

**VANCOUVER 2010:**

Olympic torchbearing truckers Leonard and Bruce Magill , PG. 10



February 2010

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

# Today's Trucking

The Business Magazine of Canada's Trucking Industry



## ALSO IN THIS ISSUE:



Mapping for LCVs

PAGE  
22



Fixing discs

PAGE  
32

## PLUS:

The SCANIA R SERIES:  
Euro-truck of the year, PG. 50

# The BEST STUFF

10 TOP INNOVATIONS OF '09

PAGE  
28



## *Bring time wasted on inspecting brakes to a screeching stop.*

**STEMCO Crewson™ Brake Adjusters. Designed for maximum safety and convenience.** As trucking industry regulations get stricter it's becoming tougher to ensure your fleet is up to code. However, Stemco Crewson Brake Adjusters make it easier with the patented Auto Check™ feature, which allows you to visually determine if brakes are in proper adjustment quickly. In addition, the Cam Guard™ lubrication system eliminates seizing and corrosion while the proprietary installation template ensures precise installation. So to achieve maximum safety and convenience without crawling under the truck, choose Stemco Crewson Brake Adjusters. [www.stemcocrewson.com](http://www.stemcocrewson.com).

**STEMCO**  
 **CREWSON™**



To learn more about Stemco Crewson Brake Adjusters, visit [www.stemcocrewson.com](http://www.stemcocrewson.com).

**50**

**EUROPE'S FINEST IRON:**  
Scania named truck of the year.



Meet torch-bearing truckers  
**10** Leonard and Bruce Magill



Check out what you might  
**19** have missed on our website.

## NEWS & NOTES

**8 DISPATCHES**  
IS SELECTIVE CATALYTIC  
REDUCTION (SCR) IN THE  
CARDS FOR NAVISTAR  
AFTER ALL?



- 9** Joe Kalinowski, R.I.P.
- 10** Olympic torch-bearing truckers
- 10** Trucking events to pencil in
- 11** Olympic congestion
- 11** Emissions, shmemissions, says EPA
- 13** Which truckers the smart money's on
- 14** AVATRUCKS
- 14** Pulling over for pot checks
- 15** New regs and rules
- 15** Playing bridge in Detroit
- 16** People on the move
- 16** Whistle blows for icing
- 17** Truck sales statistics

## FEATURES

### **28 INNOVATIONS** TOP 10 OF '09

*Today's Trucking's* new-products guru sorted through the hundreds of innovations that came his way last year and distilled them down to this list of great gizmology.

BY ROLF LOCKWOOD

### **32 MAINTENANCE** DISCS IN THE SHOP

Fixing to buy brakes? Why not buy brakes that need less fixing?

BY STEVE STURGEON



### **37 SECURITY** HANDS OFF!

What you should know about keeping your assets your own.

BY JIM PARK



**What's On The Web** Check out our **NEW** on-the-page link to our award-winning website [www.todaystrucking.com](http://www.todaystrucking.com) so you'll have even more great ways to stay up to speed with the ever-changing trucking scene in Canada and abroad. News, opinions, announcements and much more. >> **PAGE 19**

