—maybe ironically—as the 'plasmatron'. Shades of Woody Allen. It's a regenerator for cleaning nitrogen-oxide traps found in the diesel emissions systems that we'll be using in 2010. It's also very efficient at self-generating onboard hydrogen, so the technology can also be developed as a bridge to fuel cells, Ferro says.

As if all of that high-tech wizardry weren't enough, two weeks earlier I found myself at DaimlerChrysler's huge test track and R&D facility in northwestern Germany. The company's Commercial Vehicles Division was holding its biannual 'Technology Days' for some of the international press, and they had 50 different examples of electronic tricks to show off. Some of them are near to market, and a few would astonish you. Almost all of them are geared to improving road safety.

I can only scratch the surface here of what I saw there (more will follow), but I've got to mention one example of not-so-far-out gizmology—automatic trailer hitching and unhitching. Mercedes-Benz already offers fifth-wheel coupling by remote control, but they're working on automatic coupling that will also include automatic connection of air and electric lines. No kidding.

Or how about the 'Reversing Assistant' that sees the driver roll into a dock or back under a container using only a joystick?

**Pardon me for being the wide-eyed innocent here, but the truth is I once had a 1962 Volkswagen Beetle with rod-operated brakes.**

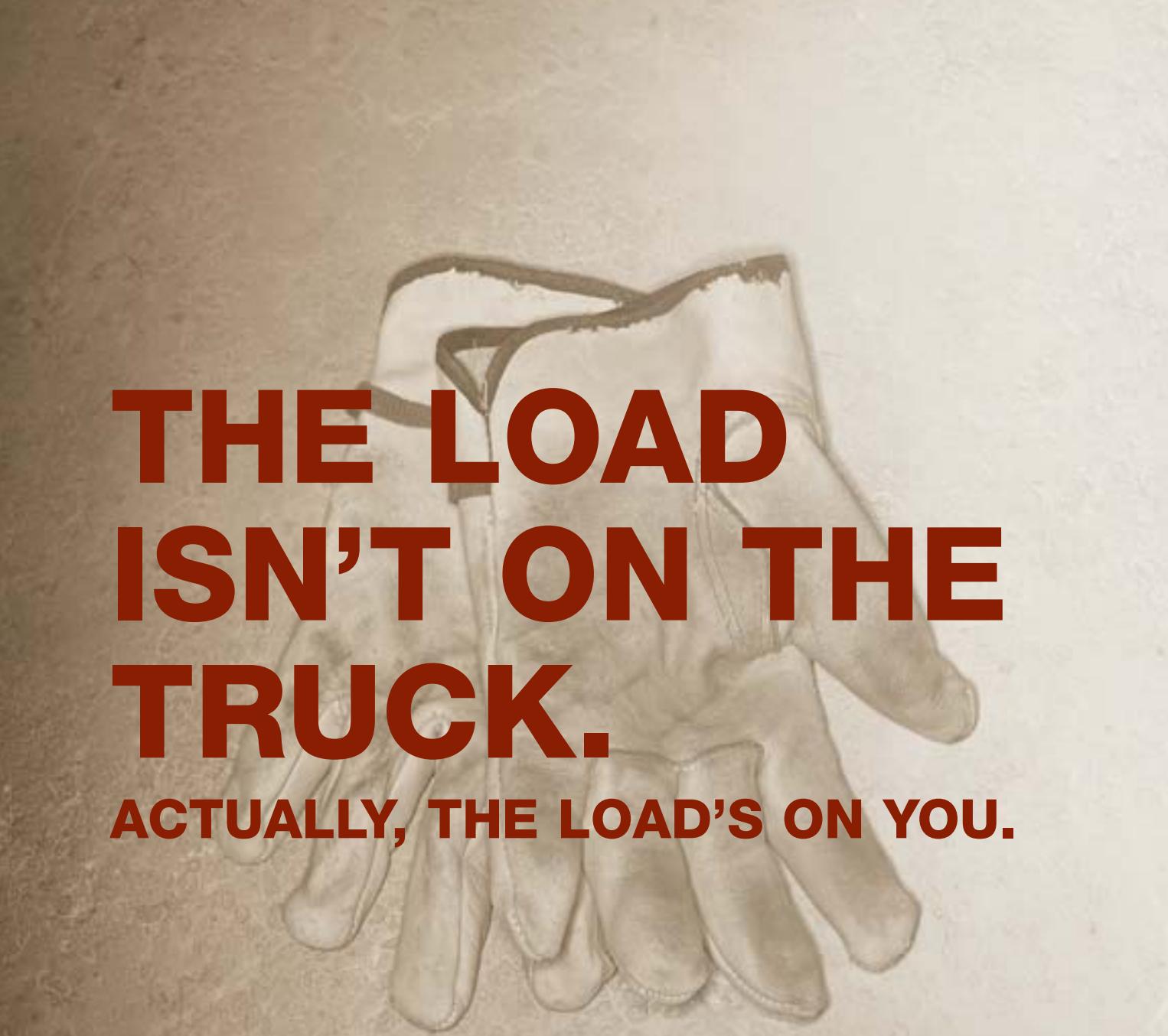
Cameras and sensors chart the truck's course and a screen on the dash shows the driver where he is. He guides the vehicle with the joystick while the actual precision steering is done automatically. I rode shotgun on a demo of this one, and I couldn't believe my eyes. We backed a straight truck with a 28-ft pup around a 90-degree corner and under a container on stands. The driver never looked in his mirrors and never touched the steering wheel.

Pardon me for being the wide-eyed innocent here, but the truth is I once had a 1962 Volkswagen Beetle with rod-operated brakes. Really. A German domestic model with no hydraulics. Four steel rods emanated from the pedal to the wheels, and hardly ever in unison. I'm not kidding.

Rod-operated brakes. Exceedingly floppy disks. All the way to plasmatrons and steering a big truck with a joystick. I love this new world. ▲

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





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# Dispatch

BY MARCO BEGHETTO

## For Whom the Border Tolls

**Border regs are pushing small companies out, keeping drivers away, and costing the trucking industry almost \$300 million, says a new Transport Canada report.**

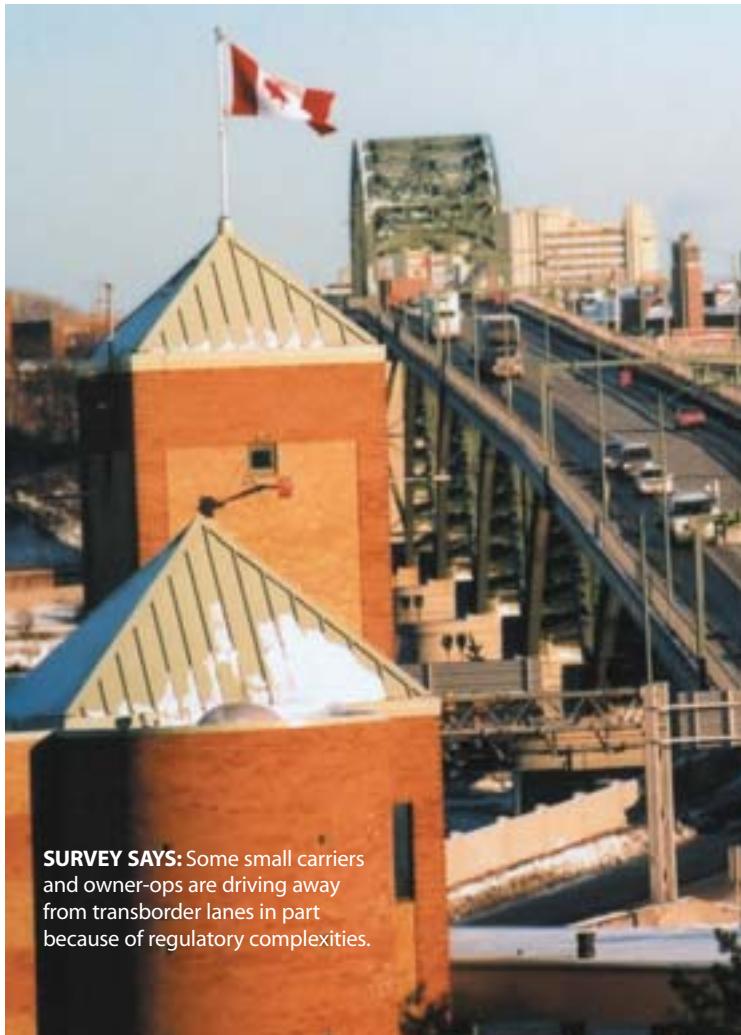
**T**he face of North American for-hire trucking is being permanently altered, Canadian carriers say as they struggle to comply with a myriad of ever-changing US border-crossing regulations.

That outlook, as well as many other opinions among Canadian truckers, is highlighted in a new Transport Canada study, which for the first time since the terrorist attacks of 9-11 attempts to quantify what it costs truckers on this side of the 49th to haul freight across the border.

The study—entitled “The Cumulative Impact of U.S. Import Compliance Programs at the Canada/US Land Border on the Canadian Trucking Industry”—estimates that increasing US security and customs requirements is costing Canadian carriers and owner-ops around \$290 million per year, and drivers another \$5 million out-of-pocket.

The study measured the impact of the increasing and sometimes arbitrary, regulations by surveying trucking industry segments; mainly for-hire carriers, but also some private carriers, owner-operators, and a handful of shippers and other stakeholders.

By analyzing the cost impact of customs and security programs such as Advanced Electronic Presentation of Cargo Information; Customs-Trade Partnership Against Terrorism (C-TPAT); Free and Secure Trade (FAST); United States Food and Drug Administration (FDA) prior notice arrival; Transportation of Dangerous Goods; and the upcoming Automated Commercial Environment (ACE) Program, Transport Canada estimates the Canadian trucking industry’s compliance bill totals anywhere between \$179 million to \$406

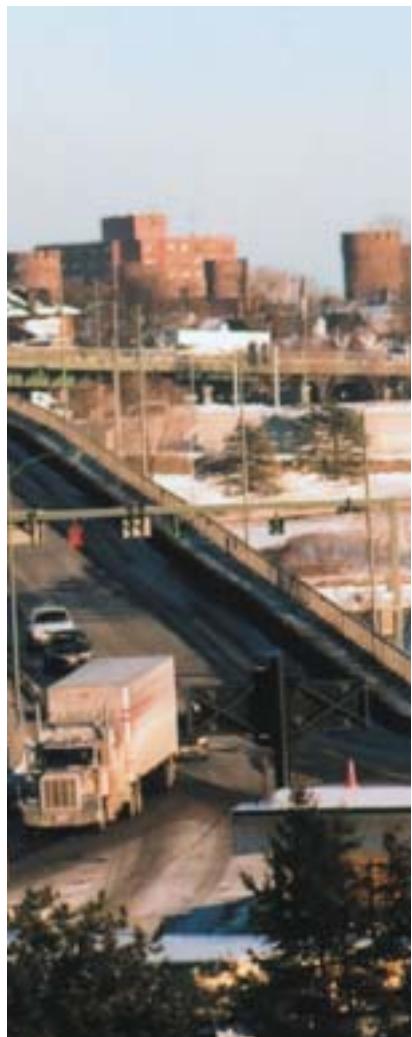


**SURVEY SAYS:** Some small carriers and owner-ops are driving away from transborder lanes in part because of regulatory complexities.

# Border Tolls

million this year.

A mid-range number would be in the order of \$290 million per year, Transport Canada guesses. Driver costs due to the US border security measures are at a minimum \$3.4 million/annum to a



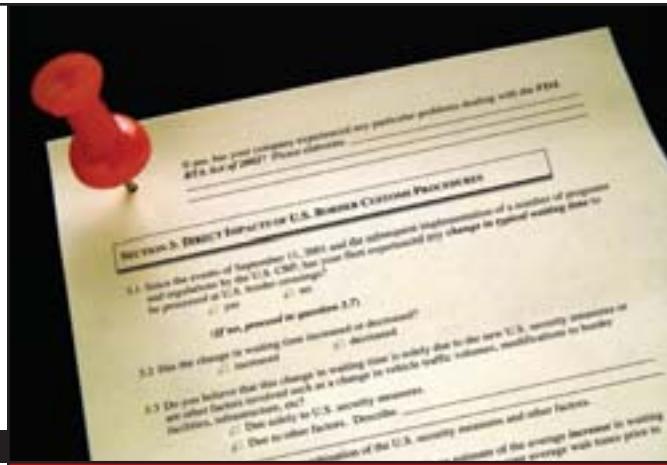
maximum of \$6.8 million.

"It comes as no surprise to anyone in the trucking industry," said David Bradley, CEO of the Canadian Trucking Alliance, which was part of the report's steering committee. "The industry has worked hard and made significant adjustments to comply with requirements under US laws such as the Patriot Act, Trade Act, and Bioterrorism Act. But there is a cost to higher security, and this study validates much of what industry leaders have been saying over the past couple of years."

Close to 60 percent of the for-hire carriers in the sample felt that US security measures were causing some structural change to the Canadian and North American trucking industry.

The majority of the comments mentioned that smaller Canadian carriers were to some extent leaving the transborder market due to the administrative complexities of the new security measures that they faced. According to respondents, larger Canadian carriers for the most part were taking over this traffic.

The study also states that Canadian carriers complying



**Think FASTer:** As this month's lead Dispatches story ("For Whom the Border Tolls") indicates, the federal government pegs the price of crossing the border at around \$290 mill a year for Canadian truckers. So what are they going to do about it?

In typical government style, many of the study's final recommendations suggest, well ... more studying and further recommendations.

"It is highly recommended that an update of this study be undertaken in late 2006 once ACE has been implemented and the dust has settled." ACE stands for the upcoming Automated Commercial Environment, which will be required for submitting electronic manifests to US Customs.

... "It is also recommended that further research be carried out on a more rigorous basis to: measure time delays that are actually being incurred by trucking companies crossing the border; and determine the true economic costs of these delays."

In the meantime, the study recommends that the pre-processing initiatives already commenced be encouraged and expanded for other gateways across the country where feasible. The study suggests carriers and the government accommodate the busy schedules of truck drivers who must be interviewed at specific border crossings to become FAST approved. Also, the report wants to see training schools educate drivers on border and customs procedures. Now why didn't we think of that?

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with the rules have yet to perceive any concrete benefits from US clearance programs they've been applying for. "There is some light at the end of the tunnel but a number of challenges must be overcome before these benefits become material," the study notes.

No kidding. Ret Tinning, sales manager for specialized container carrier Berry & Smith Trucking in Penticton, B.C., says that right now that light is pretty dim.

"It's definitely still a work in progress," he says of border clearance programs such as FAST four years after they

## Dispatches

were first created. He told *Today's Trucking* that a serious lack of FAST-approved shippers are hindering the ability of Canadian carriers to take advantage of potential benefits from the US security regime.

In fact, a separate, recently published study commissioned by FedEx Express Canada, states that despite the wide-scale promotion of FAST, only 38 percent of companies that export goods to the US know anything about the binational border clearance program which requires the driver, carrier, and shipper to undergo background checks in exchange for what's supposed to be expedited customs clearance.

However, perhaps the most alarming effect as described by practically all carriers questioned in the survey, is the opinion that US security measures are

exasperating the qualified driver shortage for trans-border lanes.

"There is a general reluctance for many drivers to cross the border due to the US security measures [e.g., the potential for fines if noncompliant, and delays at the border that cut into driving time]. The long-haul nature of many US routes also has quality-of-life implications for many drivers who wish to remain closer to home for family reasons," the study states.

Furthermore, several owner-operators also indicated they were very emphatic in their intention to get out of the transborder business. The main reasons given were: The costs related to becoming FAST approved; the private information that had to be submitted to become FAST approved; and receiving no compensation by carriers for increased costs due

to FAST and/or for increased delays at the border.

"Surely, anecdotally at least, you hear about certain drivers that don't want to cross the border anymore. I

**The majority of the comments mentioned that smaller Canadian carriers were to some extent leaving the trans-border market.**

can't see the border [issue] making the driver situation any better," says Ron Lennox, vice-president of trade and security at the CTA. "If you look at the trade magazines, you'll see [recruitment ads] that say 'no US' or 'no border crossing.' So what does that mean when you have recruiters using that as a selling point? It sure says

something about crossing the border these days."

Tinning appreciates the attempt to analyze border-crossing issues from a monetary perspective, but quickly adds that the true cost will likely never be realized. He says there are so many miscellaneous expenses involved in crossing the border—including the actual cost of quantifying your costs to get surcharges from customers—that carriers can't expect to recoup every dime.

Ironically, however, more than a few carriers have benefited from the stranglehold US regulations have put on some of their competitors, says Tinning.

In a sense, US Customs is acting as a gatekeeper in more than one way. "You can't pick and choose these costs, so in a way it levels the playing field," he says. "Now you can't necessarily go in and undercut the rate



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

### Nov 17 – 18

**Ontario Trucking Association Annual Convention**, Toronto Congress Centre, Toronto. Trucking industry leaders gather to discuss current industry topics, guest speakers address "hot" issues and dynamic entertainers perform at networking sessions such as the "Wall Street Outlook for Trucking," "How to Beat the Driver Shortage," and many more. Contact: 416/249-7401; or go to [www.ontruck.org](http://www.ontruck.org).