**NEW!**

## OPINIONS

### **5 LETTERS**

### **7 ROLF LOCKWOOD**

### **25 BRIAN BOTHAM**

**27 KENT SMERDON:**  
That sneaky sleep apnea

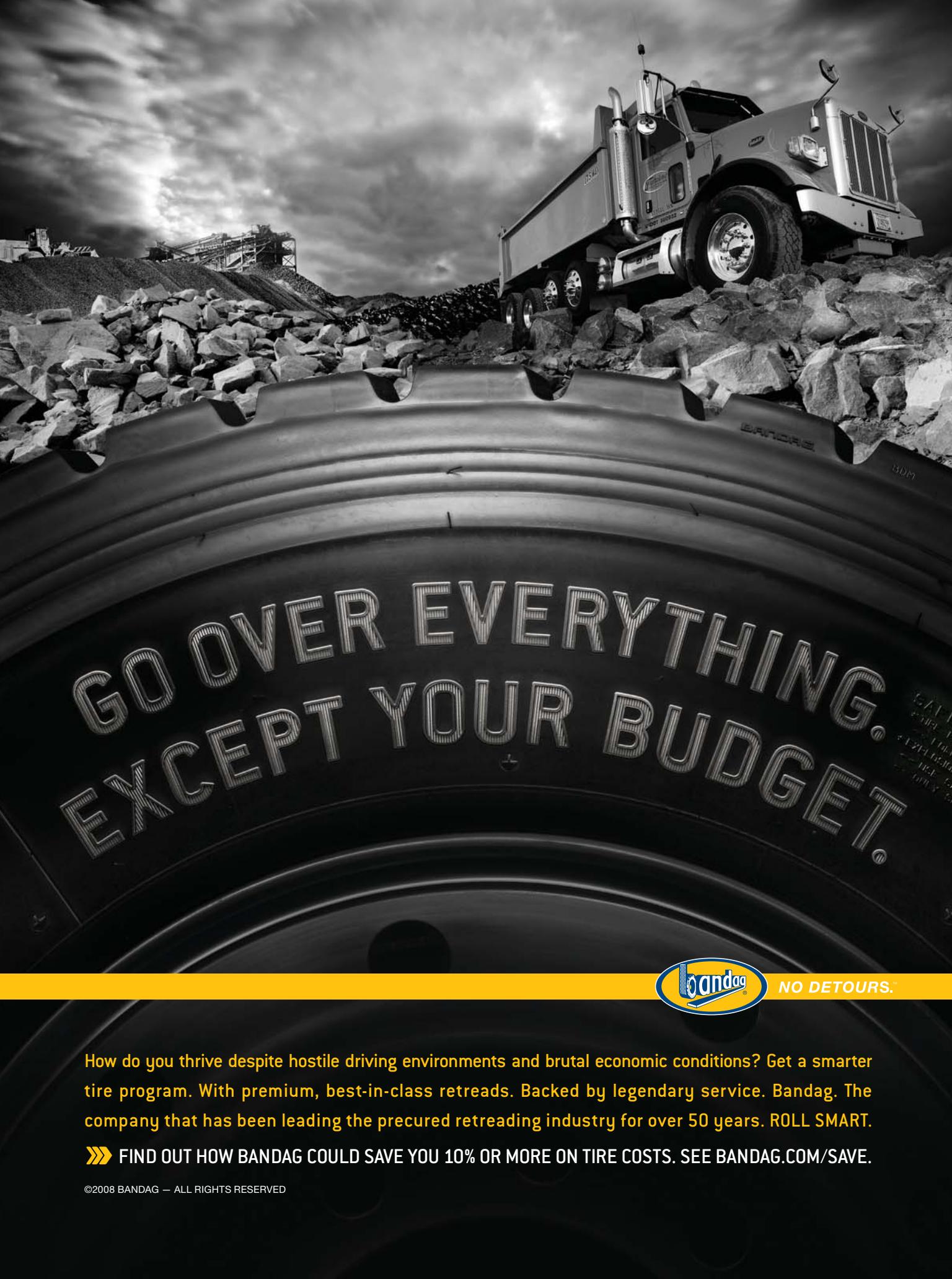
### **54 PETER CARTER**

## SERVICE DEPT

### **22 FRITO-LAY'S BIG LCV ADVENTURE**

### **47 LOCKWOOD'S PRODUCTS**

### **51 COMPANIES IN THE NEWS**



GO OVER EVERYTHING.  
EXCEPT YOUR BUDGET.®



NO DETOURS.™

How do you thrive despite hostile driving environments and brutal economic conditions? Get a smarter tire program. With premium, best-in-class retreads. Backed by legendary service. Bandag. The company that has been leading the pre-cured retreading industry for over 50 years. ROLL SMART.

» FIND OUT HOW BANDAG COULD SAVE YOU 10% OR MORE ON TIRE COSTS. SEE [BANDAG.COM/SAVE](http://BANDAG.COM/SAVE).

# Today's Trucking

The Business Magazine of Canada's Trucking Industry

## VICE PRESIDENT, EDITORIAL

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

## EDITORIAL DEPT.

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

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

Western Editor Steven Macleod (steven@newcom.ca) 403/474-2114

Contributors Jim Park, Brian Botham, Allan Janssen, Steve Bouchard, Eleanor Beaton, Steve Sturgess

## DESIGN &amp; PRODUCTION

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

Associate Art Director Frank Scatizza

## GROUP PUBLISHER

Mark Vreugdenhil (mark@) • 416/614-5819

## SENIOR ACCOUNT MANAGER

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

## SENIOR ACCOUNT MANAGER

Jack Meli (jack@) • 416/614-5827

## NEWCOM BUSINESS MEDIA INC.

451 Attwell Dr., Toronto, ON M9W 5C4  
416/614-2200 • 416/614-8861 (fax)

President Jim Glionna

Controller Anthony Evangelista

Production Manager Lilianna Kantor  
(lkantor@newcom.ca) • 416/614-5815

Director of Circulation Pat Glionna

## CIRCULATION INFORMATION

P.O. Box 370, Station B, Toronto, ON M9W 5L3  
416/614-2200 • 416/614-8861 (fax)

## NEWCOM MÉDIA QUÉBEC INC.

6450, rue Notre-Dame ouest  
Bureau 100, Montréal (QC) H4C 1V4  
514/938-0639 • 514/335-5540 (fax)

General Manager Joe Glionna

## QUÉBEC SALES MANAGER

Denis Arseneault (denis@) • 514/938-0639

*Today's Trucking* is published monthly by NEWCOM BUSINESS MEDIA INC., 451 Attwell Dr., Toronto, ON M9W 5C4. It is produced expressly for owners and/or operators of one or more straight trucks or tractor-trailers with gross weights of at least 19,500 pounds, and for truck/trailer dealers and heavy-duty parts distributors. Subscriptions are free to those who meet the criteria. For others: single-copy price: \$5 plus \$0.25 GST; one-year subscription: \$40 plus \$2.00 GST; one-year subscription in U.S.: \$60 US; one-year subscription foreign: \$90 US. Copyright 2010. All rights reserved. Contents may not be reproduced by any means, in whole or in part, without prior written consent of the publisher. The advertiser agrees to protect the publisher against legal action based upon libelous or inaccurate statements, unauthorized use of photographs, or other material in connection with advertisements placed in *Today's Trucking*. The publisher reserves the right to refuse advertising which in his opinion is misleading, scatological, or in poor taste. **Postmaster:** Address changes to *Today's Trucking*, 451 Attwell Dr., Toronto, ON M9W 5C4. Postage paid Canadian Publications Mail Sales Agreement No.40063170. ISSN No. 0837-1512. Printed in Canada.

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

Canada



Kenneth R. Wilson  
Award Winner

Member



Applied for  
ABC Membership

## A driver remembers Haiti

I'm a New Brunswick-based truck driver with Keltic Transportation and I'd like to tell people in our industry that I've been to Haiti and because of my experience there, I feel the victims of the horrible earthquake are our brothers and sisters. In my belief, their suffering is our suffering.

Many years ago, I spent time in Haiti and can quite clearly remember the insanely abusive conditions that the Haitian people had forced upon them under the Duvalier regime. Apparently, even with new leadership, the quality of life for the average Haitian hasn't changed much in the last 40 years.

I am a living witness to a tragedy which claimed a massive loss of human life in the city of Port-au-Prince when an uncontrolled fire broke out and claimed the lives of many people. If conditions remain as I remember them, the potential for loss of life and grievous injury during this earthquake would have been enormous.



In my experience, Haitians are a very beautiful and noble people; full of love, sincerity, compassion and humility.

And now this happens.

There are many ways to help and not all require you to give money, although money certainly helps.

Some other ways to help are donating your valuable time to relief organizations such as local churches, schools, Red Cross, FTC Canada, World Vision and others who have already begun to put plans into action—just give them a call or go to their

WHEN THE PRICE IS RIGHT: 7 ways to get good rates, PG. 18

# Today's Trucking

The Business Magazine of Canada's Trucking Industry

## TRUCKING A to Z

Your at-a-glance guide to the issues that'll matter most in 2010 and beyond, PG. 28



websites to see how you may be of service to those in need.

And don't underestimate the power of prayer, no matter what faith you hold dear to your heart.

Please pray that this is an opportunity for leaders to engage in talks that will eventually improve the lives of the Haitian people—in this way, the tragic loss of life will serve some positive purpose.

Kevin J. DeSilva,  
Moncton

### You know you're snookered when

Re: Peter Carter's Rear View column "You Know You're A Trucker When..." (Jan., 2010)

"You know you're a trucker when you've done everything possible to please/exceed your dispatcher and the company's customers' expectations, only to find a notice of reprimand from the company's safety department for failing to meet 'their' expectations."

That is so true to life it is not even funny. I've been on both sides of that coin several times. It defines trucking to a tee.