### Nov 29

**MTO Phase 3 Weight & Dimension (VW&D) Reform Seminar**, OTA Offices, Toronto. Do you operate multi-axle equipment in Ontario? Attend this seminar hosted by the Ontario Trucking Association to obtain important information on changes to Ontario's Weight & Dimension Regulations contained in the new Regulation 413/05. Contact: 416/249-7401 or go to [www.ontruck.org](http://www.ontruck.org).

### Dec 6 – 8

**Electric Drive Transportation Association Conference**, Pan Pacific Vancouver Hotel, Vancouver. The conference offers

participants interested in hybrid and fuel cell technology a myriad of educational opportunities including in-depth learning forums, expositions, Ride'n'Drive and valuable networking events. Contact: 408-395-0059 or go to [www.electricdrive.org](http://www.electricdrive.org).

### Jan 23 – 27

**Heavy Duty Aftermarket Week (HDAW)**, Mirage Hotel & Casino, Las Vegas, Nev. Sponsored by Heavy Duty Aftermarket Week (HDAW), the event will feature a trade show, training, educational and social functions, one-on-one business meetings and more. Go to [www.hdaw.org](http://www.hdaw.org) for details.

### March 1 – 3

**The Work Truck Show & 42nd Annual NTEA Convention**, Georgia World Congress Center, Atlanta, Ga. Sponsored by National Truck Equipment Assn. (NTEA), the show is a business-to-business trade show designed by the NTEA to bring together manufacturers, distributors, buyers and users of work trucks in all industries. Call: 1-800-441-NTEA or go to [www.ntea.com](http://www.ntea.com).

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because these are the issues every carrier who crosses the border must deal with. It's part of the cost of doing business today."

For more to this story, check out the news section at [TodaysTrucking.com](http://TodaysTrucking.com). To read the complete report go to [www.tc.gc.ca/pol/en/Report/BorderStudy/Main](http://www.tc.gc.ca/pol/en/Report/BorderStudy/Main).

### Fuel Prices

## Oil Firms All Cracked Up

Robert Possamai rolled the dice when he decided to get into the trucking business two short years ago. He knew the industry was long past the point of giving away easy rides, but figured he was as good as anyone to answer the call of a small wood contractor 90 km off-road in the woods of Sault Ste. Marie, Ont.

Knowing fuel was a major concern for truckers, he made sure to save a lot of room for diesel in his budget. Still, he never expected this. Today, even after winning a modest fuel surcharge from his customer, his brand new 2005 International 9400i spends its nights sitting up against the fence with a for-sale sign in the windshield. It's only been a couple weeks, but so far, no takers—the truck's too heavy. But perhaps a shipper will come knocking.

"A lot of the companies in the area that depend on [owner-ops] are having to buy their own trucks to cover their needs," he tells *Today's Trucking*.

Although his stint in trucking has been short, and one could argue he hasn't earned sympathy, he truly



**REFINED BUSINESS:** The way oil is priced has changed drastically over the last 20 years—in the oil companies' favour, of course.

does love working the wheel, and he doesn't want to give up just yet.

"I always say it's a good thing my wife has a good job to support my trucking habit," he says. "I will continue to work the truck until it sells or until I could go to work for a bigger company."

However, he'll need luck on his side when one considers the fuel forecast experts are predicting—or at least trying to predict.

Ron Rosnak, senior petroleum adviser for En-Pro

International—an Oshawa, Ont., consulting and pricing intelligence firm of industrial commodities—says that 2006 is one of the most difficult years the company has ever faced when preparing an annual budget projection.

It is also perhaps the most alarming.

While they know for sure that next year will definitely bring higher energy rates as well as costs of other goods and services, it's difficult to pinpoint just how much.

Crude, guesses En-Pro, will likely average out to \$68 US

a barrel, but in a worst case scenario, could level off at \$80.

For diesel, a distillate fuel, En-Pro ([www.en-pro.com](http://www.en-pro.com)) predicts for next year about an 11-percent increase over the 2005 average registered up to the end of September; and about 5 percent more than what the final 2005 average will be—meaning that when the dust settles at the end of the December, diesel prices will be much higher than what we've already seen; especially if it's a colder winter than usual.

Supply and demand, as well as inventory levels, have traditionally played a significant role in affecting fuel prices—as truckers saw when Hurricanes Katrina and Rita knocked out production on the Gulf Coast and choked supply. However, Rosnak says a newer and growing factor is "speculators" on the NYMEX, which are motivated by just about everything: capacity, weather, political unrest, global economics, and basically the general mood traders are in on any given day.

"The commodity market has become like a stock market," he tells *Today's Trucking*. "Inventories are actually better now than they were last year, especially on crude and distillates, but now you have prices 40-percent higher. It doesn't follow conventional reason."

And there's no indication that the game will be played closer to the rules of the good 'ol days when oil prices were more fixed for the short-term.

Ten years ago, reports a recent *Washington Post*

article, an average of 94,450 futures contracts for light sweet crude oil traded hands each day. To date for 2005, the daily average is 238,000 trades, with a high of over 406,000 trades on August 30, 2005. Furthermore, in 2002, a half-size version called the emiNY was created so that smaller, individual investors could enter the commodity market. It has grown from 1,100 trades a day in 2003 to 12,700 in 2005.

So where does much of the profit from those driven prices go? If you went out on a limb and guessed the oil companies, you'd be right.

Rosnak says that fully integrated oil companies—with their own oil fields, refineries, and marketing departments—inflate their margins internally. When the company takes crude

out of the ground, they sell it to their own refinery “on paper” at market prices above what it might cost to produce. “So you have a profit there,” explains Rosnak. After the product is refined, it’s again held up to import-export market trends, and that’s how the rack price is developed. The differential between crude and the rack price is the profit referred to as the “crack spread.”

“What we don’t know is what refining sells it on paper to the marketing department for,” he says. These “profit centres,” as Rosnak calls them, can create margins as large as 30 or more cents a litre.

This extra flexibility may lead to price wars, predicts Rosnak—especially in the cardlock market. “The high crack spread allows them to

get competitive. It could even push prices at cardlock lower than bulk,” says Rosnak. “After all, if your crack spread is 32 cents, and you sell it two or three cents lower than rack, you’re still making 30 cents. They’re still making a killing.”

Indeed. And it’s killing guys like Possamai, to be sure.

### Emissions

#### SCR the Answer: DaimlerChrysler

Selective catalytic reduction (SCR) technology will be the solution to the North American emissions challenge of 2010, says Andreas Renschler.

The head of DaimlerChrysler AG’s Commercial Vehicles Division, headquartered in Stuttgart, Germany, says it’s the only possible answer to

the last round of US Environmental Protection Agency (EPA) rules.

Those emissions limits for 2010 are mirrored in Canada. Renschler’s technical chief, Dr. Gerald Weber, agrees. “We believe it’s the only technology that’s mature enough to fulfill the [2010] emissions requirements,” Weber told *Today’s Trucking* in a recent interview at the DaimlerChrysler test track near Papenburg, Germany.

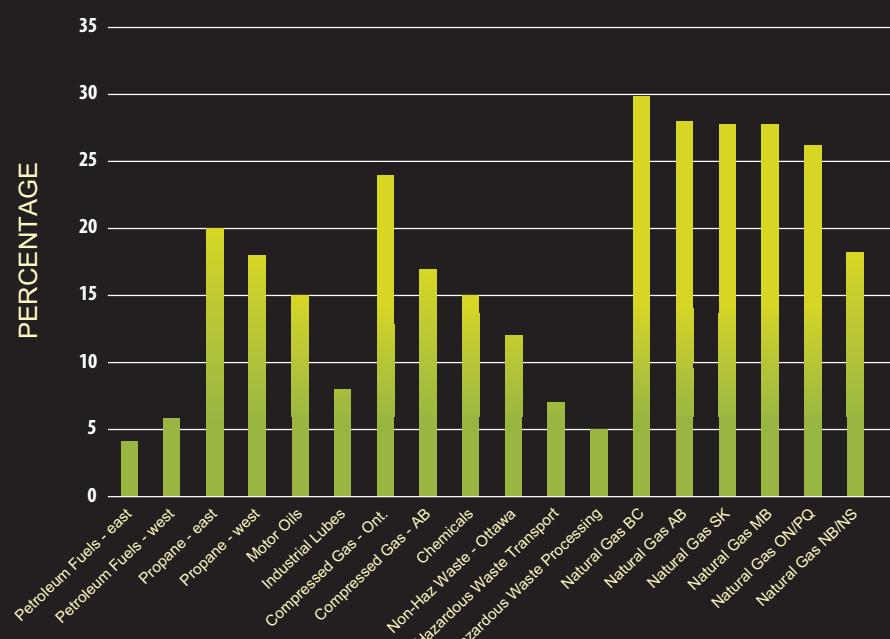
Other technologies are feasible in theory, he added, but could not be developed in time for commercial use in 2010. SCR would be installed on top of EGR and a particulate filter, Weber says.

Some 5,000 Mercedes-Benz trucks equipped with SCR have already been delivered to customers in Europe, more than half of them at the toughest ‘Euro 5’ standard which isn’t required until 2009. The opposite of EGR, diesel engines equipped with SCR are actually 3-5 percent more fuel-efficient than those without it. SCR was rejected by the EPA to meet 2007 emission regulations, as it was for the earlier round of standards in 2004, largely because it was feared that truck operators could not ensure that their vehicles would not be run without the liquid urea on which SCR depends.

SCR trucks carry a small tank of urea, which is injected into a catalyst in the exhaust stream and then reacts to produce ammonia and to reduce noxious emissions. If the urea tank runs dry, the catalyst is rendered ineffective.

## AVERAGE PRICE CHANGES

2006 vs. YEAR END 2005 PROJECTED



**A BOOST OF ENERGY:** En-Pro predicts energy costs have only one way to go—up.

## Dispatches

But Renschler has an answer for that objection—an empty urea tank would trigger engine de-rating and the truck would be hobbled, possibly left in limp-home mode so that the driver could at least get it to a service point.

While most engine makers who currently rely on EGR have at least entertained the possibility of SCR as an emissions solution four years from now, Caterpillar, which is the only company that utilizes ACERT technology, warns against it for on-highway applications.

Cat cites the urea issue as its main reason for red flagging SCR as a North American solution. Also, Cat claims the use of SCR in

mobile applications in Europe has shown that the cost benefits for SCR may not be as good as originally expected—that the combined cost for fuel and urea may negate nearly the cost benefits provided with SCR for customers.

But that's not what the other engine folks are saying—especially those based across the pond.

Volvo Trucks is the other company leading the charge for SCR adoption in the next round of emissions-cutting.

As for the potential urea obstacle, Volvo Powertrain vice-president of engine engineering Tony Greszler



**EUREKA:** The fuel tank and urea tank on a Mercedes-Benz Actros tractor. SCR proponents say urea isn't likely to be as big of an issue as previously thought in North America.

says that the need to have urea available at every fueling station might not be an issue by 2010. He predicts urea will be needed in such low concentrations by then—likely about one per-

cent of fuel consumed, down from current European rates of four percent—that it would be very easy to tote around a few gallons of urea solution in jugs.

— by Rolf Lockwood

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End reading	05/10/2004 08:00	n/a
Total duration	4468.00 hours	n/a
Total Distance	106,069.5 kilometers	avg 567.2 / day
Total Fuel	51,552.079 liters	n/a
Liters/100 KM	48.61 liters/100 KM	n/a
Avg Speed	80.9 kph	n/a
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Engine Time	1658.22 hours	29.2%
Leaving Time	1310.31 hours	0.6%
at RPM Time	4.92 minutes	

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### BIOFUEL

## Bye, Bye Biodiesel?

The Ontario Trucking Association may have won a hard-fought battle against mandatory biodiesel in Ontario.

The OTA now says that Ontario's Ministry of Agriculture is thinking twice about the adoption of biodiesel. The government was considering a biodiesel requirement of B2 or B5 for Ontario truckers.

Biodiesel is a renewable vegetable or animal fat-based fuel that can be burned in any standard, unmodified diesel engine in pure form (B100) or in a blend with petroleum diesel.

"I am aware that the trucking industry has a number of concerns about biodiesel as a fuel," Minister of Agriculture, Food and Rural Affairs Leona Dombrowsky, wrote in a letter to OTA. "I understand that the federal government has introduced new on-road vehicle and engine emission regulations that will impact heavy duty vehicles. Under these regulations, biodiesel will have less smog reduction advantage over petrodiesel..."

The minister goes on to admit that biodiesel does have cold weather challenges, and notes the industry's concern over biodiesel blends when it comes to engine warranty, distribution and cost.

The OTA, like many other of biodiesel's critics, also warned that the long-term effects of the fuel on maintenance and reliability with incoming low-emis-

## heard on the Street

■ Japanese auto giant **HONDA** is considering plans for a third vehicle assembly plant in Ontario. According to the *Toronto Star*, strong North American demand may lead the company to build a new southern Ontario facility in the next 10 years. The sources say the company will likely make a decision within the next 12 to 18 months so it can start producing new models for the North American market in 2009. The news came just after a groundbreaking ceremony for rival Toyota's second Canadian plant in Woodstock, Ont. That \$800 million plant will open in 2008.

■ The **OWNER-OPERATOR'S BUSINESS ASSOCIATION OF CANADA**, with the help of popular trucker guru and *highwaySTAR* editor Jim Park, has raised \$100,000 in sponsorship, membership, and pledges in support for the group.

The challenge was first issued in April by Park, who is also contributing editor to *Today's Trucking*, when he promised in an editorial column that he would shave his head to help raise a bit of money for OBAC, which helps member owner-operators make business decisions. The campaign became

sions EPA-mandated engines are not known at this time. The vehicles are still in the development stage and no one can say with certainty how they will be impacted, OTA says.

Meanwhile, truckers in Minnesota are the first transport providers in North America required to fill up their fuel tanks with a biodiesel blend. According to the Minneapolis Star Tribune, a new law requires fuel sold in Minnesota state to consist of B2 biodiesel. Minnesota Gov. Tim Pawlenty kicked off

biodiesel's official debut with visits to processing plants in southern Minnesota.

### Enforcement

## Truckers' eyes roll with hearses

The union representing Ontario's truck safety enforcement officers says the provincial government is failing to reduce the number of truck-related deaths on Ontario highways and cited the most recent Ontario Road Safety Annual Report (ORSAR) indicating

known as "The \$100,000 Haircut Challenge."

The association has been struggling financially since its small start-up budget was stolen by a former volunteer accountant.

■ Just before embarking on a series of major fleet acquisitions last month, **TRANSFORCE** was warming up with the purchase of a 100-truck fleet in Saint-Félix de Kingsey, Que. The trucking giant bought **DUROCHER TRANSIT**, a specialized truckload fleet and warehousing services firm.



Alain Bédard

Not long after, TransForce acquired three more carriers: **GOLDEN EAGLE EXPRESS** Inc. headquartered in Bois-des-Filion, and **GROUP 2 B** Inc., based primarily in Quebec's Abitibi-Temiscamingue region. Most recently it bought **REBEL TRANSPORT**, an oil and gas services carrier in Edmonton.

■ **CUSTOM TRUCK SALES** celebrated its 40th anniversary with major customer events at its four locations in Saskatchewan and Manitoba. Brent Leach, Custom Truck Sales president in Regina, Sask. says that while the trucking market in Saskatchewan and Manitoba has changed significantly over the years, Custom Truck Sales has kept pace with an assist from Kenworth.

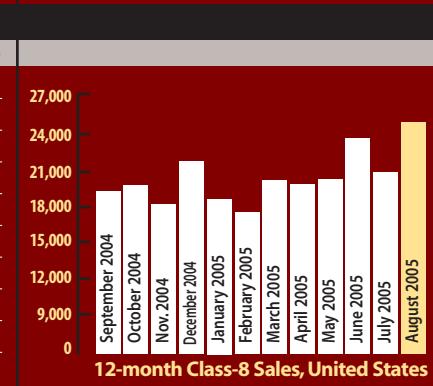
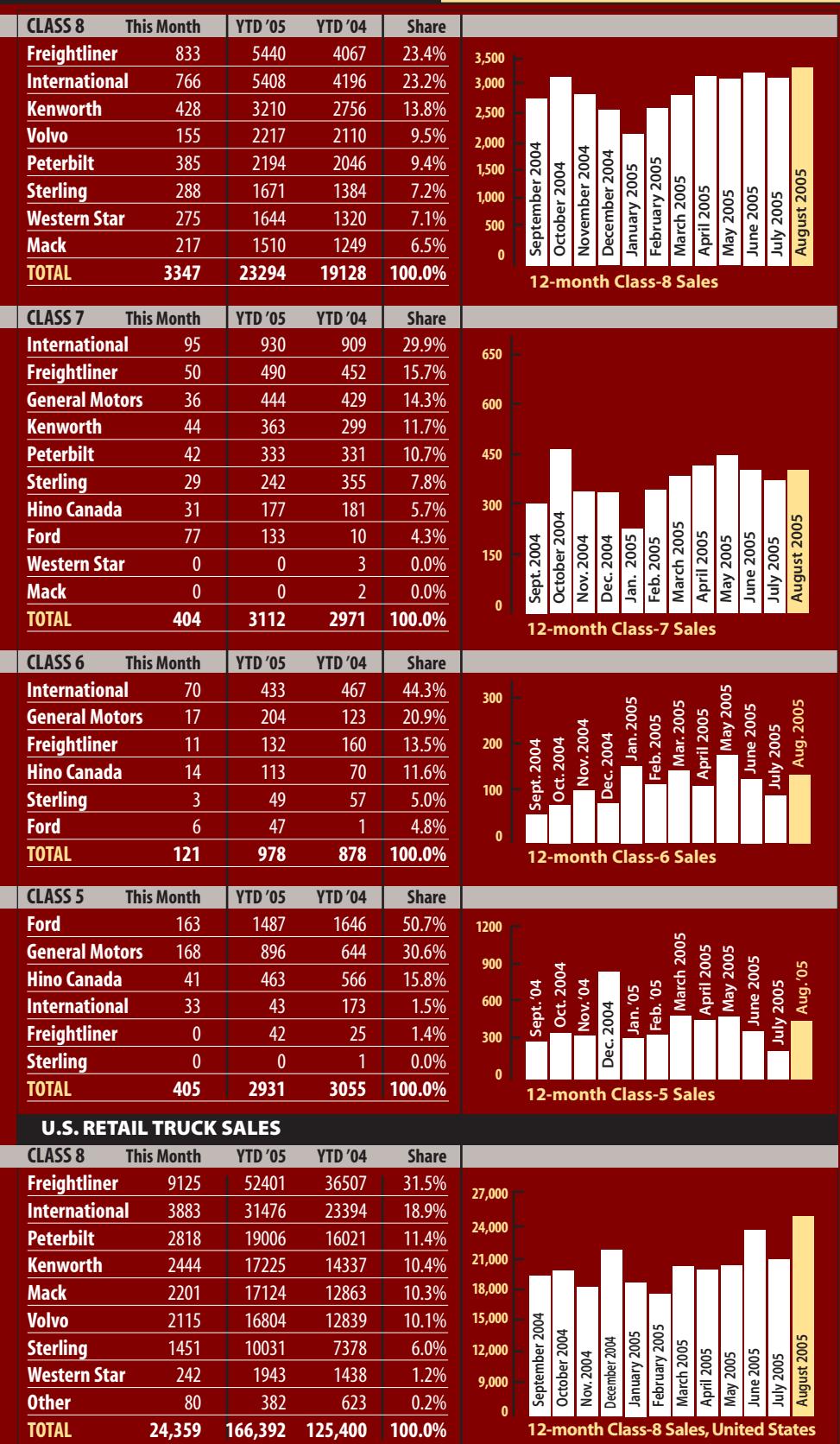
155 people died in collisions with tractor trailers in 2003 to bolster its claim. The study compares vehicle collisions by type and circumstance between 1998 and 2003.

In a rhetorically charged press release entitled "Hearses roll as government fails to curb truck-related deaths," the Ontario Public Service Employees Union used the study to challenge what it says is an Ontario government plan to reduce the number of roadside inspectors across the province.

## Dispatches

### truck sales index

August 2005



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

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

In an interview with *TodaysTrucking.com*, Daniel denied the union was scaremongering with the release and he dismissed reports showing a downward trend in truck-related fatalities as government "spin." He points out that there were 24 more fatalities in 2003 than in 1998 (131), indicating that fatalities are "slowly, slowly inching upward."

However, while the press release may lead some people to think deaths involving truck collisions is a growing problem in Ontario, the complete report paints a different picture. Although 155 truck related fatalities is higher than the number recorded in 1998, the 2003 total is either at par or significantly lower than all other years since 1998. There were 16 fewer truck related deaths in 2003 than in 2002 (171), for example.

Also, the 2003 study mirrors previous years' reports that show the truck driver was driving properly in those fatal collisions 68 percent of the time. And only 4 percent of collisions are related to tractor-trailer defects, while only 0.7 percent were attributed to alcohol.

Furthermore, Ministry records do indicate a long-term improvement in truck related crashes and deaths over the last 15 years.

When asked about the controversial nature of the headline for the press release distributed to the media, Daniel admitted "that the news on that particular (release) got people to talk about it." ▲

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# Training Wheels

**driver's side** *Coaching and mentoring new drivers takes a special breed.*

By Jim Park

I often wonder what I'd be up to if I hadn't landed this job. After two decades at the wheel, I needed a change. I was running out of challenges and ladders to climb. I was looking for something fulfilling and lucrative but wasn't sure which way to go.

For a while, I fancied myself becoming a driver trainer of some sort. Not a "safety and compliance" kind of trainer, but a hands-on in-the-cab trainer—a teacher. I'd done enough of that kind of work to appreciate the satisfaction one gets from seeing the light come on, but frankly, I wasn't prepared to run team to do it. Running team takes commitment to a whole new level.

I've done enough team driving to say unabashedly that I really admire those who do it. It's a rough life.

In writing the feature story in this issue on driver-development programs, I began to reflect on the commitment required to take newly licensed drivers and grow them into safe and productive professionals.

Over the years, I've had the pleasure of teaching dozens of drivers how to load and unload various kinds of tankers, from liquid and dry bulk to cryogenic equipment. We'd work together on a dozen or more loads—a day at a time, but nothing approaching a full-time commitment.

Then, I took my wife under my arm; bringing her from a newly licensed driver to

someone I was comfortable sleeping behind while the truck hurtled down the road.

The pros at Markel in Aberfoyle, Ont. taught her the basics, long before "Earning Your Wheels" was even a twinkle in HRDC's eyes. We'd been hired, conditionally, as team drivers by a company in Niagara Falls, Ont., to haul cyanide to gold mines in Nevada. Imagine being fresh out of driving school and being put to work with a truck full of cyanide.

The boss said he'd give us six weeks to prove ourselves, which really meant if, within six weeks, I became comfortable sleeping while she drove,

**If, within six weeks, I became comfortable sleeping while she drove, we could keep the job.**

we could keep the job. We started as super-singles running between Louisville, Ky. and Sault Ste. Marie, Ont. That gave us time for training and time for her to solo on quieter highways, usually at night, where she couldn't get into too much trouble.

I'd sit beside her, kind of thinking out loud as I drove, offering up a running commentary of what I was seeing, thinking about, and reacting to. She learned to see things and respond the same way.

After a couple of weeks, I could manage a nap while she



about getting beaten up—often to the point where the rookie quits, discouraged and disgusted. And the industry loses another of those rare birds who still want to become truck drivers. That doesn't serve anyone well.

I've heard tales of drivers with five months' experience becoming driver trainers, and I've heard of 20-year guys giving it all up because the fleets they work for couldn't see fit to sweeten

the pot a little, like offering a few extra cents a mile, or a double bunk sleeper.

I hope our better carriers embrace the kind of driver development I write about in the story. There are no better resources to teach the new drivers than the older ones, but they need the support of a committed fleet.

My wife made it, by the way. More to her credit, than mine. She had the double burden of learning a new trade while putting up with a cranky and demanding partner. It's probably a blessing that I wound up here rather than there, though I'm sure some would disagree. ▲

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

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# High Time for Lower Speeds

**driver's side** *Truckers should act on speed limiters now, before the government tells them what to do. By Scott Smith*

**M**ore than almost any other sector, the heavy-duty trucking industry operates in the public eye.

Under intense public scrutiny, we play a critical role in the economy—moving 85 percent of the goods in the supply chain—on public highways and streets—and for the most part, we do an exceptional job.

But we cannot ignore the changing times. If we are truly exiting an extended period of over-capacity, industry restructuring, and moving away from dealing with basic issues of survival, it is also an appropriate time to address a variety of issues that are holding back our industry.

In this context, the Ontario Trucking Association (OTA) executive has identified four of the major challenges facing the industry: efficiency, safety and compliance, environmental stewardship, and driver stress.

Mandatory speed limitation is just one part of that overall policy direction.

When the OTA announced in the summer that it would research the impact of mandatory speed limiters, we were anticipating a mixed reaction from both carriers and drivers.

What we did find from our initial survey of members was a high level of support (92 percent) to further explore this policy initiative. Interestingly, we found an even higher percentage of respondents (94 percent) already had speed policies in place.

Consider the following

aspects of the issue that have driven this initiative:

**FUEL EFFICIENCY:** The benefits—financial and environmental—are obvious. Not only that, but if the industry doesn't take steps it would be reasonable to expect external pressures to come to bear. The alternative is to wait for bureaucrats or special-interest groups to push legislation.

**SAFETY:** Contrary to some recently voiced opinions, there is no proof that speed differential between cars and trucks



results in an increased safety hazard. Indeed, evidence suggests that with appropriate driving habits and lane discipline, some speed differential is safer. That being said, a heavy truck involved in an accident, regardless of who is at fault, will do significantly more damage going 130 km/h vs. 105 km/h.

**PUBLIC PERCEPTION:** Every friend or family member has experienced a truck climbing up their rear in the middle lane while they are

doing 125 km/h. We need the public (and by extension, government) to support our industry. This also speaks to those critics who say speed limiters will lead to an exodus of drivers from our already depleted supply. Nothing could be further from the truth. The public we share the road with includes young

**Regardless, a heavy truck involved in an accident regardless of who is at fault will do significantly more damage going 130 km/h vs. 105 km/h.**

people making career decisions and parents offering advice to their children. A lot of young people have a very unfavourable view of trucks, based solely on the small minority of truckers who do drive too fast.

Another response to the speed limiter suggestion is that there should merely be more enforcement of the current limits. We agree wholeheartedly, and I have no doubt that increased enforcement will be a key part of our final policy. But we can't base our policies on the hope that police will step up enforcement. It's not going to happen. Moreover, technology will be part of any enforcement strategy anyway.

No one is more skeptical of government intervention than the OTA. However, government does have a role in introducing sensible regulations to protect public safety and the environment.

Against that backdrop, I

would ask, "Are we best to sit back and operate in a 'live and let live' environment, where we worry only about our individual business issues?"

That works quite well until there is a high-profile incident. When this happens, we'll get the usual knee-jerk responses, and the OTA will attempt to mitigate any hastily developed,

misguided public policy decision that government will introduce to appease public concern. Because too often, those policies take a sledgehammer to the issue and do so in a way that compromises our industry's competitiveness.

Better than waiting for an incident, would it not be wiser to thoughtfully discuss and help shape public policy that is carefully developed in a manner that respects our exposure and interaction with the general public, as well as protects our competitiveness as an industry?

If we want an environment that will allow trucking to flourish in the future, we must continue the dialogue and make courageous decisions that improve our industry for our drivers, our stakeholders, and the general public. ▲

Scott Smith is the chairman or the Ontario Trucking Association and president of J.D. Smith and Sons in Toronto.



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# Street Smarts

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## How Not to Fire Someone

**human resources** *Feel like taking a trip to court next time you offload some deadbeat? Read on. By Duff McCutcheon*

Want to ensure you're on the invite list for all of your law firm's client functions? One way is to send them lots of work—and that means ensuring all your ex-employees leave disgruntled and eager to take you to arbitration or court after they've been unfairly dismissed. Here's *Today's Trucking's* five-part guide on How Not to Fire Someone.

**1** Don't bother with a company policy manual—Just wing it. That way, all your hires are completely in the dark on what's expected of them on the job. If they screw up on the job and get the sack, they can rely on the "but, I didn't know" defence at arbitration. "Companies that have employee manuals can rely on manuals to say to the employee 'look it, we told you, you were aware of it, you ignored it and you leave us with no alternative but to dismiss you because of it.' It's that kind of evidence that's going to be supportable by an adjudicator, along with proper documentation of wrongdoing," says Dave Leroux, client

education consultant, Human Resources and Skills Development Canada.

**2** Don't document anything. If your employee is routinely late for work, forget about documenting violations. For minor infractions such as chronic lateness, the folks with the Canada Labour Code like to see employers using progressive discipline measures to try to take care of the problem before dismissing an employee. The golden steps to progressive discipline work like this: verbal warning, written warning, suspension, dismissal. However, if you expect to rely on these steps to justify your case, you have to document everything fully. Don't bother if you want to keep going to your law firm's annual golf tourney.

**3** Don't treat the ex-employee fairly. Just kick them to the curb without giving them notice or payment in lieu of it. Both the Canada Labour Code and Employee Standards Act set out minimum statutory notice periods that an employer must

### INSIDE:

**31** Mercuri on safeguarding your fleet

**33** Taylor on flexible taxtime

either give the soon-to-be ex-employee or pay a comparable amount in wages, according to Carole McAfee, an associate at Toronto's WeirFoulds LLP. And since courts and arbitrators also rely on common law in finding reasonable notice periods, factoring in such things as an employee's age, experience, position held, and length of tenure, it's probably best to disregard that as well. If you err on the side of generosity in giving notice terms, you're more likely to stay out of arbitration hearings and, therefore, law-firm client barbecues.

**4** Be sloppy with cause. If you think you caught your employee with their hands in the till, fire the person immediately and do your investigation afterwards. Make sure the investigation is full of holes, with lots of wiggle room for an opposing counsel to pick apart the facts of your case. As McAfee notes, cause is very hard to prove and she recommends that any employer considering terminating an employee relying on cause to get some advice. If you heed this advice, you'll still be providing some work to your law firm, but you could give them so much more if you ignore it and let the case wend its way through the courts or arbitration.

**5** Ignore the terms set out in your owner-operator contracts. Your owner-operator contracts should set out a notice period for terminating the relationship; say 30 days' written notice. If you stick to that, there's little recourse for the owner-operator but to find themselves another carrier since they freely entered into the contract. If you don't include the notice period, pencil in some court dates on the calendar. Another good way of ensuring litigation is to use confusing, poorly worded contracts that leave jurists scratching their heads as to what it means. "Then the court can set aside the contract and infer what a reasonable term of notice would be," says McAfee.

Just remember. You pay lawyer bills to help you make money; not to spend it on ex-employees you'd thought you'd seen the last of. ▲



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# Having No Truck With Criminals

**safety dept.** *How to make sure the bad guys don't infiltrate your fleet.*

By Raymond Mercuri

**O**rganized crime is in the business of load theft, and business is booming. Not only that, but the threat of terrorism is ever-present, and cross-border drug smuggling is a growing industry.

And none of those criminal activities would be viable if they didn't have access to commercial trucks.

That means, as the driver pool shrinks and you're forced to hire new drivers with less experience than you'd like, you'll face an increased prospect of finding candidates who pose a threat to your business.

Imagine what the placement of just one "bandit trucker" in your organization could do to you. How would you like to phone up your biggest customer to inform him that one of your new drivers just disappeared with his load?

I can't think of a better reason to give your current hiring and security procedures a good going-over to see if there are any weaknesses.

For example, I see many—too many, in fact—fleets that don't require a police clearance certificate from potential new hires.

Believe it or not, some carriers don't even ask new drivers to produce a current abstract and detailed work history with contact names for reference.

It's essential that you check references, even if it is time-consuming. Also, investigate any prolonged gaps in

employment. Who knows what the guy did in those intervening years. It could have been time.

With the applicant's permission, you might also want to administer drug and alcohol tests.

I know these procedures take a bit of extra time, but think instead of the consequences of not doing them.

**How would you like to phone up your biggest customer to tell him that one of your new drivers just disappeared with his load?**

Here's another detail you might be overlooking. Insist on receiving an original copy of a police clearance certificate. Never accept a photocopy. With today's technology, it's frighteningly easy to create a convincing duplicate.

What about the drivers you already have?

Recent information from US and Canadian drug interdiction enforcement tells us that "drivers are being approached by professional smugglers" offering big dollars to help with the cross-border drug traffic. Typically, a driver can earn upwards of \$200 for every pound of illegal cargo. If you do the math, a 100-lb shipment could earn a driver \$20,000. With this kind of money on

the table, there are sure to be a lot of tempted drivers.

Your first defence, of course, is to treat your drivers professionally. Do that and they won't even be tempted.

But still, it pays to take a good hard look at your security system.

Stolen tractor trailers are cause for real concern. Government agencies have acknowledged that a tractor trailer can be an effective delivery platform for a terrorist bomb and since 1982 US interests have been attacked 16 times by terrorists using vehicle bombs.

Not only that, but if something can be shipped, it can be stolen.

point in the shipping process. So there's probably value in developing an en-route security plan for your drivers. (For a great example of a fleet that excels at security, read "Auto pilot," by Marco Beghetto, on page 34 of this issue.)

For more information visit: [www.fmcsa.dot.gov](http://www.fmcsa.dot.gov). Click on "Safety & Security." You might also call your local police to see whether they employ a "load theft" unit, who may be available to meet and assist you in protecting your fleet operation.

**KUDOS:** Finally, after many years of outstanding service and contributions to improving road safety, Ontario Provincial Police Sergeant Cam



I have conducted walkarounds at supposedly secure yards and have seen fencing gaps, weak fence materials, and snow or garbage cans piled up so high beside a fence that a child could climb into the yard. A truly secure yard not only requires good fences but also security devices, such as lighting and surveillance systems.

Thefts can occur at any

Woolley has been recognized as Ontario's Top Cop. You've probably seen Cam on the news from time to time; he's an engaging and helpful policeman and has worked at many professional driver safety functions over the years. Congrats, Cam! ▲

Raymond Mercuri writes about safety and training for *Today's Trucking*.