Michael A. Ludwig,  
Simcoe, Ont.

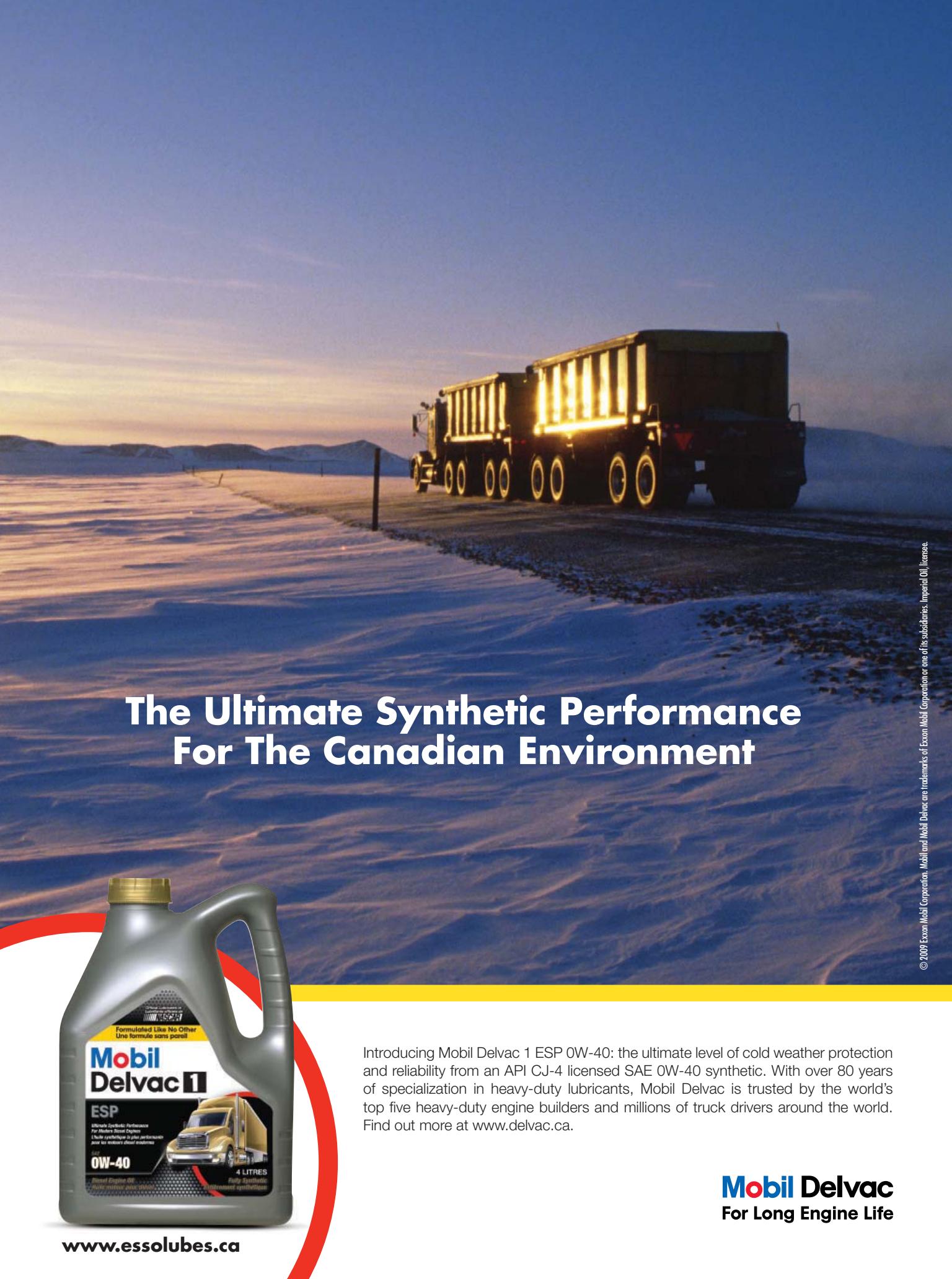
HOW TO REACH US: We want your feedback.

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



### Online Resources

For industry news, weekly features, daily management tips, truck sales stats, product reviews, and more, go to [todaystrucking.com](http://todaystrucking.com).



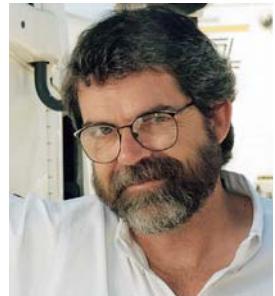
## The Ultimate Synthetic Performance For The Canadian Environment



Introducing Mobil Delvac 1 ESP 0W-40: the ultimate level of cold weather protection and reliability from an API CJ-4 licensed SAE 0W-40 synthetic. With over 80 years of specialization in heavy-duty lubricants, Mobil Delvac is trusted by the world's top five heavy-duty engine builders and millions of truck drivers around the world. Find out more at [www.delvac.ca](http://www.delvac.ca).

**Mobil Delvac**  
For Long Engine Life

By Rolf Lockwood



# Your Sleep-apnea Wakeup Call

**Sleep testing will soon be a reality, and it's going to change your landscape even if you don't haul cross-border.**

**C**hances are that you've at least glanced at the many articles we've published in recent years about sleep disorders amongst truck drivers. Chances are good that you saw Marco Beghetto's comprehensive article about obstructive sleep apnea (OSA) in our December '09 issue, 'Sleeping with the Enemy.' But did you actually read it? Have you followed along since the issue first became an issue a decade or so ago?

Sorry for sounding pedantic here, one of my countless character flaws, but you should have.

We've been writing about sleep for years now, since the subject became a key part of the North American—indeed worldwide—effort to create a useful hours-of-service regime. In my book the effort failed miserably, but that's another story. The fact is, the whole HOS schmoozle at least brought sleep issues to the fore.

But that said, if you're anything like me, you mostly ignored the matter. I'm a bit cavalier about sleep, and I'll admit that despite editing quite a few stories on the subject, I didn't actually take them to heart. Professionally or personally. I don't like sleeping, so I just don't do much of it.

It's no wonder, I guess, that I've had trouble taking all the brouhaha about sleep disorders seriously these last few years.

You'll have different reasons for doing the same thing, like spending your time trying to keep a business afloat, but I'm guessing that knowing about sleep issues is one thing and doing something about them in your operation, with your drivers in particular, is another.

Well, I'll tell you, I was brought up short on this subject during a session on OSA and the coming U.S. testing rules at the recent Ontario Trucking Association (OTA) convention. I knew that the folks at the U.S. Federal Motor Carrier Safety Administration (FMCSA) had latched on to all this with a passion. But I didn't realize just how much the rules they're about to create could change the face of North American trucking. There was an alarmist element to that session, I have to say, but probably with good reason. These rules will alter your landscape in some very significant ways if you haul cross-border. And, though less so, even if you don't.

In a nutshell, some time in the near future the FMCSA is going to mandate sleep testing, not unlike our present drug testing, certainly for all new drivers and for existing ones too at some interval

or other, possibly at random. No details yet, but we know that the plan will call for a rigorous test. Canadian authorities admit they've been slow to act and are now playing catch-up ball, but we'll see a similar, if somewhat gentler, regime here too. At this point the two don't seem likely to match, predictably enough.

But whatever the details of the coming rules and regs, count on this: sooner than they're turned into law, many of you will have to have your drivers tested if you send them south of the border. The reality of American litigation will force pretty much every fleet to show due diligence by ensuring that they did as much as possible to field only the healthiest, safest drivers they could possibly put out there. To the barracudas who practise litigation law stateside, any hint that your driver had some sort of sleep issue prior to an accident will look like an open door to the vault.

Thankfully, our own courts don't make gazillion-dollar punitive-damage awards, but some Canadian carriers have already tested their drivers. And many more will have to follow.

The experts figure about a quarter of all drivers have a sleep apnea problem, and some of them will need extensive treatment, even surgery. Which means some of them will be out of commission while they're being treated and you could conceivably have service disruptions to explain. Trouble is, there aren't many sleep clinics to do the testing in Canada, so wait times will no doubt be a factor.

You can learn more about all of this from experts at a seminar during our Truck World 2010 show in Toronto this coming spring. I'm organizing a two-hour session for Friday morning, April 16, and I'd urge you to attend if you're in the area. See [www.truckworld.ca](http://www.truckworld.ca) for more information. ▲

Rolf Lockwood is vice president, editorial, at Newcom Business Media. You can reach him at 416-614-5825 or [rolf@todaystrucking.com](mailto:rolf@todaystrucking.com).

# Dispatcher

BY MARCO BEGHETTO

## Selective Solution

**Is selective catalytic reduction (SCR) in the cards for Navistar after all? Perhaps, but with a twist.**

Perhaps the most hyped 2009 story on the OEM front was the seemingly never-ending public relations war between the SCR and EGR camps over how to meet EPA's stringent NOx-busting emissions solution taking effect this New Year.

As it's commonly known by now, all engine makers but Navistar opted to comply with selective catalytic reduction (SCR), while the latter firm was adamant that exhaust gas recirculation (EGR) was the superior solution.

Late last fall, we first reported that Navistar's Brazilian MWM International Motores subsidiary would be employing SCR in its NGD 9.3E medium-duty engine for Volkswagen trucks in the South American market. More recently, though, todaystrucking.com learned that the company could be warming up to SCR technology for North America as well.

The Chicago truck and engine maker announced it has entered into a development and supply agreement with a Danish emissions-reduction provider, which would produce an SCR-based solution for the diesel market in years to come.

It remains unclear what the system will look like exactly, or how it is eventually used by Navistar, but the staple technology currently produced by Amminex in Denmark differs little in principle from that seen on SCR engines used by Navistar's competitors to meet emission reduction targets. After some research and checking with engineering sources, we discovered that both versions rely on ammonia released in a catalyst downstream of the DPF to create a chemical reaction that turns NOx into clean nitrogen and water vapour. The only major difference, apparently, is in the ammonia storage and release systems.

Unlike today's SCR engines—in which urea-based diesel exhaust fluid (DEF) is meshed with the hot exhaust stream in a catalyst, forming ammonia—Amminex's AdAmmine system is said to use a solid, namely crystallized salt ammonium. It's stored in a cartridge, which is heated to

create "on-demand" ammonia in the catalyst, triggering the same sort of NOx conversion as with DEF. The cartridge would simply be replaced—as an OEM part—at every oil change.

While AdAmmine is effectively an SCR treatment technology with an alternate "reductant" storage and



# ches

dispensing mechanism, Navistar says it "fits perfectly" into (its) Advanced EGR prime path—eliminating the need for customers and third parties to invest in a new infrastructure for liquid urea.

"While other commercial truck manufacturers have limited their investment in emissions technology, declaring liquid urea-based SCR to be the solution for NOx reduction, Navistar

continues to invest in new technologies that support our philosophy that emission control is the responsibility of the manufacturer," said Eric Tech, president of Navistar Engine Group. Although Amminex has developed and tested the technology over 80,000 km in six cars and one medium-duty truck, a working system for a heavy-duty diesel engine doesn't yet exist and is still under development.

Navistar spokesman Roy Wiley admits that a MaxxForce engine with this technology, if it happens, is not imminent. He doesn't deny that, technically, AdAmmine functions like an SCR system, but without DEF.

Reiterating recent com-

ments from Navistar execs, Wiley says the company's harsh criticism of its competitors' strategies has not been over SCR per se, but specifically with the responsibility placed on the customer to replenish DEF and keep tanks topped up to maintain compliance with the EPA rule.



The ammonia dispensing system would come in cartridge form rather than liquid DEF.

wouldn't place much more burden on truckers than changing oil filters (although it's possible disposing of the cartridges might require additional steps).

Of course, OEMs marketing SCR engines commonly respond to Navistar's concerns about DEF by saying that the replenishment of the liquid is no more troublesome for drivers than filling up with windshield washer fluid. Or fueling up in the first place.

While it appears there would still be a certain degree of hands-on involvement by the end-user, one benefit claimed for AdAmmine is that the system needs much less packaging space. The

As for the requirement to replace AdAmmine cartridges, he suggests that such maintenance

## JOE KALINOWSKI TRUCK BUILDER; FAMILY MAN; INNOVATOR. R.I.P.

**J**oe Kalinowski had a remarkable talent for bringing out the best in people, be they bankers, truck buyers or freshly hired floor sweepers.

"He was a happy man," recalls Emilio Sabetta, who worked with Kalinowski at Timberjack, the world-renowned forestry equipment company that's now part of the John Deere empire.

"He [Kalinowski] would never impose any concept or idea arbitrarily," Sabetta says. "He was able to extend his vast experience to others in a natural way and was always open to listen and accept new ideas if they would make sense or be better than his."