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# How to be Your Own Taxman

**big money** *Using your GST to pay income tax, before CRA comes back to haunt you.* By Scott Taylor

It's a good habit to think of your income taxes like any other business expense and to plan appropriately. You'll eliminate those "surprise" tax assessments that make it hard to pay the bills, including the draw you pay to yourself.

One strategy is to have your accountant prepare a tax estimate for you each year. (I wrote about this in last month's column. If you missed it, send me an email or a self-addressed, stamped envelope and I'll forward a copy. (ScottT@tfsgroup.com)

So once you have your 2005 tax estimate from your accountant, how do you plan to pay this expense?

Whether you're a sole proprietor or an incorporated business, Canada Revenue Agency (CRA) expects you to set the appropriate amount of tax aside and make periodic payments, or installments.

## INSTALLMENTS FOR PROPRIETORSHIPS

Pay close attention here. If you're operating a proprietorship, you must pay enough by Dec. 31 to cover the amount you would otherwise have to pay on April 30 the following year.

If your total taxes payable are greater than \$2,000 this year (\$1,200 in Quebec) and were greater than \$2,000 (\$1,200 in Quebec) in either one of the two preceding tax years, then installments are required. Installments are due quarterly, on Mar. 15, June 15,

Sept. 15, and Dec. 15.

Here's the rough part about installments, or more appropriately, the non-payment of installments. If you elect to not make them, and instead send your taxes in at the end of the year in one lump sum, CRA will assess an interest penalty calculated against what they say you should have paid. The interest charge on

tax installment payments. In the long run, it helps with budgeting and business planning and saves interest and penalty charges.

## INCORPORATED OWNER-OPS

The Income Tax Act requires corporations to make installment payments so they are treated the same as

on your corporation's federal taxes if your tax payable for either 2004 or 2005 is \$1,000 or less. Similarly, you don't have to make installment payments on your corporation's provincial or territorial taxes if the total of your provincial or territorial taxes for 2004 or 2005 is \$1,000 or less. However, the corporation has to pay its taxes, if any, within three months of your year-end date.

## A SIMPLE PLAN

If you're still paying taxes from 2004, you know what a drain they can be. The taxes alone don't reflect the true cost of a lump-sum payment or worse, payments that are late. Any installment interest or penalties will be shown on your Notice of Assessment. Review your 2004 NOA to see just how much extra you paid CRA last year and then add to that any interest charged for payments after April 30. That's the true cost.

Want to make a great start toward paying CRA your 2005 taxes? Set aside your GST/HST refund from the July-to-September and October-to-December periods as income-tax payments. Your GST/HST refund can be direct-deposited by CRA into a separate account from your business operations account. This will ensure it doesn't get lost in your everyday business activities. ▲



the outstanding amount is compounded daily. Furthermore, the interest assessed by CRA is not an allowable expense. You cannot deduct it as you would interest on any other business loan.

At a time when operating costs are high and it's hard to set aside cash for anything, let alone taxes, you need a strategy for ensuring that you have enough to cover the payments when they are due.

Many of our clients use their quarterly GST/HST refunds to pay their income

taxpayers who have tax deducted from their income at source; i.e. T4 employees.

Corporations must have enough tax paid in by their year-end or CRA charges interest if installments are not paid. CRA calculates the interest on each installment that you should have paid. Installment interest is compounded daily at the CRA prescribed interest rate.

Generally, corporations have to pay their taxes in monthly installments. You do not have to make installment payments

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

**W**ally Horodnyk has the best trucking job in the world. No, really. Sure, there's lots to be said about pushing a herd of heifers into a cattleliner, but Horodnyk's freight is a collection of every red-blooded guy's dream machines: Ferraris, Porsches, 'vettes, Rolls-Royces, F1 racecars, choppers—the two-wheeled road hogs and those that fly—and anything else you once drooled over on a showroom floor.

Ten years ago he was a freight broker. Today he has a multi-million dollar business hauling everything from your next-door neighbours' 106 hp Chevy Cavalier to comedian Tim Allen's priceless Saleen Mustangs. Good move.

"One day a client asked if we could [get] a move for a Honda Civic from Flint, Mich. to Toronto," Horodnyk recalls of his days working the phones. "It paid \$1,700.

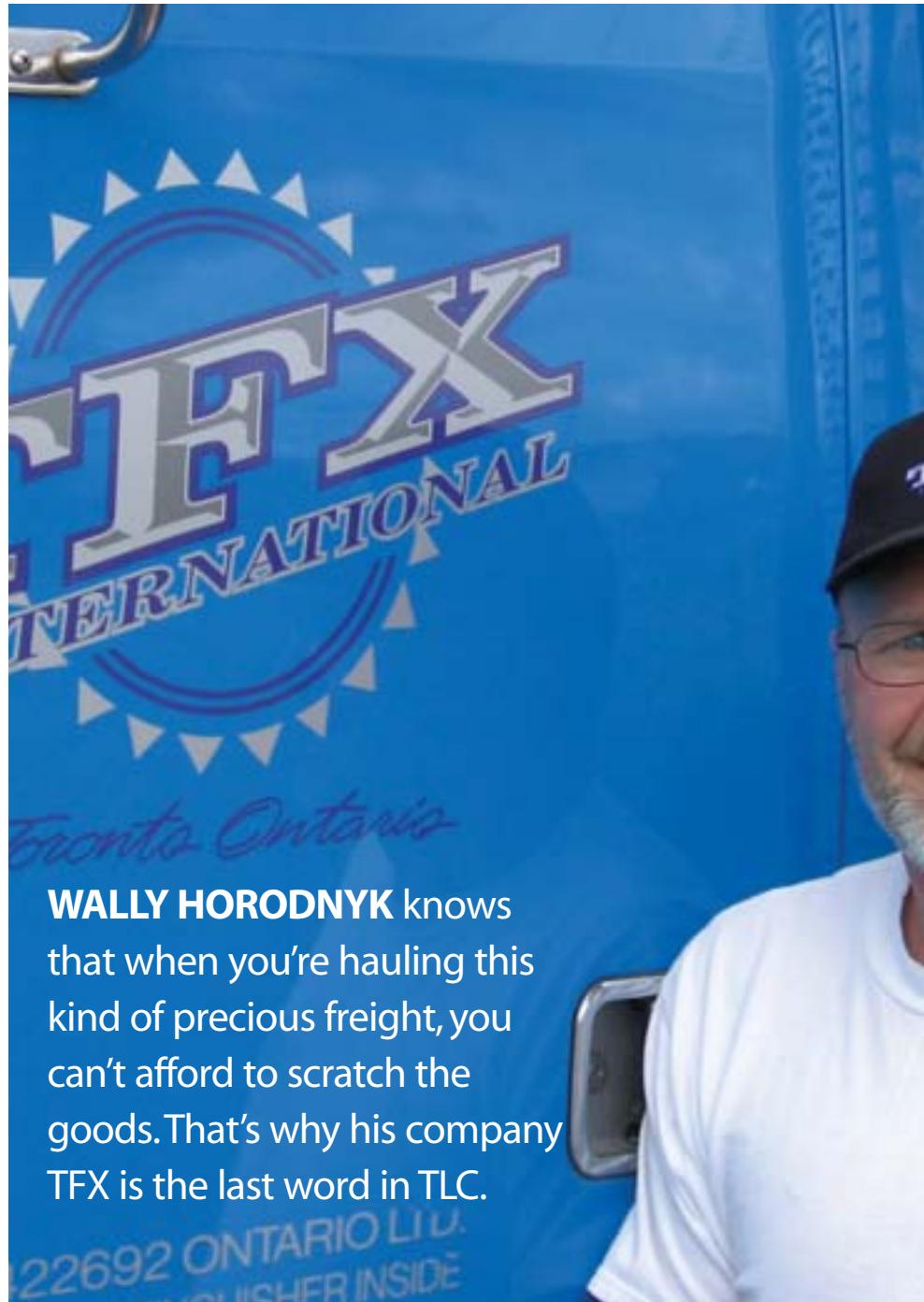
"I said 'how much?' I went out and rented a truck and moved it myself. We were so careful not to get a scratch on it. But it turned out that it was a crash car. So we unloaded it and they crashed it anyway."

Horodnyk liked the work so much, he bought three tractor-trailers right away. In 1998 he gave away the \$15-million brokerage end to his partner in return for the \$2.7-million car-hauling business, which he now runs under the name TFX International with his wife and company president, Christine.

Today, he's up to 10 heavy trucks—all Western Star 4900 SAs under three years old, with a mix of Detroit Series 60 and MBE4000 engines—as well as five city trucks.

So how does one evolve from hauling Hondas to the ultra rare Ferrari Enzo—yup, he's moved it a couple times—in a few short years?

"Reputation is everything," Horodnyk says from his home base of Etobicoke, Ont. "You get it by slugging it out in the trenches and delivering exactly what you say. I run this place like an army camp—everything is under my scrutiny. We don't broker a thing out."



**WALLY HORODNYK** knows that when you're hauling this kind of precious freight, you can't afford to scratch the goods. That's why his company TFX is the last word in TLC.

You don't get to be the official carrier of record for Ferrari by making mistakes and scratching doors. A door on an Enzo is \$40,000."

At any given time, Horodnyk could be handling a Lamborghini Diablo, Lotus GT1, or Mats Sundin's Mercedes.

On this day there's no Maple Leaf wheels at the shop, but the Toronto Blue Jays' entire fleet arrives in phases. Horodnyk's drivers unload the cars and wash and detail them before rolling them back into the trailer for their long trip to the players' off-season homes in Florida and Texas.

Parked in the garage, ready for shipment, are a couple of Ferrari 360 Modenas,

a CART Circuit pacecar, a 1934 Rolls Royce, and the last car John Lennon owned before he died. It's a yellowish Mercedes diesel station wagon, by the way.

"Don't ask me why it's here," Horodnyk says. "Someone wants it moved somewhere."

When you have millions of dollars worth of exotic rides in your possession, it's safe to say that your reputation is in large part an extension of your security system. And as Horodnyk says, reputation in his business is everything.

He describes his customized tractor trailers as armed moving warehouses. "You can't steal this thing," he says without a hint of self-doubt. "It's like an armadillo.



When it's attacked it goes into a shell."

The completely enclosed, 12-ft high NASCAR-style trailers—customized by Kentucky Trailer Technologies—have absolutely no visible locks or locking mechanisms. Both trailer and tractor are wired bumper to bumper with sensors, and a driver's biometric info is needed to start the truck.

The system, created by Toronto-based BSM Wireless, not only has GPS and microburst technologies, but is also Internet-based and is live 24/7—meaning the trucks can be remotely controlled and monitored from anywhere in the world

## The Benchmark Series

BY MARCO BEGHETTO

# AUTO PILOT

with an Internet or wireless connection. "I could be on the beach in the Cayman Islands and kill the engine or the hydraulics on the liftgate with a cell phone," Horodnyk says.

Furthermore, Horodnyk is on top of a truck's every move. If an individual alarm sounds, if a strobe goes off, if the driver stops the truck, even if a door is opened and closed, Horodnyk is notified within seconds.

A message is automatically sent to BSM, dispatch, and to Horodnyk's personal Blackberry, which—like a cowboy who's just a trigger finger away from his most important tool—sits in a holster on his belt. In fact, you could say Horodnyk runs his entire fleet from his hip.

"If a driver speeds, a message will automatically go to him in the cab," he explains. "I can even customize the message to say: 'you are speeding. Pick up your phone because Wally will be calling you in 10 seconds."

By doubling as Big Brother and a fleet owner, where does Horodnyk find the time to do anything else? Judging by his appointment book, he doesn't, really. His desk is layered with business cards—Ferrari, Porsche Canada, Lotus Canada. There're tons of suppliers, too.

That's because these days, everybody loves Wally.

"People love us because we're a beta test company. They use us to benchmark their products," he says. "And why not? I'll try it. I make money, so I want to spend money."

Just a few of the extra toys each of Horodnyk's trucks and trailers are spec'ed with, include:

- Vulcan on-board weigh scales, which calculate weight per axle as the cars are rolled into the trailer;
- Spectra Inc.'s Brake Inspector, which automatically measures brake stroke and tire pressure (also linked to Horodnyk's Blackberry);
- Rigmaster Power generators, so his drivers don't have to idle; and
- Customized air tabs that divert wind away from the back of the trailer.

Horodnyk makes sure he's well versed on every device or technology put on his trucks. "If I don't understand something, I don't put it in."

He can also fix just about anything on the vehicle himself. "I'm a hydraulics specialist," he says. "You think I want to be? But if the liftgate breaks in the winter at 4:00 am and I have seven Mercedes in there, you think the hydraulics guy is getting out of bed and coming out? Only one person is going to do that—me."

In many ways Horodnyk is as meticulous about his own trucks as his clients are about their prized rides.

They're new, constantly washed and polished, and beaming with as much chrome as you'll see on a fleet vehicle. "We have an image to protect as well," he says. "The last thing you want to do is roll up to a house in the Hamptons to pick up a guy's Rolls-Royce and there's rust on the back of your truck. You just can't have that."



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Jim Park, *Editor highwaySTAR*

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



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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.

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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](http://www.highwaystar.ca) and can be electronically submitted. You may e-mail your nomination with all of this information to [jparker@highwaystarmagazine.com](mailto:jparker@highwaystarmagazine.com), or, mail this entry to:

#### highwaySTAR of the Year

451 Attwell Drive, Toronto, ON M9W 5C4

#### Description of selection criteria

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

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

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

## The Benchmark Series

### RED ROCKET

HORODNYK HAS HAULED, AND DRIVEN THE RARE FERRARI ENZO

ON SOME DAYS, WHAT'S IN HORODNYK'S TRAILERS COULD RIVAL THE INTERNATIONAL CAR SHOW. CHECK OUT WHAT WE MEAN:

- Most expensive loads: Ferrari Enzo (\$1.1 million CND), Bugatti (\$1.5 million CND).
- Fastest/rarest car hauled: McLaren F1 (0-100 mph: 7 sec).
- Hauled cars once owned by: John Lennon, the Shah of Iran.
- Coolest rides ever: Michael Schumacher's Ferrari F1, The Batmobile—as in Adam West's, not Michael Keaton's.



But it's not all about the rich and famous. As tempting as it might be to want to stay stuck to the high-margin, exotic-car transport business, Horodnyk made a commitment years ago to stay as diversified as possible. That's why you'll see a Jeep Eagle parked right next to a Lamborghini at his facility.

"My biggest customer is 3 percent of my

total business," he says. "If for whatever reason they left us, it would hardly affect us ... You need to be able to perform as well for that guy who bought his dream car, that 1967 Chevy Nova, as you would for the guy with the Enzo."

Horodnyk isn't sure he's done anything special to get where he is. And he doesn't think he's any more business savvy than the

next guy. What separates him, he believes, is his ability to react instantaneously to just about anything thrown his way.

"I don't know what to expect when I wake up," he says. "One day I'll be driving a Ferrari Enzo into the car show downtown, and the next I'll be lying under a truck, swearing, and covered in grease. I've learned to prepare for anything." ▲

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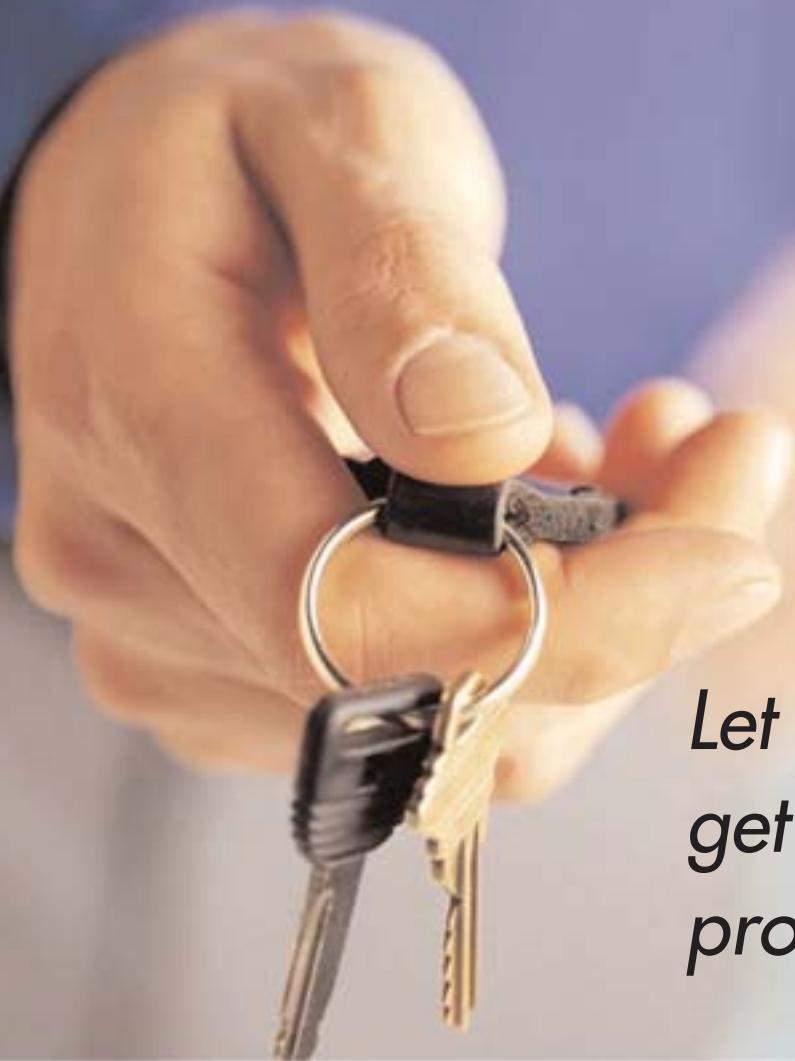


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**John Merrifield**

Senior Vice President,  
Sales & Marketing

*"From a North American perspective, it makes sense to consolidate our manufacturing operations in St. Thomas,"* stated John Merrifield, Senior Vice President of Sales & Marketing. *"Since the majority of our parts suppliers and customers are in the eastern half of Canada and the United States, this location allows us to more effectively streamline shipping and distribution."*

**Call 1.800.STL-HELP for your local Sterling work truck expert.**

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**Special Feature:**  
**Sterling Truck Plant**

On nearly 80 acres in northeast St. Thomas, a 440,000-square-foot building handles the bulk of Sterling's assembly operation. Off-site, a 100,000-square-foot warehouse is tapped for additional storage, sequencing, and some light fabrication.