Joe Kalinowski, the open-minded but determined engineer who became a familiar face to many in the Canadian trucking industry, passed away peacefully in December after battling Lou Gehrig's Disease (ALS) for more than half a year. By all accounts, he was a man who made the most of every single one of the 71 years he spent on this planet.

Born in Lwow, Poland, he moved as a child with his parents to England, where he studied engineering and met Christine. They married, she gave birth to their first daughter Teresa ("Tess") and in 1963, moved to Windsor, Ont., where Kalinowski started working with Chrysler Canada.

Life for the Kalinowskis meant movement. From Windsor, Kalinowski transferred to Sainte-Therese, Que., where he helped Paccar build Kenworths.

That's where he met Jim Koziak, a VP at the time. And



it's also where Koziak first witnessed his colleague's muscular determination.

"He was a big man. One time he told me he wanted to lose 100 lbs., and that's exactly what he did. But he was big. When we went skiing together, he'd come down the hill like this huge gorilla," Koziak affectionately recalls.

Later, after Koziak left Kenworth to work at Western Star Canada, he headhunted his old colleague Kalinowski. Together, they helped grow that brand from an afterthought of the White Truck company into one of the continent's most familiar badges.

Kalinowski eventually became president of Western Star.

John Nelligan Sr. was at Western Star when Kalinowski started.

"I think he was responsible for the good relationship between labor force and management which resulted in as good quality control on the product as we could have had," says Nelligan.

His passion for ideas permeated his personal life, as well. Says his eldest daughter Tess, currently the transportation reporter with the *Toronto Star*:

"He knew people all over the world; he was an avid political observer and was always very good at quickly seeing the good side of people."

"He wasn't," she adds, "a big believer in wasting time with acrimony." — Peter Carter

Want more news? Go to [todaystrucking.com](http://todaystrucking.com)

Send us your feedback. E-mail [editors@todaystrucking.com](mailto:editors@todaystrucking.com)



# Dispatches

cartridge is also said to have a much longer shelf life than DEF. It's supposed to avoid the rare problem of urea concentration variations. And Amminex says it works at all temperatures, meaning it won't freeze like DEF can.

If it's serious about venturing down the SCR highway, Navistar, ironically, will eventually have to answer many questions formerly asked of its competitors. For example, will the AdAmmine cartridges be as accessible as DEF? Urea-ammonia consumption varies widely with an engine's duty cycle, so how predictable will cartridge changes be?

With a present-day SCR engine, drivers will get somewhere between 750 and 1,000 miles worth of warning that the DEF tank is going to run dry; and tanks can be

topped up at any time during that window. But what are the related implications for cartridges?

It remains unclear whether this agreement changes the company's goal of fully meeting future EPA standards with existing EGR technology. Right now, MaxxForce engines come up short of the 0.2 grams per brake horsepower per hour benchmark mandated by the EPA. They're presently closer to 0.5 on the MaxxForce 13 motor, which is okay because the company can use banked emissions credits (awarded for exceeding emission standards on lighter duty products) beyond the Jan. 1, 2010 deadline. How long those credits last remains to be seen, although it may well be quite a while given what is still likely to be a slow year for new truck sales.

## Niche lanes

### Olympic-Sized Haul

Leonard and Bruce Magill have two lifetimes of trucking between them, but they say no haul compares to their most recent gig.

The brothers are part of the Vancouver Winter Olympic torch relay celebration and have been trucking alongside the Olympic flame since it began its journey on Oct. 30 in Victoria. During its 106-day journey, the Olympic torch will visit 1,036 communities and travel more than 45,000 km.

Traveling the far corners of North America is nothing new for Leonard. Back in 2000, Leonard toured with KISS for the North American portion of their 142-city farewell tour, but even that doesn't compare to the length of this pre-Olympic

tour. Neither is, believe it or not, watching Gene Simmons spit out balls of fire as thrilling as working with the Olympics.

"It's a privilege to do it on Canadian soil. It's magic," Leonard said while on a Jan. 5 stop in Winnipeg. "It's amazing to watch Canadians unify themselves in a way I've never seen before."

And to think the Grimsby, Ont. resident stumbled upon this job by accident after getting laid off last spring. A job popped up online for a four-month tour in Canada. After a couple of interviews, it was revealed the job was part of the Olympic torch relay celebrations and Leonard eagerly signed on. A month later, there was still an opening for another driver, so Leonard called his older brother Bruce. Then it became a family affair.



## LOG BOOK

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

### Feb. 17-19

#### Future of Trucking Symposium

University of Winnipeg.

**Contact:** Paul D. Larson, 204/474-6054

**Website:** [www.umanitoba.ca](http://www.umanitoba.ca)

### Mar. 2-4

#### The Strategic Supply Chain Management Forum

Toronto Board of Trade, Toronto.

**Contact:** Rhonda Bradbury at 416/481-1904

**Website:** [www.conferenceboard.ca/conf/default.aspx](http://www.conferenceboard.ca/conf/default.aspx)

### Mar. 9-12

#### The Work Truck Show 2010

America's Center, St. Louis, Mo.

**Contact:** 1-800/441-6832

**Website:** [www.ntea.com](http://www.ntea.com)

### Mar. 25-27

#### Mid-America Trucking Show (MATS)

Kentucky Expo Center, Louisville, Ky.

**Contact:** 1-800/626-2370; [clrockwell@truckingshow.com](mailto:clrockwell@truckingshow.com)

**Website:** [www.truckingshow.com](http://www.truckingshow.com)

### Apr. 7

#### IT360°

Metro Toronto Convention Centre, Toronto.

**Contact:** 888/823-7586

**Website:** [www.it2360.ca](http://www.it2360.ca)

### Apr. 15-17

#### Vocational Truck & Equipment Expo

International Centre, Toronto.

**Contact:** Joan Wilson, 416/614-2200

**Website:** [www.truckworld.ca](http://www.truckworld.ca)



### Apr. 15-17

#### Truck World 2010

International Centre, Toronto.

**Contact:** Joan Wilson, 416/614-2200

**Website:** [www.truckworld.ca](http://www.truckworld.ca)



### Apr. 19-20

#### 18th Annual Emerging Issues and Customs Conference

Toronto Airport Hilton.

**Contact:** 416/595-5333

**Website:** [www.caie.ca](http://www.caie.ca)

### May

#### Operation Air Brake

Across North America (exact date TBD).

**Contact:** 202/775-1623

**Website:** [www.cvsa.org](http://www.cvsa.org)

## TRAFFIC OF OLYMPIC PROPORTIONS

In preparation for the population and traffic flood that accompanies an Olympic event, Vancouver has developed an **Olympic Transportation Plan (OTP)**, which includes changes to the downtown core's truck routes and changes to the noise bylaws to allow off-peak deliveries.

"We're facing a very challenging, but lucrative opportunity for the city," says Neal Peacocke, engineer-in-training with the City of Vancouver.

The Games officially span 17 days through to Feb. 28.

Luckily, the city held off on a proposal to restrict trucks longer than 50 feet from most of the downtown area to the hours between midnight and 6:00 a.m. While the city can't restrict what times deliveries can be made on most downtown arteries, it is encouraging carriers to make deliveries in the downtown core through the middle of the night or early in the morning.

A number of streets adjacent to Olympic Venues—BC Place, GM Place, Pacific Coliseum, Main Media Centre, and Vancouver Olympic Centre—will be closed to traffic, however. Commercial vehicles needing access to those streets for deliveries will require a permit.

Due to the road closures, the city has added other streets to Vancouver's truck route, including Hastings Street, Nelson Street and Smithe Street.

The No Stopping Lanes are also in effect to March 1, 24-hours a day, and override commercial loading zones. Truckers are urged to find alternative loading zones for deliveries, like side streets and back lanes. "Enforcement will be extremely important to make these a success," adds Peacocke.

So all it takes to get proper traffic oversight is staging multi-billion events? Good to know.

The two have another brother who has owned trucks in the past and their father was a master diesel mechanic, so they were pretty much born with diesel in their blood.

But even with their lengthy history in trucking, this is the first time the brothers have driven team.

"It's definitely an adventure. You can't really expect brothers to get along 365 days a year," Bruce says with a laugh.

The brothers were hired by GMR Marketing to take turns piloting a 2006 International truck owned by RBC.

For the community celebrations, the national bank created a Eco-Home trailer, specially built on a 40-ft dropdeck. The mobile display, which runs off of solar panels and wind generators, is designed to raise awareness on how Canadians can 'green' their

homes, live off of the grid and have carbon-free homes.

"It's an interesting piece of equipment and the engineering is a marvel," says Bruce. "Even at minus 42 with the wind chill it still worked. Somebody did their job right."



Trucker brothers Leonard and Bruce go for gold with RBC's specialty truck.

Both bros were given an opportunity to step out of their cabs and participate in the relay as torchbearers. Bruce got the first shot on Nov. 30 in Rimouski, Que., when one runner dropped out at the last minute.

"I was totally elated to run with the torch; it was very special," he recalls.

Little brother Leonard ran with the fire on Jan. 6 in Winnipeg and despite the minus 40 (with wind chill) temps, he says it was an experience of a lifetime.

The brothers are hoping for warmer temperatures for the rest of the relay, but regardless they'll be right alongside the torch until it reaches Vancouver for the Winter Olympics opening ceremony this month.

After that, the brothers will head back to Ontario. Leonard isn't exactly sure what he'll do next. It's unlikely his next gig will be as unique as traveling Canada with the Olympic torch, but he's hoping it will come close.

— Steve MacLeod

### Emissions

#### No Green Light For Empty Trailers

The U.S. EPA is so serious about curbing carbon dioxide emissions that it recently reclassified the greenhouse gas to be an "endangerment". (CO2 is a naturally occurring element. Trees produce it!)

However, the EPA appears unwilling to butt heads with the Department of Homeland Security (DHS) over a rule that, if amended, would reduce wasted trucking miles and help reduce the industry's impact on the environment.

Last month, the EPA declined to join Canadian and American trucking carriers in their effort to convince U.S. regulators to change archaic and redundant empty trailer movement rules affecting foreign drivers.

The Canadian Trucking Alliance (CTA) and American Trucking Associations (ATA) and have been seeking a revised interpretation of current immigration rules which would allow a foreign driver to reposition an empty foreign trailer as part of regular international movements.

The groups have long argued that the current policy on repositioning non-payload foreign trailers is widely inconsistent with modern logistics practices and leads to duplication of miles and increased outlays, resulting in wasted energy and fuel efficiency losses.

On that note, the trucking groups attempted to recruit the Environmental Protection Agency (EPA) to their campaign. The EPA instead decided to defer to DHS' rules.

## Dispatches

Currently, a Canadian driver can pick-up an empty trailer at the drop-off point of an inbound movement in the U.S. and then drive it to the dispatch point for the outbound movement back to Canada, but only if he waits for it to be loaded. So, the same driver, after dropping off the empty trailer, cannot leave it for another Canada-bound driver and immediately hook to another loaded trailer destined to cross the border.

David Bradley of the CTA says that the trucking groups were simply "attempting to demonstrate to EPA that if the U.S. government was serious about climate change it would review this rule which can create the situation where you have two tractors (one Canadian trac-



**WHAT'S UP DOCK?** Canadian truckers wonder if they can convince U.S. officials to allow drivers empty trailer movements between shipping points.

tor bob-tailing and one U.S. tractor hauling an empty Canadian trailer) traveling side by side on a repositioning move for a foreign empty trailer in the international stream of commerce."

Even without EPA by their side, CTA and ATA will continue "to make the case" that this "darn simple fix" should be made. In fact, there's no "discernable policy reason" it hasn't yet

been addressed, he adds.

The carriers' proposal does not undermine cabotage rules since it does not involve the domestic pick-up or point-to-point delivery by a foreign truck and driver

*Just when you think  
you've reached your limit,  
WE SAY, "STEP ON IT!"*

Who says you should put limits on efficiency, safety, compliance or customer service? Working together with PeopleNet, you can be 33% safer and more compliant\* while saving \$5,000 per truck\*\* on average. To learn how PeopleNet has helped other fleets perform above and beyond the rest, call 888.346.3486, option 3. Also ask for Blue Paper "Safety: The Trucking Industry's New Frontier."

\*28.1% fewer vehicle out-of-service events, 32.4% fewer driver out-of-service events and 37.8% fewer moving violations when compared against Canada benchmarks.\*\* Based on PeopleNet Professional Services engagements.

operating in the U.S. The Americans, though, have been notoriously overzealous in enforcing or interpreting cabotage rules.

Bradley says Canada has become officially engaged in the issue and has pledged to make the necessary changes to its own immigration rules if the U.S. were to reciprocate.

"This issue is more of an irritant or idiosyncrasy than it is a life and death trade issue," says Bradley.

"However, there is an important principle at play here—if governments are not willing to fix something like this, how can they maintain any credibility in terms of wanting to make the North American supply chain more efficient and competitive and with a lower carbon footprint?"