At full capacity, the Sterling Truck Plant is capable of producing nearly 30,000 units per year. That figure includes everything from A-Line tractors to L-Line trucks to medium-duty Acterras.

Since the brand was created in 1997, Sterling has continued to attract new customers and grow.

Currently, a two-shift operation employs 1,150 skilled workers who hail evenly from St. Thomas, nearby London, and the surrounding counties. This regional draw has revitalized an area that has historically been associated with railways and engineering.

Freightliner LLC built a heavy-duty truck plant that became fully operational in January of 1992. Six years later, the plant was completely converted to produce Sterling trucks.

*"Everyone says we have a really great working environment here, not to mention a competitive wage and benefits package," proclaimed Pat Sage, Training, Development, and IT Manager for the plant. "It continues to be one of the most sought-after places to work in southwestern Ontario."*



Sterling employs skilled, enthusiastic workers at the St. Thomas manufacturing facility. These employees are assigned to work groups consisting of 10-30 individuals. Each work group actively participates in a culture that encourages input from all levels.



**Sterling Truck Plant**

**Location:** St. Thomas, Ontario

**Size:** 440,000 square feet

**Capacity:** 120 trucks/day

**Workforce:** 1,150 employees

Sage added, *"One of our best sales tools is extending open invitations to customers and prospects to visit our plant. Meeting the people who build the trucks is an important connection, because each Canadian-built Sterling carries a pride that's unique to our brand."*

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**BY JIM PARK**

**G**ood drivers don't grow on trees; we know that. Gone are the days when trucking companies could afford to sit back and whine about the poor caliber of the entry-level driver. The industry no longer has that luxury, but the problem remains: where can we get qualified drivers?

A lot of wannabe drivers are lost in the system. They've got the licence but lack the experience.

That means these people remain unhireable because of the restrictions that companies, wisely, place on entry-level

opment program to keep new blood flowing into the company. Ted Birtles, the company's director of safety and driver resources, regularly visits local driving schools to ferret out suitable candidates.

Like many other carriers, Birtles says the biggest obstacle between new drivers and a job with the company is experience. Other hurdles may include a lack of mechanical aptitude—which can translate into difficulty managing manual transmissions or grasping load-securement requirements, or the recruit might have unrealistic expectations or simply a need for more hand holding.

Neither Kindersley's nor Muskoka's programs are heavily structured. Both take the trainees and place them with experienced drivers on regular revenue runs, relying on the trainers to hone the newcomers' skills.

time, and usually it pays off, but there have been a few failures," says Birtles.

A self-described "old-fashioned guy," Muskoka Transport President Paul Hammond admits he has a hard time accepting today's new drivers.

"I don't mean to denigrate the people who want to work in trucking today," he says. "But I'm used to hiring drivers on a handshake and sending them off to work.

"I recognize that the labour pool has changed, and there are fewer people with the skills and aptitude we all took for granted years ago. I also recognize that we have to do more work with the people who apply, and that's fine. It's paying off. It just takes a bit of getting used to."

Ideally, the fleet's role is not to retrain, but to fine-tune the driver to the specific job. Andy Roberts, president of Mountain

# Do-it-yourself Drivers

drivers. However, many fleets have developed ways around that problem, and because of their initiative, they're winning the recruiting war.

The key to success? They develop their own qualified drivers. They take recent driving-school grads and work with them until they're ready to go out on their own.

Saskatoon's Kindersley Transport has a program called S.W.A.T. (Specialized Work Among Trainers.) S.W.A.T. administrator Morgan Janzen says they have placed 32 drivers into full-time positions since September 2004. Some are already working solo, while a number remain in full-team environments with experienced company drivers. None have left Kindersley in search of greener pastures, and Janzen believes the attrition rate will remain low.

"We're giving them the break they've been waiting for," she says. "We obviously expect—and hope for—a degree of loyalty, and so far, we're not disappointed."

Muskoka Transport in Bracebridge, Ont., has also embarked on a driver-devel-

opers' program to keep new blood flowing into the company. Ted Birtles, the company's director of safety and driver resources, regularly visits local driving schools to ferret out suitable candidates.

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Ideally, the fleet's role is not to retrain,



deliver a consistent caliber of driver.

"Carriers have a role to play in encouraging the schools to do more than teach people how to pass the test," Roberts says. "Carriers should be saying to the schools, 'If you guys were doing a better job with your students, we could be doing business here.'"

Kindersley's program ramps up the driver trainee's workload over a three-month period. They start with around 12,000 miles a month. They're out for 12 to 14 days and home again for two or three. The second month, they're up to 15,000 miles, and by the end of the third month, they're running nearly full team miles.

The next step is to team the trainee with a regular fleet driver for about three months. After a series of evaluations, by the trainers and the regular drivers, if all goes well, Kindersley Transport has a fully qualified home-grown driver.

The insurance companies have a stake in how carriers manage this process. Certain carriers may find their insurers willing to go down this road, provided certain conditions are met. Fleet size is usually the first issue.

Tat Wong, underwriting manager at

Old Republic Insurance Company of Canada, says he likes to see at least 50 trucks. From there, he looks at the ratio of good drivers to mediocre ones. In a 50-truck fleet with 45 or more drivers having clean records, no claims, and at least 25 years of age, he'd be prepared to have up to three trainee drivers in a program.

Next issue would be to establish a formal curriculum and a series of written benchmarks to measure the progress of the trainees. Wong strongly urges his

**Certain carriers may find their insurers quite willing to go down this road, provided certain conditions are met.**

insureds to draw trainees from schools with recognized curricula, such as PTDI (Professional Truck Driving Institute) or CTHRC certification, but Wong says he's not averse to looking at other schools with proven track records.

The key, he says, is the corporate culture at the carrier. "In my experience, where there's buy-in from upper management, the examples of success are there," he says.

And the trainers, of course, are the critical factor in the equation. Roberts says forcing a driver to become a trainer is a time bomb. "They need some background in adult education, for one thing," says Roberts. "But it should be less of a teaching role, more of a mentoring role."

Kindersley draws trainers from its regular driver pool, but only if they pass muster. "We do compliance audits on them, we conduct road tests, and we do some role playing to see if they have what it takes to be a trainer," says Janzen.

Kindersley splits the normal team pay rate 70:30 between the trainer and trainee and offers a few other perks, too. And she's quick to point out that those who do it aren't in it for the money.

Got a few trucks parked against the fence? Got a few drivers who might be the mentoring type? There's an opportunity here. But it has to be less costly in the long run than turning away all those under-qualified applicants. ▲

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As tempting as it might be to suck all the information you can out of your GPS and EOBR units, the law says you'd **BETTER TRACK WITH CARE.**

**T**he place: Montreal. The year: 2001. Driver Eric Gauthier's car collides with another, killing its driver. Gauthier survives and he's the only witness. He tells police that the other driver was speeding. However, the event data recorder in Gauthier's car—the black box—lays out a different story. It reveals that it was Gauthier who was travelling too fast when the accident occurred. Most automobile black boxes record road speed, engine speed, whether the brakes are applied, and the position of the throttle when the airbag is deployed, as well as whether the driver was wearing a seatbelt.

Gauthier's lawyers argued that extracting data constituted an unreasonable search or seizure and violated his privacy rights. The black box was intended for diagnostics, a way to determine what caused the car's air bag to activate. It was not designed as an accident reconstruction tool.

Still, the court allowed information from the vehicle to be entered into evidence in Gauthier's trial. It helped prosecutors convict Gauthier of dangerous driving.

Black boxes—or Electronic Onboard Recorders (EOBRs) and Global Positioning Satellite (GPS) devices with transmitters—can be handy things.

Put a GPS on a school bus and you can tell when the bus is approaching so your kids don't have to wait outside in the rain. Embedded in a cell phone, it can pinpoint the exact location of your 911 call. GPS chips are getting so small and cheap to produce that manufacturers foresee tiny devices for key fobs or wallets.

But collecting and using information is precarious stuff, especially when you're an employer in Canada.



BY STEPHEN PETIT

# PRIVATE MATTER

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Following a breadcrumb trail of GPS coordinates, you not only can track your trucks, you can monitor the behaviour of the guy driving it. It's hard to know, without legal precedent, whether you can do both at the same time.

But there are some hints.

In a 2003 decision, the federal Privacy Commissioner said cameras installed for the purpose of monitoring the security of a yard cannot be used to discipline lazy dockworkers without violating their rights under the federal Personal Information Protection and Electronic Documents Act. The PIPED Act, as it's known, governs how employers can use information they obtain about their workers—everything from drug test results to safety violations.

Likewise, if you install a device to track your trucks so you can tell customers where their freight is, and it shows that your driver spent two hours at his girlfriend's

house instead of at the customs warehouse where he said he'd been delayed, you probably can't punish the guy.

Your driver may be abusing company time and resources, but disciplinary action may contravene the PIPED Act because the way you learned about his actions was incidental to your original intent: to track the freight.

Even if the driver consents to having his movements monitored, the PIPED Act says employers must make sure information about his whereabouts isn't used for illicit purposes; e.g. blackmail so the wife doesn't find out about his girlfriend.

Labour unions are addressing the issue in collective bargaining. Appearing before an arbitrator in Saskatchewan, a union argued that the use of GPS devices on company trucks constitutes "employee surveillance," an unfair labour practice according to its work agreement. The trucking company had to make its drivers aware of the tracking equipment and state that it would be used only for fleet man-

agement and customer service, not for monitoring driver behaviour.

The issue is becoming complicated for trucking companies that operate in the United States and use freight-tracking information to populate electronic hours-of-service records.

Last fall, the U.S. Federal Motor Carrier Safety Administration (FMCSA) said it might amend its hours of service rules to permit or even require EOBRs. In light of the PIPED Act, you may need a device that's dedicated to monitoring work hours instead of one that automates vehicle tracking, fuel tax reporting, or records unsafe driving.

In Canada there is little precedent on how data from the vehicle should affect your expectation of privacy.

In North America, only California has established rules on black box information. The state requires the disclosure of the exis-

tence of such devices to vehicle owners and does not allow information to be retrieved without consent or a court order.

It's important to remember that the PIPED Act protects

the rights of individuals. It does not extend to companies.

Imagine renting a cube van from a company that used GPS to track your speed and charged you \$150 every time you exceeded a speed threshold for a two-minute span. It happened with a car rental agency in Connecticut. Or imagine if they kept a database on where that vehicle stopped—which motels, restaurants, fuel stations, etc.—and sold that information to a marketing company.

As an individual, the PIPED Act would restrict those activities, but as a company, your best protection may rest with non-disclosure agreements drawn up by the same group of lawyers that can help you draft personnel policies with respect to the PIPED Act.

When you need help finding your way, GPS and other onboard data devices are invaluable guiding hands. They also require a deeper appreciation and understanding of how the data can legally be used, especially if you're an employer. ▲



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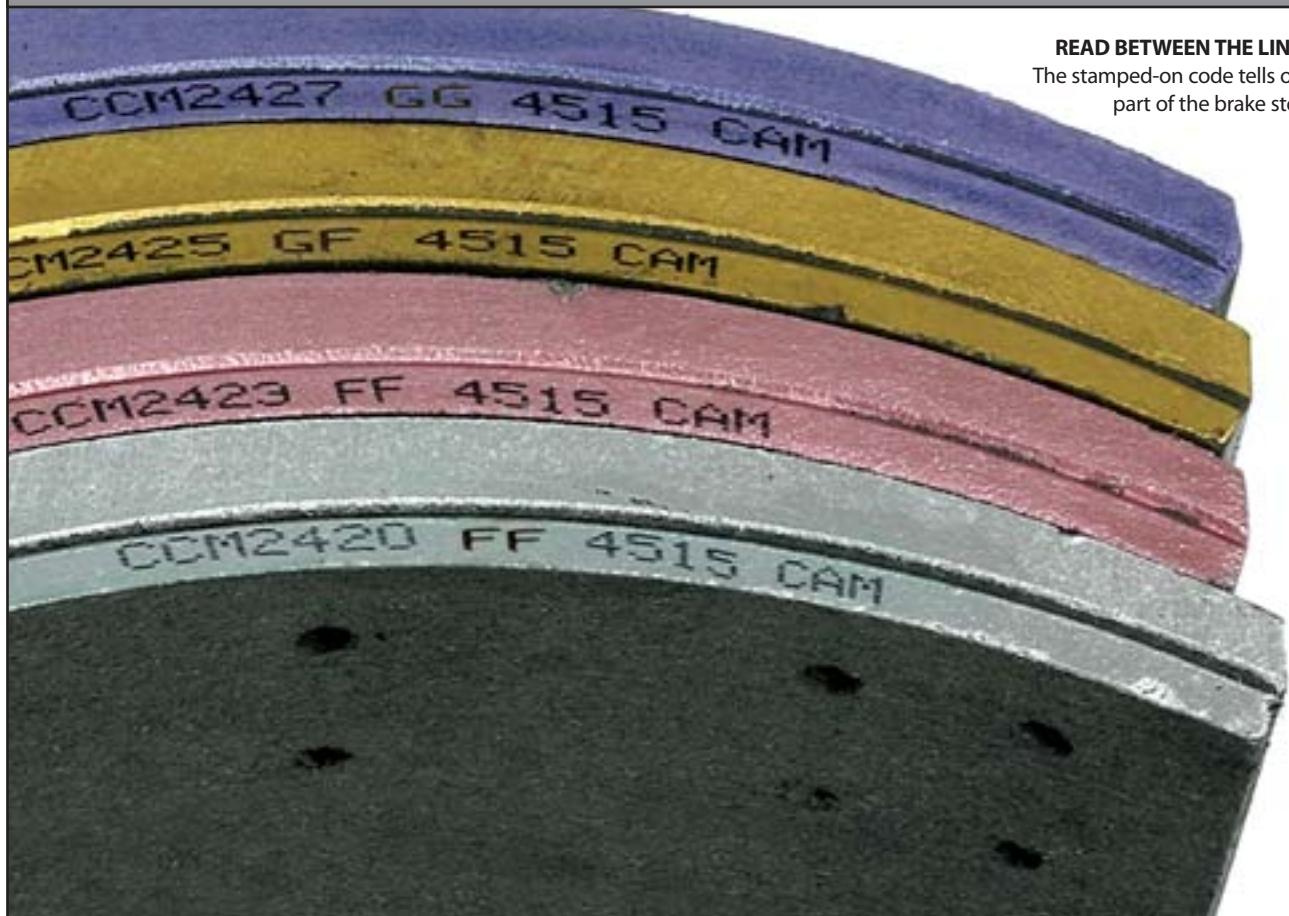
# In Gear

EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS

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**READ BETWEEN THE LINES:**

The stamped-on code tells only part of the brake story.

## Grinding to a Halt

**shoptalk** *Spec'ing friction material is a matter of beating the heat.* By Stephen Petit

Unless you've converted your long-haul tractor into a garbage truck, the rule of thumb about replacement brake linings is to swap in the same material that came with the vehicle from the factory.

The factory-fitted friction material has been subjected to a battery of R&D work by technicians at the vehicle and lining suppliers and was installed to match your axle loads, brake chamber size, slack adjuster length, and your intended use.

However, the truck or trailer you have

today is not the same vehicle that rolled off the line, and your brake linings and drums are Exhibit A. Brake components—where tolerances are measured by the thousandths of an inch—change when they leave the factory. Spiders, cams, hubs, drums, and other parts are summoned into service dozens if not hundreds of times a day. They swell, grow, move, and rub together. Brake components may be stressed in ways you didn't anticipate.

That makes matching the replacement to the original a little trickier.

The manufacturer of the original almost certainly makes an OE-spec replacement, and several reputable companies build linings for the aftermarket. You can also buy linings from importers, some with ties to familiar manufacturers here in North America.

You want a friction material that's rated for the axle weight and formulated to wear and dissipate heat predictably. And when replacement time comes, look at how and why they're wearing out. Then choose a replacement that's suited to the way you work.

The lining's ability to generate brake torque when it connects with the drum is called the coefficient of friction. Linings with a higher coefficient of friction generate more brake torque because, simply put, they're more "grabby." However if the

## In Gear

coefficient of friction is too high, the brake may be overly aggressive and run hot. If the coefficient of friction is too low, the brake may not be grabby enough and cause other brakes on the vehicle to work harder and run hotter. In either case, lining life suffers.

Most linings on heavy trucks lose their coefficient of friction as the temperature increases, a condition called "heat fade" or "lining fade." How quickly they recover depends on the composition of the lining.

"Usually," says Allan Wright, a Hope, B.C., brake consultant, "the reason one lining wears longer or recovers faster when it's hot, or is more expensive is that the manufacturer has invested in research and testing to come up with a formula that produces specific characteristics suited to a particular task."

Most linings use the same three basic elements: heat-resistant fiber; resin-based binders, and chemicals designed to increase or maintain the liner's friction properties. The most common fibers in heavy-duty truck brakes are metallic—a

hash of chopped up or powdered steel, but also other ferrous material like brass and bronze.

When you apply the brakes, the heat causes those resin-based binders to turn to liquid and burn up. Some of the fibers wear away and that exposes a new lining surface. The more heat a lining is subjected to, the faster this process occurs. During heavy braking, an increase of 100 degrees F can double the wear rate of the brake lining.

Another thing happens when you apply the brakes: the lining swells and grows. Brake block swell is temporary—the lining expands and thickens when it gets hot and contracts when it returns to ambient. Brake block growth, on the other hand, is a permanent expansion that happens when the friction material is first exposed to heat after installation. The amount of swell and growth depends on the composition of the lining and the process the manufacturer uses to

harden, bake, and cure their products.

It's different enough among manufacturers that you shouldn't mix lining makes or models on the same truck.

Lining growth can contribute to dragging brakes or imbalance issues after a reline. A post-reline road test should include at least 10 brake snubs from 65 km/h to 30 km/h, and 10 snubs from 30 km/h at moderate air pressure, and two stops from 20 mph using full air pressure.

"Not many guys who turn wrenches actually drive the truck long enough to get the lining to grow before it goes back to the driver," says Tom Golden, manager of technical

cal services for BrakePro, which manufacturers aftermarket linings at a plant in Toronto. "The brake mechanic does his work, makes sure the slack adjuster is holding 25-thou of clearance between the lining and the drum, and then hands the keys to the driver.

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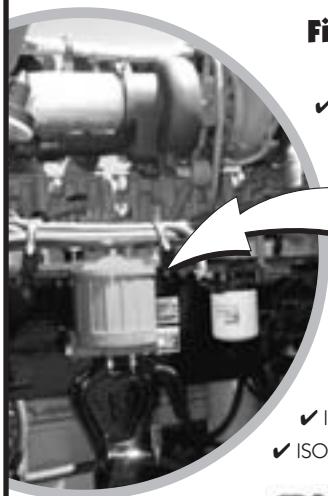


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"Well, the driver goes down the road, gets those new linings nice and hot, and they grow," he says. If they grow more than 25 one-thousandths of an inch (0.025), the slack adjuster can't keep up and the brakes may drag.

Linings with minimum swell and growth have been sufficiently cured after baking. The longer the curing process, the more stable the lining will tend to be.

It also will be more expensive, says John Younger, general manager of Carlisle's Altec brake shoe remanufacturing business and Canadian friction materials operation. "When people wonder why one lining costs more, the curing process is one answer," Younger says. "The more time in the oven, the more expensive the lining will be."

The payoff, he explains, is that it's better to cure the lining in the oven than on the truck. "With an inferior lining, for the first few thousand miles the vehicle is providing the curing that should have happened back at the plant," he says. "The linings can grow and drag and before you know it you're back at the shop complaining about it."

Brake linings can reveal a lot about the overall health of your brake system. If each wheel has the same mechanical input, the same linings at proper friction levels, and the air system is functioning well, there should be no noticeable differences in wear among the leading and trailing shoes on both sides of the axle. Each lining should be wearing evenly.

It's not unusual to see small fractures on the lining surface, but cracks or voids more than 1/16th of an inch wide; cracks that exceed 1-1/2 inches in length; cracks across the lining face that extend through the lining edges; cracks that result in missing chunks of lining—all are potential out-of-service conditions according to Commercial Vehicle Safety Alliance inspection guidelines. The reason may be a stretched shoe. A diligent mechanic will measure the arch and shoe with a stretch gauge to determine if they're still in spec, and make sure the lining follows the contour of the shoe.

Excessive wear in the centre of the lining indicates an insufficient coefficient of friction for your application—to much grab—and you have to rethink your spec.

Tapered wear on the bottom, top, or one side can indicate a bell-mouthed drum, a bent spider, or worn bushings.

And if you're burning through linings at one wheel position only, that's probably a dragging brake or a brake balance problem.

The most important consideration as you read the wear patterns on your brake is the total contact area with the drum. You may think it's acceptable to have 70-percent contact over the total length of

the lining, but if you have 50-percent contact from side to side, less than half the surface area of the lining is coming into contact with the brake drum.

It doesn't take much wear to have an impact on your braking system. Under normal conditions, each 10 one-thousandths (0.010) of an inch of lining wear—that's equivalent to the thickness of five pages—will require an additional 1/4 inch of chamber stroke to make drum contact.



## STUFF ON YOUR SHOES

### A KEEN EYE FOR RUST-JACKING

**O**ne thing worse than the sight of rust on your truck or trailer is rust creeping around someplace out of sight, like between a steel shoe table and a brake lining block. A gradual buildup of rust can apply so much upward pressure on the lining that eventually it cracks near the rivets that hold the two components together. This condition, called rust jacking, results in an out-of-service lining with most of its usable friction material intact. All you can do is clear your schedule and look around the truck for more linings that are cracked at the edges or loose around the rivets. Fortunately, rust jacking

is not as common as you might think. In 2002 and 2003, ArvinMeritor inspected nearly 50,000 lined brake shoe cores for potential rust jacking at its Plainfield, Ind., reman shoe center. In addition, one of the company's friction suppliers conducted its own independent inspection of more than 20,000 lined brake shoe cores. Between the two, the incidence of potential rust jacking was found in less than 1 percent of shoes inspected.

There's nothing conclusive about what causes rust jacking, although according to an American Trucking Associations study published in 2002, the problem is most often reported in places where a

vehicle is showered in a spray of salt and chemical deicers for months at a stretch. In Colorado, for example, 72 percent of trucking companies said their equipment corroded faster once the state started applying magnesium chloride to the roads.

ArvinMeritor has been using epoxy e-coated brake shoes for more than 10 years. Haldex now offers a brake shoe coating that's guaranteed to protect against lining edge cracking. Most other suppliers have similar solutions.

Still, the simplest, cheapest approach to stopping rust may well involve a hose and clean water. On a routine basis, spray your vehicle's undercarriage to wash away the salt and road grime that kick-starts the corrosion process. ▲

— by Stephen Petit



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Couple that with a drum that's out of round or oversized and you won't get the lining-to-drum contact you need.

Whatever you do, don't go by the code that's stamped on the edge of the lining. These codes identify the manufacturer, lining formulation, and both the normal and hot coefficient of friction. Sounds good so far, but the two-letter coeffi-

cient of friction code is based on a test of a 1-in square piece of lining block. It's a useless indicator of how full-sized brake lining material will actually perform in service.

A better guide comes from the Society of Automotive Engineers and the Technology and Maintenance Council of the American Trucking Associations, which produce a list of almost 60 aftermarket linings that meet U.S. FMVSS 121 criteria for original equipment linings. The list, incorporated into TMC Recommended Practice 628, provides the lining manufacturer's name, brand name, its gross axle weight rating, brake chamber type, and torque value.

Brake linings that are not on the list either have not been tested or do not meet FMVSS 121 standards. That doesn't make them illegal to use. Though mandatory for original linings, compliance with FMVSS 121 is not required for aftermarket linings. For more information, contact 703/838-1763 or visit [www.truckline.com](http://www.truckline.com) and type "FMVSS 121" into the Search engine. ▲

## BUYING ADVICE

If you walk into a shop and ask, "How much for a reline?", the counterman will figure you want the cheapest price. So start the conversation by asking what linings he has on hand. And which will suit your needs.

If you're jobbing out relines, learn which friction material is right for you and demand it when you visit the shop, says Golden. "Ask to see

the wear patterns so you have a clue about how your overall brake system is performing," he says. "Be fussy, like your life depends on it, because it does."

"If you make a change at one wheel position, do the same thing at the others," he says. "Don't mix specs or manufacturers because the coefficients of friction and amount of brake growth will vary." The other brakes

will have to work harder, generate more heat, and the linings will wear out faster.

"If you make cost-cutting your top priority," Golden explains, "you're probably sacrificing performance and setting yourself up for downtime. A better lining, and one that's designed for your application, will more than pay for itself if you don't have to reline as quickly."

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# JIT Battery Power

**tech tips** Power leaking out of your batteries? Capacitors offer a jolt of promise just when you need it most. By Stephen Petit

**F**uel gauge? Check. Tire pressures? Check. Coffee? Check. Starting system? Click-click-click-click-click.

More onboard electronics and fewer hours spent idling the engine is an exhausting combination for 12-volt lead-acid truck batteries. A mini-fridge, a TV, communications equipment, a microwave—"hotel-lead" items like these not only will draw down your vehicle's batteries when they're in use, they can leach current when they are switched off.

This type of current draw is called key-off parasitic electrical loads, and it doesn't take much to tap out your batteries. Over a weekend—and a 60-hour period—parasitic loads from a satellite tracking system (2 amps) and a small cooler (3 amps) equate to 300 amp-hours. A typical four-battery system has 328 amp-hours fully charged. Your batteries won't have the burst of starting power your engine needs.

One way to provide that jolt is to use a capacitor wired in parallel with your truck's starting circuit or batteries.

Where a battery delivers a low level of power over a sustained period of time and might take hours to completely discharge, a capacitor unloads its stored energy in one fell swoop. The electronic flash on a camera is a great example. Its tiny capacitor takes a few seconds to draw power from the camera's battery and then pop! It exhausts its full charge into the flash tube, which jolts to life with blinding speed and effectiveness. In a few seconds, it's ready to go again.

The premise is simple. Take two thin conductive metal plates, each storing an opposite charge, and separate them by an insulator called a dielectric. The dielectric can be air, paper, ceramic, plastic—anything—that does not conduct electricity and keeps the plates from touching. You charge the plates with a battery and, when you need a shot of power, pop! You release the charge.

In an ultracapacitor (also called a super capacitor, or electric double layer capacitor), the plates aren't separated by millimeters or microns but by a few nanometers (a unit of length equal to one billionth of a metre). In fact, they're not really plates at all but a porous electrode material made of carbon or nickel tightly packed into a package no heavier or larger than a

it's designed to give up its energy quickly."

If you need a second try, the capacitor will fully recharge in 10 to 30 seconds (the number of charge/discharge cycles is virtually unlimited). It also maintains constant starting performance over the life of the battery; only the capacitor charging time is increased as the battery ages.

Ultracapacitor manufacturers like Maxwell, KBi/Kold-Ban International, and Delco Remy see Canada as a key market because their products are good cold-weather performers. While batteries are just 65 percent efficient in subzero temperatures, a capacitor maintains more than 90 percent of its cranking power.



#### RED'S ON POSITIVE:

Capacitors can pick up battery slack when it's cold outside.

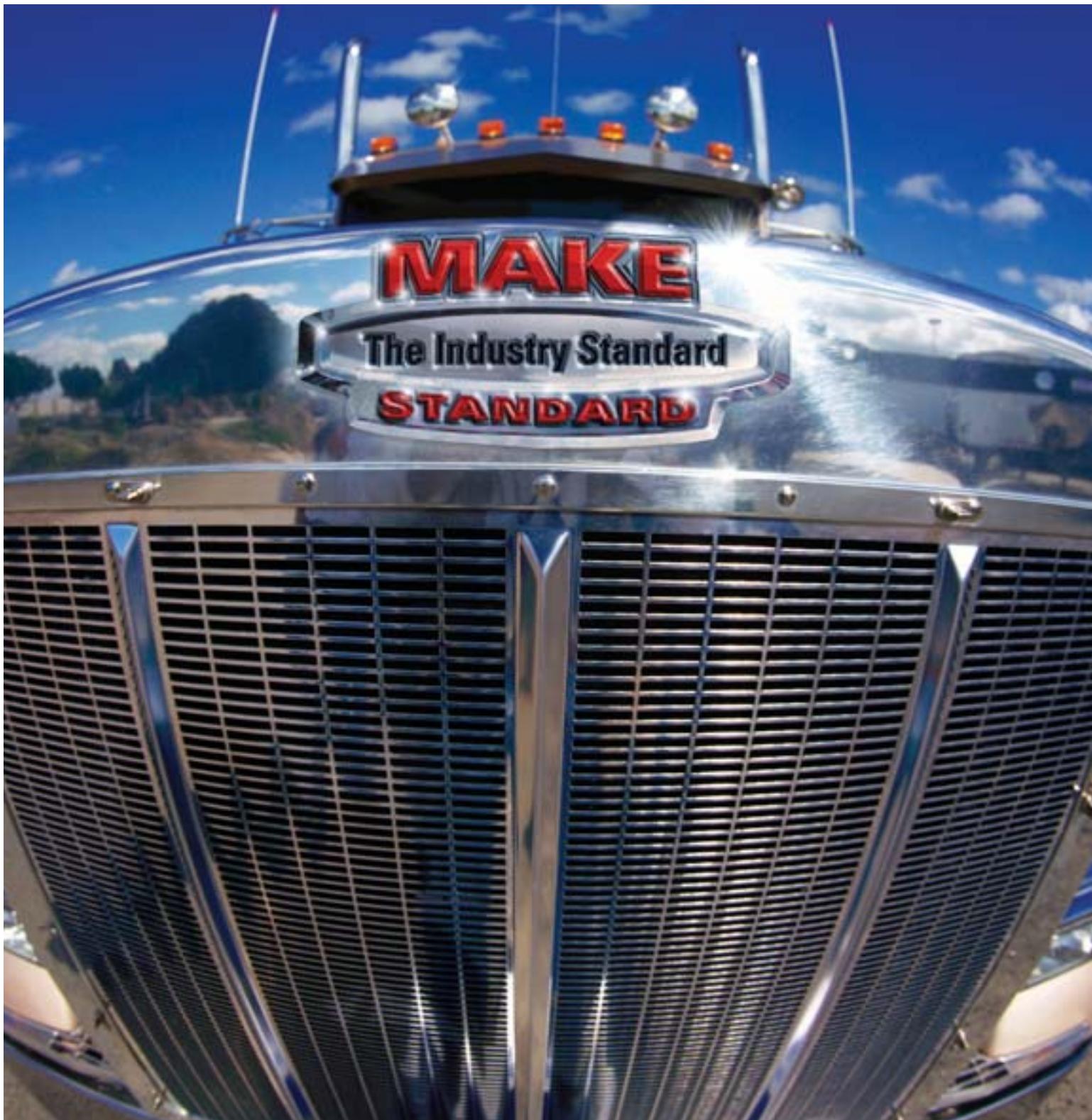
regular Group 31 battery. The surface area of two tablespoons of film is equivalent to two football fields.

By maximizing the area for storing a charge on its plates and reducing the space between the separated charges to a minuscule amount, an ultracapacitor can, in a short burst, deliver current two or three times greater than a battery-only system can produce to engage the starter motor and generate the 200 or more rpm the engine needs to fire up.

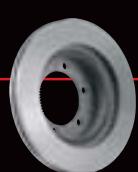
"For a 12-litre diesel, you need 1,800 or more amps to break the engine loose for a fraction of a second and then 1,000 amps or more for three or four seconds to start the engine," says Richard Smith, executive vice-president for strategic business development at Maxwell Technologies, maker of the BOOSTCAP ultracapacitor. "Even when the batteries are nearly depleted, a capacitor can kick the starter pretty hard because

The drawback is the initial cost: \$500 to \$2,500 installed, depending on the make, model, and specs. The cost will come down as volume rises, says Jim Burke, vice-president of KBi/Kold-Ban, which produces KAPower, an ultracapacitor for heavy trucks, buses, and military applications. Right now, those sales are coming from military and city bus markets where capacitors are used on hybrid electric vehicles and regenerative braking systems.





Buyers can be pretty particular about what gets a new truck moving. Engines. Axles. Transmissions. But what about when it comes to bringing them to a stop? Ask your dealer's maintenance manager which wheel end he'd specify. Which one folks trust more than any other for quality, service and support. Chances are, he'll hold up a higher standard. Webb.



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## In Gear

"In the heavy-truck market, we think the return on investment is pretty reasonable," says Burke. "If you take the cost of one jumpstart, plus the downtime and frustration associated with that event, and string it out over a winter or two, you can see the ROI taking shape."

More important, Burke says, you're managing the energy you have onboard in an efficient, deliberate, logical way.