## Forecasting

### Big Truck Changes In Teen Years

Impending operational, economic and regulatory changes are about to turn the trucking industry on its head over the next decade.

So says a new Stifel Nicolaus white paper, which most notably predicts that the North American supply chain will shorten and lose a few links due to increased energy and commodity prices, changing labor demographics and wage rates, declines in the value of the U.S. dollar, and increased international security regulation and technological innovation.

Recapping the past decade, the report—

authored by the firm's Transportation & Logistics Research Group—says that after a mid-decade bump, freight prosperity in the last few years fizzled. While the upcoming teen years of the new century will bring with them some growing pains, various firms quick to adapt to new market realities will be well served.

"The increase of shorter supply chains means there will be an increase in fully integrated, domestic supply chains," the white paper states. And as the middle class expands in Asia and those workers' compensation expectations evolve, it will tip the scales away from U.S. imports toward exports. Although current transport infrastructure was designed to distribute imported

manufactured goods, "shorter haul truckers and carriers of raw materials and components should be able to capitalize on these trends as the new decade unfolds."

Something else that will greatly impact the balance between supply and demand will be more federal scrutiny and regulation, such as CSA 2010, which, theoretically, will do a better job of weeding unsafe trucking companies out of the market. (Although, probably not inadvertently, carriers who simply can't keep up with the cost of compliance will go down too). Hours of service, electronic onboard recorders, new rounds of emissions standards, rail re-regulation, and speed governors, are all factors that



# AVATRUCKS: VEHICLES THAT CHANGE THEMSELVES

You know when you're stuck in grinding traffic on a late Friday afternoon on Hwy. 401, just wishing for a massage to rid the pinched nerve in your neck or back? Well, perhaps one day not too far off you'll be able to get one from your truck. And, unlike with your wife, you won't have to beg.

Seriously. We're talking about a car or truck that could, for instance, start massaging a driver's back when an onboard sensor determines that he's getting a little too uncomfortable; or maybe automatically alters the in-cab air temperature to fend off a late-afternoon dose of the drowsies. Talk about having a moody truck!

Researchers at the **Massachusetts Institute of Technology (MIT)** are working with the **Ford Motor Company** to see if it's possible to produce vehicles smart enough to measure a driver's emotional state and react accordingly.

For instance, explains Joseph Coughlin, one of the lead hands on the Ford-MIT research, if you've been driving a long time and



**REALLY SMART CARS & TRUCKS:** Ford and MIT think they've found a way to make your vehicle sense when you need some attention.

could continue to drive transportation prices up, and capacity tighter, according to the report.

Stifel Nicolaus speculates that industry consolidation will not play a large role in the next decade, while diversification of service offerings, particularly into non-asset intensive services, will become a larger trend.

"The idea is that margins are as good or better in these asset-light spaces and investment requirements are significantly less; therefore, returns on invested capital are higher."

### Human resources

#### Pot Checks For Drivers Okayed

Reefer screening—no, we don't mean refrigerated trailers—for domestic truck drivers may be acceptable in

some circumstances under Canada's human rights laws.

The normally inflexible Canadian Human Rights Commission released a revised policy late last fall on the subject of drug and alcohol testing in the workplace. The change apparently makes it easier for Canadian companies to test truck drivers for drugs and alcohol for Canadian operations.

For years, drug testing violated Canadian human rights legislation. More recently, though, human rights rulings appeared to sympathize with Canadian employers who, under U.S. DOT rules, are required to test drivers traveling stateside. However, random testing for work within Canada has been routinely rejected by human rights bodies across the country. Perhaps until now.

you're zoning out, the vehicle could sense, through how tightly you're gripping the wheel or that your eye is remaining fixed for too long, that you might need a jolt. Perhaps a massage or a change in the interior lighting might make you more alert. Even aromatherapy might be employed. The possibilities are mind numbing.

"Just think," he told *Today's Trucking*, "about how people respond to the little avatar fitness instructors on the Wii Fit. Those games sense your balance and fitness levels and then tell you what you have to do. Why can't," he asks, "[vehicle] do the same thing?"

Ford's manager of active safety research Jeff Rupp, says the goal is "creating the most comfortable driving environment possible so that our driver is always relaxed, calm and able to perform at peak performance."

This study could have huge ramifications for the trucking industry, says

Coughlin, who has worked with American transportation safety officials on trucking safety projects. "The long haul, short haul, and especially the delivery guys, they're all facing unprecedented stress levels," he says. Ford and MIT expect to conclude this phase of the study in July 2010.

The Private Motor Truck Council of Canada (PMTC) supports the view that drug testing by urinalysis should be an acceptable means of

revised policy indicates that "reasonable cause" testing is acceptable for safety-sensitive employees who report to work "in an unfit state and



Dropping a bit of a surprise on carriers, the CHRC ruled that testing drug addicted Canadian truckers is okay in some circumstances.

determining impairment for safety sensitive positions and its lobbying may have paid off.

Although the Commission reiterated its long-held position that, unlike screening for alcohol, random testing for the hippie lettuce only indicate prior use and does not confirm impairment (and are thereby illegal), the

there is evidence of substance abuse," says the PMTC. Post-incident, if there is evidence that the employee's act or omission may have contributed an incident; or when following treatment for drug abuse, also appear to be acceptable.

"This is a significant change in the Commission's policy," states the PMTC.

However, as the PMTC notes, what remains undefined is the employer's requirement to accommodate an applicant who fails a test.

Previous cases had established that recreational drug users were not entitled to protection and accommodation under the human rights legislation; however the Commission will continue to consider cases, based on the facts of each situation, regardless of whether they involve recreational or dependent users of drugs.

The PMTC advises those who have implemented a drug and alcohol testing regime, or are now considering one, to review the revised policy carefully with labor law experts.

## Windsor-Detroit

### Gatekeeper Buying Land to Derail New Bridge?

In medieval literature, there's a very fine line between comedy and tragedy, but you don't need to read Dante to notice that there's plenty of both at the Windsor-Detroit Gateway.

The saga at the world's most vital commercial border crossing stirred up again in January after the owner of the private Ambassador Bridge, Matty Moroun, took advantage of Yellow Roadway's recent troubles and bought from the struggling LTL carrier a 42-acre truck terminal located in the southwest Detroit suburb of Delray. The site is supposedly for Moroun's own mega fleet, Central Transport.

But that's not all. It just so happens that part of the land apparently overlaps the

footprint of a new, publicly controlled bridge being designed by the binational Detroit River International Crossing team (DRIC).