"Every fleet today wants to reduce idling, yet don't want to risk losing drivers because they're denied the comforts of home," he says. "So let your deep-cycle, high-reserve batteries power those onboard appliances, and then let your drivers sleep at night knowing that the capacitor will deliver that pulse of a couple thousand amps when and where they need it most: to start the truck." ▲

PASS THE JUICE:

### 5 SPEC'ING AND INSTALLATION TIPS

- Engine manufacturers are indifferent to whether you use a capacitor or batteries during startup. The starter motor suppliers, on the other hand, don't want you to over-volt their product. Spec the right voltage rating for your starter motor.
- If your mechanic can put in a battery, he ought to be able to manage a capacitor. You can isolate the capacitor and use a solenoid so you only connect the circuit when you're starting, or you can hook it up like a fifth battery in parallel.
- A capacitor is rugged enough to withstand the vibration your truck will dish out and won't lose its effectiveness in the cold. But high heat—greater than 65 C—can hurt it. Avoid mounting the capacitor near hot spots under the hood and use a heat shield if necessary.
- Minimize resistance. Place the capacitor as near to the starter motor as possible (to keep the cable length short) and use 4/0 cable instead of the conventional 2/0 in the battery and starter motor circuit.
- A capacitor is a long-life, low-maintenance item. The Technology and Maintenance Council of the American Trucking Associations is expected to issue a draft recommended practice on the installation, safety, and testing of capacitors next spring.



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## In Gear

### SPEC SHEET

2005 KENWORTH W900L

#### ENGINE:

Cat C15 ACERT 500 hp@2,100,  
1,850 lb ft@1,200 rpm

#### TRANSMISSION:

EatonFuller RTLO18913A Super 13

#### REAR AXLE:

Dana Spicer DSP40—40,000 lb,  
3.25:1 gears

#### REAR SUSPENSION:

Kenworth AG400

#### FRONT AXLE:

Dana Spicer E-13221,

13,200-lb w. 5-in. drop

#### FRONT SUSPENSION:

Kenworth 54-in taperleaf—12,000 lb

#### STEERING:

Sheppard M100 single gear

#### WHEELBASE:

250 in

#### GVW:

as tested, 77,440 lb

#### CAB & SLEEPER

- KW AeroCab with 72-in Aerocab

- Aerodyne sleeper

- Diamond VIT interior—slate gray

## Bold As Brass

**quick spin** *The Kenworth W900 makes no apologies for having a big flat nose. That's what it's all about. By Jim Park*

**T**here's nothing subtle about the W900. It's bold and assertive, and it's been a market leader since the first of its kind rolled off the line in 1961. Kenworth's signature highway tractor still sets the standard—even in this world of slope-nose aero tractors. It retains the highest trade-in value in its class, and it's a proven recruiting tool.

The W-Nine has evolved over the years, adding luxury appointments and even elegance to its rugged good looks, excellent serviceability, and long-term dependability. And recent refinements have taken the truck to new heights in driver comfort and drivability. Even if there's a downside in terms of fuel economy, there's little doubt the W900 will maintain its appeal for some time to come.

I left the Kenworth plant in Renton, Wash., bound for Moses Lake or some point east of Seattle along I-90. I wanted to pull a

few good grades with the 500-hp C15, and basically just drink in the scenery of central Washington state from one of the best vantage points in the business. I spent a bit too much time poking around the truck at a truckstop in Ellensburg and had to turn around a bit early. Still, I managed to add 240 miles to the odometer, enough to get a

#### NEW KENWORTH DASH

Attractive and intuitive, the new KW dash panel boasts automotive fit and finish, while retaining functionality. At night, the LED back-lit gauges read crystal clear and are really easy on the eyes.

good feel for the truck.

Prior to the ride, Brett Weston, now Kenworth's marketing manager for on-highway products, gave me the cook's tour, and pointed out all the improvements over last year's model, including the work

the engineers had done in soundproofing the cab. He said the area occupied by the driver's head is about the quietest part of the truck. He was right. Even with the sunroof open, I was able to maintain a conversation on my cell phone—funny the standards we use, eh?

With the window open, however, there's no way to mask the roar of the big Cat gulping air through the cowl-mounted air cleaner. It might get on one's nerves after a few thousand miles.

Aside from being markedly quieter than other W900s I've driven in the past, I'm not sure what I can add to an already well estab-



lished legacy of smooth ride and superb handling. I ran the truck east from Seattle and over Snoqualmie pass out to Ellensburg. All Interstate, and all pretty straight, except a few winding turns where the highway follows the contour of Keechelus Lake. Even

## In Gear

there, at posted speeds, the truck was as surefooted as when travelling the straight and narrow of the plains.

### INSIDE THE CAB

Before the ride, I really wanted to check out what the Kenworth people were so excited about—the new interior. Like red lights in the footwells, and the courtesy lights that shine on the steps. In fact, the cab lighting has to be one of the high-points. There's a centre cluster at the back of the cab, and additional lights on the side panels above the rider's head—one a flood and the other a spot.

And there's the less obvious stuff, like the low-voltage disconnect feature, warning lights in the gauge faces to warn of things like low fuel or high temps, and easy access to the battery and storage boxes and the air tank drains.

In terms of the driving environment, the helm of the W900 is second to none. You sit up high (the floor is 52 in off the road), and the controls are all within easy reach. My truck had dash-mounted cruise control and retarder switches, but they are

### NEW DIGS KENWORTH'S LATEST INTERIOR MAY BE THE BEST YET.

**U**nveiled at the Mid-America Trucking Show earlier this year, Kenworth's new interior styling has a decidedly automotive flavour to it, yet the Diamond VIT trim leaves no doubt we are sitting in a premium Class 8 truck.

The dashboard A-panel features oversized speedo and tach gauges with inset digital overall and trip odometers, and engine-hour meter and outside temp readouts, respectively. Owners may spec up to 18 gauges in the B and C panels. They're fully multiplexed and can be positioned according to personal preference.

The rake of the foot board has been lowered slightly for better comfort, and the throttle pedal is now suspended from the firewall—a pleasing change that lowers the angle of the foot on the pedal, thus eliminating sore shins.

Among other refinements we found a removable cup holder, an automotive-styled turn-signal stalk, electric window switches on the driver's door armrest, and several storage areas under the dash and on the header panel. Best of all, the dash top has three generous wells to collect the stuff that invariably winds up there.

also available in a steering-wheel mount.

The lights, retarder, cruise, etc., switches are clustered for easy recognition, but that's not the case with one essential gauge. Given the importance of the turbo boost gauge to fuel economy, I'd try to break that gauge out from the pack so it's easier to see at a glance.

The W900 is a truck that comes with its own rewards, but rewards are an excellent reason for making the investment in this premium ride. As recruiting and retention tools go, there's none better. But at the end of the day the best reward is the satisfying feeling you get from driving a very well-engineered truck. ▲

The advertisement features a collage of several men and one woman, all dressed in professional attire (suits and ties). In the top left corner, the Ontario Trucking Association logo is displayed, which consists of a green circular emblem with a stylized white 'O' and the text 'Ontario Trucking Association' below it. The top banner is red with white text that reads 'November 17 - November 18, 2005'. To the right of the banner, the text 'Toronto Congress Centre 650 Dixon Road, Toronto, ON' is written. The main title '2005 OTA CONVENTION' is prominently displayed in large blue letters on the left side. Below the title, the tagline 'Expanding Our Horizons' is written in a smaller, lighter blue font. At the bottom, a large red banner with white text reads 'Register Today!'. Below this banner, the website 'www.ontruck.org/convention' is displayed in white text on a blue background.



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# New Products

What's new and news from suppliers

## WIRELESS ONBOARD **SCALE**

HALIFAX OUTFIT ADDS NEW MODEL

**T**he Smart Scale, from **TruckWeight Inc.** in Halifax, is the company's next generation wireless onboard weigh scale for trucks, tractors, and trailers with air suspensions. It uses sensors to measure temperature and pressure changes in a vehicle's air suspension and wirelessly relays this data to a handheld receiver using a low-powered radio transmitter. The sensors produce an axle-weight and gross-vehicle-weight measurement that's within 0.3 percent of the actual gross vehicle weight, the company says.

The wireless reader allows drivers to take a measurement where it's convenient and safe, whether that's in the truck cab or the loading machine.

Among Smart Scale's new features is an automated rapid-response mode which provides one weight measurement every three seconds during a 15-minute span when the sensors detect the vehicle is being loaded. The feature meets the needs of pit and quarry operations, refuse haulers, and others who need fast, frequent readings while loading. During regular use, the system produces a new measurement once per minute. Most truck operators can equip a typical tractor-trailer unit in the field in about 30 minutes, TruckWeight says. With no wires to hook up, the cost of a complicated installation is eliminated, as are main-

tenance concerns related to cables and electrical connections. Smart Scale's waterproof, weatherproof, shock-resistant, and non-corrosive housing requires no regular maintenance; the sensors use common AA batteries, which last 8 to 12 months in regular use.

Smart Scale has a suggested list price of US\$438 for each sensor and \$450 for the handheld receiver. Upgrades are available to customers with existing TruckWeight wireless scales. Call 1-877-757-7888 or see [www.truckweight.com](http://www.truckweight.com).



### Online Resources:

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



## NEW OPTIONS FOR T800

**KENWORTH ADDS CAB/SLEEPER CHOICES**

**Kenworth** is now offering its extended daycab and AeroCab sleepers, including its unique 38-in AeroCab, as new options for T800 wide-hood trucks and tractors. The wide 'T8' is popular in oilfield, construction, and other extra-heavy operations and these new options expand its versatility and improve driver comfort. Kenworth thinks they'll also promote driver retention.

The extended daycab runs 6-in longer

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### Today's Trucking

November 2005

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\* NON-TRUCK OPERATORS USE BOX BELOW ONLY

NAME _____	TITLE _____	
COMPANY NAME _____		
COMPANY ADDRESS _____		
CITY _____	PROV. _____	POSTAL CODE _____
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E-MAIL _____		

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

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

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

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

② ARE ANY OF THESE VEHICLES ...

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

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

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

④ INDICATE YOUR PRIMARY TYPE OF BUSINESS:

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

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

Check ALL that apply.

A. New vehicles & components

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

B. Replacement Components, Parts & Supplies

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

C. Fleet Products & Services

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

D.  15 None of the above

**TO BE COMPLETED BY NON-TRUCK OPERATORS ONLY!!!**

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

MANUFACTURER (including factory branches) of trucks, buses, trailers, bodies, components, parts, supplies or equipment.

NEW/USED VEHICLE DEALER/ trucks, tractors, trailers.

HEAVY DUTY WHOLESALER/ components, parts, supplies or equipment.

INDEPENDENT FLEET SERVICE/REPAIR SPECIALIST

OTHER (Specify) \_\_\_\_\_

than standard models with the cab roof raised 5 in. There's also more leg room, 21 degrees of recline in the driver's seat, and 2 cu ft worth of extra storage behind the driver's seat. This cab is also available on Kenworth's T600 and W900 models.



Kenworth T800

The 38-in AeroCab sleeper features good headroom, a standard liftable bunk, over- and under-bunk storage, 24-by-78-in tilt-up mattress, full headliner, lockable luggage compartments, swivel reading light, and separate sleeper control console. Kenworth also recently added two 12-in wide by 20-in tall toolbox doors to provide outside access to storage space under the bunk. *See your dealer or visit [www.kenworth.com](http://www.kenworth.com).*

## BUSINESS CLASS UTILITY TRUCKS

### BROCHURE HIGHLIGHTS

#### M2 MODEL LINEUP

**Freightliner Trucks** has published a new brochure for the Business Class M2 utility truck product line. The four-colour, eight-page brochure showcases Freightliner's vocational M2 106, 106V, 112 and 112V truck models in a wide range of utility applications. It focuses

on the features and benefits of the M2 product line that are specifically beneficial to utility companies. The brochure allows customers to see a detailed list of all standard and optional components and features available for utility applications. *See your dealer or visit [www.freightlinertrucks.com](http://www.freightlinertrucks.com).*

## LINING WEAR SENSOR

### EASY INSTALLATION MARKS

#### HALDEX PRODUCT

**HalDEX** now offers an electronic lining-wear sensor that continuously monitors wear on drum-brake linings and clearly indicates when they're worn out, eliminating the need for manual measuring or visual indicators. As well, the constant flow of data on brake lining provides information that can be used to improve control, safety, efficiency and cost control. With a sensor on every wheel, wear monitoring helps to determine the optimum time to replace the vehicle's brake linings, allowing preventive maintenance to be easily scheduled.

The HalDEX sensor integrates with the braking system and most on-board diagnostic systems, the company says. And, it easily installs onto most existing spline-type S-cam shafts by mounting to the HalDEX S-ABA, then connecting the signal cable. Because the S-cam shaft angle directly correlates to lining wear, the sensor continuously measures the angle of the S-cam shaft on the drum brake, which changes when the automatic brake adjuster alters the brake. With two internal parts, the lining-wear sensor is made up of seven magnetically-sensitive 'Hall effect' sensors and a built-in

magnetic disc which rotates along with the S-cam shaft. A microprocessor collects data from the sensors. This data is translated into a digital signal, corresponding to the angle of the S-Cam shaft. In turn, the digital signal is converted into an analog signal before transmitting data to the vehicle. The accuracy of the sensor is better than +/- 3 percent, says HalDEX. *See your truck dealer or visit [www.hbsna.com](http://www.hbsna.com).*



## AUXILIARY AXLE SUSPENSION

### RIDEWELL'S RCA-215 FOR VOCATIONAL TRUCKS

**Ridewell Suspensions** has introduced the RCA-215 Flex-Mount Auxiliary Axle Suspension at 22,500-lb capacity for vocational truck applications. The non-steerable, air-ride/air-lift unit offers a weight savings of 50-72 lb over the company's 225 model. The Flex-Mount is a flexible system that easily adjusts to various frame widths and ride heights, Ridewell says. It offers a patented, contoured axle seat for secure axle connection without U-bolts. The design incorporates a new lightweight, double-bonded bushing. Wide beam spacing helps to reduce axle stresses. The Flex-Mount is designed to accept axle drop of up to 8 in. It has 10 1/4-in total travel, with as much as 7 in of lift and axle-alignment adjustment of 3/8-in at each hanger. Options include axle integration and shock kits. *Call 800-641-4122 or visit [www.ridewellcorp.com](http://www.ridewellcorp.com).*



Freightliner M2 Class

## ALL-WHEEL-DRIVE FREIGHTLINERS

MERITOR FRONT DRIVE AXLES ON M2 106 Business Class M2 106 and 106V models from **Freightliner Trucks** can now be ordered with factory-installed Meritor front drive axles, which allow for an all-wheel-drive (AWD) option. The front drive axle is a part-time system ideal for use in fire and rescue, utility, snow plow and municipal service applications. The system can be activated by the operator

## In Gear

### Retail Diesel Price Watch



Find out how Espar Heaters can **SAVE YOU MONEY.**



**WEEKLY PUMP PRICE SURVEY / cents per litre**  
Prices as of October 11, 2005 • Updated prices at [www.mjervin.com](http://www.mjervin.com)

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	113.3	1.1	94.7
VANCOUVER *	112.9	0.0	80.5
VICTORIA	112.4	1.5	83.5
PRINCE GEORGE	105.4	0.8	79.5
KAMLOOPS	109.9	1.3	83.7
KELOWNA	111.4	2.5	85.1
YELLOWKNIFE	107.4		87.3
CALGARY *	102.4	4.9	82.7
RED DEER	101.4	2.3	81.8
EDMONTON	101.9	0.0	82.3
LETHBRIDGE	103.4		83.6
REGINA *	105.6	-0.2	79.7
SASKATOON	104.5	0.5	78.7
PRINCE ALBERT	107.4	4.3	81.4
WINNIPEG *	107.1	3.0	84.6
BRANDON	106.2	4.3	83.8
TORONTO *	102.1	1.2	77.1
OTTAWA	101.2	-1.3	76.2
WINDSOR	102.1	2.2	77.1
LONDON	102.5	-5.1	77.5
SUDBURY	105.0	0.9	79.8
SAULT STE MARIE	103.6	-0.7	78.5
THUNDER BAY	108.1	5.2	82.7
NORTH BAY	106.1	-0.1	80.8
TIMMINS	104.7	-0.3	79.5
HAMILTON	103.7	2.3	78.6
ST. CATHARINES	97.4		72.7
MONTRÉAL *	112.7	-8.8	77.7
QUEBEC	114.3	-0.6	79.2
SHERBROOKE	112.9	-3.0	78.0
GASPÉ	110.9	-2.3	76.2
CHICOUTIMI	112.5	-2.4	77.6
SAINST JOHN *	119.4	2.9	83.0
FREDERICTON	118.3	2.6	82.0
MONCTON	111.9	-2.3	76.4
BATHURST	115.9	0.5	79.9
HALIFAX *	108.0	-0.7	74.6
SYDNEY	110.9	-2.0	77.1
YARMOUTH	113.6		79.4
TRURO	114.6	3.0	80.2
CHARLOTTETOWN *	109.9		77.8
ST. JOHNS *	123.2		86.6
GANDER	127.9	3.0	90.7
CORNER BROOK	123.2		86.6
<b>CANADA AVERAGE (V)</b>	<b>107.0</b>	<b>0.1</b>	<b>79.5</b>

V-Volume Weighted  
(+/-) indicates price variations from previous week.  
Diesel includes both full-serve and self-serve prices.  
The Canada average price is based on the relative weights of 10 cities (\*).

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

## HOTSHOT SPECIAL

**A** team of very practical Albertans known as **RLM HOLDINGS** has designed a one-ton 4x4 with a sleeper and hydraulic crane combination called The Total Delivery Solution. The unit was originally designed for hotshotters but RLM principal and the unit's inventor Randy Rigel insists it has a wide variety of apps. Because it's self-contained with three fuel tanks, a toolbox hidden under the sleeper, a fifth wheel, additional hydraulic hookups and a bunch of other features, a team of drivers can cut a 24-hour repair or delivery job by half, with less downtime. Says Rigel: "If an oil rig's out of service, it can cost a million bucks a day. It used to take two days to get parts to it, but if the hotshot's driving one of these, it can be up and running again in one day. That'll save a million bucks." Best of all, Rigel says, this fully patented unit—including the winch—can be operated by anyone with a valid driver's licence. With its 10 patented features, it can be modified and manufactured to many specs; for many industries ranging from construction and petroleum to agriculture and courier services. Contact (403) 948-6491 or try [www.rlmholdings.ca](http://www.rlmholdings.ca)



when AWD is needed, at or below 10 mph, or while the vehicle is coasting on a level grade. The axles utilize straight front-to-back frame rails, eliminating the need for a step frame for optimized cab height. The transfer case of the front drive axle is mounted between the transmission and rear axle, and the axle bowl is offset by 11-in to the passenger side, matching the driveline angles and eliminating the need for a lift kit. The axles are available in 4x4 or 6x6 configurations on Business Class M2 106 or 106V truck models running MBE900 or Caterpillar C7 engines. They're offered at 12,000-, 14,000- and 16,000-lb ratings in combination only with taper-leaf front suspensions, plus a variety of single and tandem rear suspensions including flat-leaf, spring and Freightliner's proprietary AirLiner suspensions. Engine and transmission PTO operation is not affected by the engagement of the front drive axle.

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

### DRIVESHAFT CENTER BEARING

DANA'S 'xc' FOR MULTIPLE DRIVESHAFT ASSEMBLIES  
The new **Dana Spicer** XC Center Bearing

has an innovative design that simplifies installation and alignment of multiple driveshaft assemblies for vehicle manufacturers, the maker says, while providing improved reliability and durability for the end user.

Proper alignment is critical to the successful installation of a multiple driveshaft configuration, and the new bearing accomplishes this better than prior models because the design allows the specially engineered elastomer isolator to pivot in a new integrated hanger bracket and self-align as it's being installed. This ensures the system is properly aligned when the vehicle leaves the factory and ultimately provides a more efficient and longer life drivetrain enhancement. The result is better overall service life of the drivetrain system because the likelihood of damage to the isolator and internal bearings is effectively eliminated.

The new XC has an extended-life ball bearing with improved sealing and upgraded rubber cushion designs, Dana says, which eliminate the need for slingers and provide improved performance and reduced maintenance in a variety of heavy-duty applications. The elastomer isolator system maintains optimal

performance at angle fluctuations of plus or minus 10 degrees, ensuring that the driveline system is correctly aligned and operating smoothly and efficiently. Call 1-800-826-4357 or visit [www.roadranger.com](http://www.roadranger.com).

## PETERBILT'S FULL LINEUP

HUGE BROCHURE COVERS IT ALL

A new 46-page, full-colour glossy brochure showcasing **Peterbilt's** complete Class 6-8 truck lineup and cab/sleeper interiors is now available. It features more than 60 photos, product



features, and available in BBC and cab/sleeper configurations. See your **Peterbilt** dealer or visit [www.peterbilt.com](http://www.peterbilt.com).

## ALK TOLLS MODULE

INTEGRATED WITH FUEL & ROUTE SOFTWARE

**ALK Technologies** says its FleetSuite Tolls module has been integrated with the Fuel&Route component of the carrier-management software from Manhattan Associates for truckload and long-haul fleets. ALK's flagship product is PC MILER. Able to generate accurate toll costs for rating and reconciliation, ALK's FleetSuite Tolls provides them either before a trip to anticipate costs or afterwards to verify expenses. The application includes up-to-date data from nearly 1000 toll plazas in 31 states, 112 toll authorities and 232 roads, bridges and tunnels with down-to-the-penny accuracy, says ALK. Manhattan's Fuel&Route weighs a number of parameters, including driver preferences, to generate efficient routes optimized to take advantage of fuel-price differences at individual truck stops and fuel outlets. The Tolls

integration now enables Fuel&Route to fold accurate toll costs into those route calculations. The new module includes numerous discount toll programs, including Cruise Card, EXpressToll, EZ Tag, EZPass, FAST LANE, FasTrak, I-PASS, K-TAG, M-TAG, NH Tokens, PikePass, Ready Toll, Smart Tag, SunPass, TollTag, and Transpass. See [www.alk.com](http://www.alk.com) or [www.manh.com](http://www.manh.com).

## WINDMASTER PLASTIC FAN

HORTON HS11 FAN FOR EGR ENGINES

**Horton** has introduced the high-efficiency WindMaster plastic HS11 fan to meet the cooling needs of EGR (exhaust gas recirculation) engines in heavy-duty trucks. The HS11 is an 11-blade fan available in diameters from 28 to 34-in (711 to 864 mm). The computer-optimized

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We plan to 'paint' a portrait of excellence, to build a cumulative picture of what it takes to be great in 2005 and beyond.

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

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

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

**NOMINATIONS INVITED!**

Please send us the name of a trucking company, big or small, that in your opinion merits inclusion in the Benchmark Series. It could be your own company or simply one you admire. Please call Editorial Director Rolf Lockwood at 416-614-5825 or e-mail him at [rlockwood@newcom.ca](mailto:rlockwood@newcom.ca) with your ideas.

## In Gear

blade design minimizes deflections and reduces fan stress, providing more stable airflow and efficiency while ensuring maximum cooling performance and quieter operation. The fan also has a hubless honeycomb-patterned flat center section for improved stacking ability and reduced shipping and storage costs. The WindMaster can be used on all EGR engines whether the vehicle has

Horton or competitor fan drives. *See [www.hortonww.com](http://www.hortonww.com).*

### KINEDYNE TARP TIE

MADE OF DURABLE SYNTHETIC RUBBER  
**Kinedyne** has added its new tarp tie—Goldline—the result of a new partnership with Universal Polymer & Rubber. Made from synthetic rubber to offer exceptional resistance to UV radiation,

the tie is said to be especially strong and durable. It's a compliment to the Sri-Lanka tarp tie that Kinedyne Canada already offers, though the new tie promises a 50 percent longer lifespan than the standard line of tarp ties. Goldline ties are available in boxes of 50 and come fully assembled with hard-temper galvanized hooks in 10, 15, 21, 31 and 41-in lengths. *Call 1-800-268-3530 or visit [www.kinedynecanada.com](http://www.kinedynecanada.com).*

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### ALUMINUM WINCH SYSTEM

EAST OFFERS FLATBED STRAP WINCH  
**East Manufacturing** has introduced a new aluminum winch strap-capture system for flatbed trailers. It's claimed to be stronger, lighter, more corrosive-resistant, and easier to handle than traditional steel systems, plus it exceeds all NACSS standards. The system starts with the aluminum winch (patent pending), which weighs about 4 lb less than a traditional steel winch, yet pull-tested stronger, East says. It's much easier for drivers to handle, and its wider footprint design spreads shearing stresses, when encountered, over a greater area. Winch and winch clips are interchangeable on either side of the trailer, so torque can be applied on both sides to help stabilize uneven loads. Both are



**East Flatbed Strap Winch**

available in a low-profile version for use in tight-clearance areas. Completing the system are the uniquely designed East side rails. The winch and winch clips side-mount by sliding onto the rail, which has a hollow core so lighting-system wiring can be fully enclosed, helping to eliminate snow, ice and moisture causing shorts in the lighting system. *See your dealer or visit [www.eastmfg.com](http://www.eastmfg.com).*

## WEIGHT CALCULATOR

### ALBERTA WEIGHTS MADE EASIER

If you're in Alberta and looking to spec a truck with an eye to legal size and weight, the **Alberta Infrastructure & Transportation (AIT)** website now includes a weight calculator to help you. It will easily help determine the maximum allowable vehicle weight in every vehicle category from straight truck to C-train. The calculator is found on the AIT site under Commercial Operations, Road Restrictions/Bans and then Regulation Summary. Call *Transport Engineering* at 403-340-5189 or see [www.trans.gov.ab.ca/](http://www.trans.gov.ab.ca/)

## WHITE LED LIGHTS

### PETERSON'S GREAT WHITE LICENCE LAMP

**Peterson Manufacturing** says it used the latest white-diode technology to design a 'traveling companion' for its Piranha brand LED family. The new Great White LED licence light for trucks and trailers, introduced as the 153C Series, has a



100,000-hour rated life. Super bright, it has a specially

designed bubble optic that produces a light pattern well above DOT specifications. An epoxy-sealed circuit board with hard-wired terminals protects the lamp from moisture and corrosion, and a linear weld provides a more robust, hermetic seal. The universal design fits most popular 150-style brackets, Peterson says. See [www.pmlights.com](http://www.pmlights.com).

## PC\*MILER UPGRADE

### ENHANCED MAP DATA AND VISUALIZATION FEATURES

**ALK Technologies** has released PC\*MILER FleetCommander 19, a "significant" upgrade based on PC\*MILER 19 routing, mileage and mapping software. It includes thousands of truck restriction enhancements and over 3,800 additional miles of truck-specific roadway. It combines operational data from a fleet's existing transportation management software with PC\*MILER's database and interfaces with transportation management systems including TMW Systems, McLeod Software, Maddocks Systems, and Innovative Computing Corporation, with

integration also available for other custom, in-house systems. The software is said to create an accurate, real-time display of vehicle locations, ranging from coast-to-coast overviews down to local street addresses in the U.S. and Canada—a clear picture of work progress and dispatch opportunities. Users can customize their display to show truck stops, mark toll roads, highlight preferred roads or roads

to avoid, and better identify loads and trucks by division, fleet, truck type, driver manager or customer. New features include the new Data Link & View tool which enables users to link data between two tabs in the Data Manager—trucks and drivers, for example—allowing users to view associated data without switching from one tab to the next. See [www.alk.com/fleetcommander](http://www.alk.com/fleetcommander). ▲



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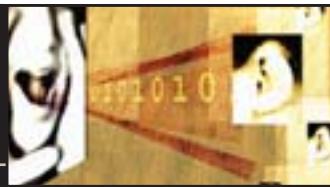
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## In Gear

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## BOOK REVIEW:

ISO PRINCIPLES FOR TRUCKING

**P**aying lip service to the idea of quality control is not possible after you read this book, "Shifting Gears: Applying ISO 9000 Quality Management Principles to Trucking." Written by Canadian Ward Warkentin, along with James DePillo and Dr. Robert Melone, the book is not a heavy, plodding read at all. In its 133 pages the authors offer eight key ISO quality principles and devote a chapter to each, applying them to various corners of the trucking environment from customers to drivers to suppliers. Case histories are employed in illustrating each management principle.

The eight principles are: customer focus; leadership; involvement of people; process approach; systems approach to management; continual improvement; factual approach to decision making; and mutually beneficial supplier relationships.

The book is not intended as a guide to ISO 9000 registration, rather as a guide to effective management of day-to-day challenges using ISO quality practices. For example, in addressing driver turnover, the authors write:

"A factual approach to decision making provides the necessary tools to measure and analyze key issues throughout the business and to take action based on fact..."

Begin with measuring your driver turnover to assess how well your company is currently performing. Also consider collecting data on the reasons drivers are leaving, through surveys, exit interviews, or driver meetings. Identifying the key reasons and assessing the root causes that contribute to these reasons enable carriers to take more proactive steps in reducing driver turnover."

Warkentin, president and founder of Service Quality Associates, an ISO 9000



The book is not intended as a guide to ISO 9000 registration, rather as a guide to effective management.

specialist, has been a consultant to the trucking industry for 15 years. DePillo is Director of Quality for Smith Transport in the U.S. Melone is a consultant with Service Quality and has 30 years of experience in education, the last decade in trucking.

The book is endorsed by the Truckload Carriers Association in the U.S. and was written with the truckload carrier in mind, though it's applicable to trucking operations—indeed, any business—in general.

Published by Thomson Delmar Learning, it costs US\$64.95. See [www.delmarlearning.com](http://www.delmarlearning.com).

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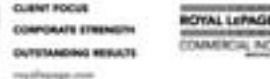
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## TWO NEW VOLVO ENGINES SLATED FOR LAUNCH IN 2007

**V**olvo Trucks North America, Inc. will be adding an 11-litre and a 13-litre engine to its 2007 lineup, in addition to the recently launched 16-litre D16. The new engines will use proven technologies to meet the stringent 2007 emissions requirements. Volvo says the currently available 12-litre engine, the D12 will be not be upgraded to 2007 standards and will no longer be available in North America.

In addition to the emissions reductions solutions, Volvo's 2007 engine family will include the following key hardware, all currently available on the D16 engine:

- Advanced, high-pressure fuel injection with multiple injections per stroke
- Increased peak cylinder pressures
- Single-stage variable geometry turbocharger (VGT)
- Reinforced base engine components to handle internal loads
- High-capacity cooling system fully integrated into truck design
- Advanced centrifugal crankcase ventilation

"Our testing indicates that the new family of engines will maintain the level of fuel economy demonstrated by the current Volvo D12, while delivering driveability even better than the D12's already excellent performance," says Peter Karlsten, president and CEO of Volvo Trucks North America. "We are taking



full advantage of our EPA'02 experience to optimize the 2007 engine family for our customers."

Volvo plans to launch the engines to customers and dealers during the first quarter of 2006.

The new family of engines will be built at the Volvo Powertrain North America plant in Hagerstown, MD. Volvo will also continue to offer the popular 15-liter Cummins ISX as an option in its Volvo VN and Volvo VT highway tractors. [www.volvotrucks.us.com](http://www.volvotrucks.us.com)

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By Peter Carter

# Tricks of the Trade Show

## How to make these walkabouts work for you

**T**he guy beside me on the Edmonton-bound 737 was from Newfoundland and headed to Beaumont, Alta. His buddies have a house there and lured him west, promising work and big money. He said general labourers in Alberta can start at \$22 per hour, and some get subsidized room and board.

Even though the flight was arriving suppertime Thursday, and he didn't have anything specific lined up, he reckon'd he'd be fully employed come Saturday.

Sure beats sitting around St. John's waiting for the fish to swim back.

Twenty-two bucks times 40 hours, plus overtime, in my estimation, adds up to "where do I sign?"

Then I'm thinking, "That's the kind of remuneration trucking companies are up against." Makes one pause.

I was in Edmonton for Truxpo 2005, the show put on by the Alberta Motor Transport Association. The theme for the event: Careers and Technology, and I was going to ask my seatmate whether he'd considered a career behind the wheel, but by then we were in the arrivals lounge and he was off for a beer with his friends.

Edmonton in September was all about jobs and prosperity.

Hurricane Rita had fired up the petroleum industry. Alberta Premier Ralph Klein had just announced that the province was going to mail a \$400 cheque to every kid, woman and man in the province.

Money everywhere.

Not a bad time to be thinking about business and prosperity and there's no better place to do that than a trade show.

A fleet manager I talked to told me he was thinking about flying down to Louisiana to recruit drivers but figured anybody who was out of work because of the flood would head home as soon as things were fixed up. So he's going back to other manpower-seeking schemes.

Speaking of schemes, I also met one Randy Rigel, who was touting his medium-duty sleeper cab with a flatdeck, over-sized fuel tanks, and built-on winch. He says it's ideal for hot-shutting in any industry, especially when oil rigs need quick repairs in the middle of nowhere. (See page 70)

Rigel himself was worth the trip to Edmonton.

If it hadn't been for a very serious car accident in the early '80s,

Rigel would probably be a household name in this country. He was an Olympic-bound figure skater.

But one night, a drunk driver rear ended him. Randy wound up in critical condition, and his Olympic dreams were forever shattered. What's worse, his girlfriend was killed.

He's hoping when his truck plans bloom, it'll rekindle that spark that flickered and died the night of the accident.

See what I mean about having your horizons expanded at trade shows? And often, the most interesting stuff happens not in the official presentations, but in the hallways and hospitality suites.

Another highlight of Edmonton? Watching my friend and colleague and *highwaySTAR* editor Jim Park get shaved bald in response to a fund-raising pledge he made to the Owner-Operators Business Association of Canada (OBAC).

He promised that if the organization raised \$100,000 by the time of the show, he'd get scalped. Scalped he got.

I also watched another friend and colleague, the *Truck World* Show Co-ordinator Kaitlyn Bovenizer climb behind the wheel of a long-nosed Pete 379 for the first time ever. As you can see from the photo, it was a perfect match.

At a truck show, not only do you meet all kinds of folks interested in improving themselves and their businesses, you're surrounded by problem solvers and owner-operators who believe in the future.

And it occurred to me. If you want to encourage somebody; for example, a guy who might be toying with the idea of driving for a living, you could do worse than hosting him at a truck show.

This month, November 17 and 18th, I recommend the Ontario Trucking Association's (OTA) annual convention ([www.ontruck.org](http://www.ontruck.org)). That one accentuates business development and policies.

*Truck World* (a division of Newcom Business Media, which owns this magazine,) is glitzier and there are way more trucks to climb around on. That's slated for April 20 to 22nd next year ([www.truckworld.ca](http://www.truckworld.ca)).

See you—and your prospective drivers—there. ▲

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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