Talk about value added. It's no secret that Moroun, who wants to build a twin span of his Ambassador Bridge, has been trying to undermine the construction of a rival crossing. He's even gone so far as playing the race card, claiming a new bridge would uproot the already impoverished minority community of Delray.

A spokesman for the bridge owner says this latest transaction has nothing to do with competing bridges.

"There is a tremendous business case for doing this," he told local media. "It wasn't DRIC that drove us to do this. The facility was perfect for Central Transport's business."

Regardless, DRIC officials don't seem overly concerned—at least not publicly. Bill Shreck, a spokesman for the Michigan Dept. of Transportation, insists the land deal won't derail plans for a new bridge. He even threatened that the government could expropriate the land through a legal technicality [eminent domain] if Mouroun refused to sell it. "The state gets the property that they need, and the courts would decide on a fair price."

A courtroom may not be the arena the government wants to take this battle, though.

Moroun has faced off rivals in court before, including both the Canadian and U.S. governments; and he has often come out better off than when he went in.

## on the Docket

### SINGLE-SIZED RULE:

Truckers across Canada eager to spec single wide-base tires across the provinces got some good news recently. The National Task Force on Vehicle Weights and Dimensions Policy has added a new provision that provides more flexibility for truckers across Canada in choosing between single, wide-base tires and duals on trailers.

Under the previous rule, trailer axles fitted with dual tires required a track width of no less than 2.5 m. Axles on trailers of model year 2009 or earlier, equipped with single tires were required to have a minimum track width of no less than 2.3 m, whereas the track width for all axles on trailers from model year 2010 or later were required to be no less than 2.5 m.

As a result, a trailer equipped with wide base single tires would require a wider axle in order to meet the same requirements with duals, thus impeding carriers' ability to switch between single and dual tires in order to maximize payload. The minimum track width requirement for trailers built in or after 2010 that are equipped with single tires will now be no less than 2.45 m and the track width for trailers equipped with dual tires will remain at 2.5 m.

### B.C. BIODIESEL REGS EASED:

After a hard-fought PR campaign, truckers in B.C. have convinced the province to ease the implementation schedule for the upcoming Renewable and Low Carbon Fuel Requirements. The controversial

B5 biodiesel mandate wasn't bumped from its January 2010 deadline, but officials have agreed to gradually phase in the blending requirements over three years rather than enact the rule all at once. The biodiesel requirement will now be phased in with a 3 percent target for 2010, 4 percent for 2011 and 5 percent by 2012.

The catch, though, is the province has expanded the regulation to spur distributors into finding "how best" to reduce the "carbon intensity" of fuels by 10 percent. That doesn't necessarily mean a B10 standard or close to it for the future, but it's not out of the question.

### 'ROADABILITY' RULE POSTPONED:

After a disastrous start, the Federal Motor Carrier Safety Administration says it will delay for six months certain requirements of the new intermodal chassis safety rules that took effect in mid December. The agency announced that container providers now have until June 30 to create a database to track and report the condition of each chassis. Whoever provides the intermodal chassis is supposed to have a systematic way of doing safety checks on equipment and components like brakes and tires and reporting the results before the chassis are meted out to carriers. But the so-called "roadability" regs didn't go too smoothly when they took effect in December. Delays, miscommunication and long lines of trucks waiting at terminals were reported all over the U.S. when drayage carriers immediately realized that the information systems needed to send data between truckers and equipment providers weren't compatible.

### Liability

#### Ice Missiles Project Calls for New Regs

A Chicago accident involving a car, a tractor-trailer and a brick of flying ice has led to renewed calls for legislation that requires truckers clear their vehicles of packed snow and ice.

Peter Morano suffered a torn iris, a shattered orbital bone, and broken nose that required two-hour reconstructive surgery after a large sheet of icy snow dislodged from the top of a moving tractor-trailer and slammed through his car's windshield. He told media the impact was like a "white bomb."

Doctors said there's a chance Morano's vision could be permanently damaged from the accident.

The truck driver, who most likely didn't even realize what happened behind him, kept driving.

From his hospital bed, Morano said that it was irresponsible for the trucker to drive a truck with ice on top. When he recovers, he said he and his wife will urge Illinois legislators to make clearing ice from vehicles mandatory.

Last fall, New Jersey became the first state to

## heard on the Street

■ **George Armoyan** has requested some time away from the chairmanship of **CLARKE INC.** to attend to "personal family matters." **Hugh Smith**, who served as chairman of the transport and investment firm until December 31, 2008, will resume the post of chairman. And Chief Operating Officer **Rob Normandeau** has been appointed to the board of directors.

Meanwhile, the company reports that **Michael Andlauer** has resigned his position as director of the company. Last fall, Andlauer sold the retail transport division of **ATS** to **TRANSFORCE** and as a result of his ongoing role with TransForce, he has elected to step down from the Clarke board to "avoid any potential conflict."

■ **Michael Donnelly** has been named director of sales for **HARPER TRUCK CENTRES INC.**

Donnelly assumes full sales and brand responsibilities for Canada's largest Freightliner dealership overseeing new and used truck sales operations for the Freightliner, Western Star, FUSO, Condor and Sterling brands in Greater Toronto.

■ Newfoundland driver **Stewart Finnamore** of **ATLANTIC PACIFIC TRANSPORT** has been named the 2009 Canadian Trucking Alliance/Volvo Trucks Canada National Driver of the Year. Finnamore has driven six million collision-free kilometers over a 40-year career. "Stewart Finnamore exemplifies the outstanding truck drivers with whom Canadians share the road," says David Bradley, CEO of Canadian Trucking Alliance. "It is a great honor to recognize him with this highly coveted award."

■ Keeping with esteemed Atlantic Canadians, **Gordon Peddle** of **D.D. TRANSPORT** in Mount Pearl, Nfld. and outgoing chairman of the APTA, was given the Service to the Industry, traditionally, trucking's highest honor for fleet executives.

require drivers of all vehicles to remove snow and ice from rooftops or trailer tops before traveling on the road. Legislators there reacted to a series of high-profile accidents involving frozen projectiles, including a fatality.

In Canada, there aren't any fines for not preemptively removing snow and ice, but in accidents resulting in serious injury or major property damage, most enforcement officers can

broadly interpret other regulations governing commercial vehicles to stiffen the penalty, such as rules covering pre-trip inspections, size and weights, and cargo securement.

Many in the trucking industry will quietly agree accumulated snow or ice can be a potential safety and liability risk. If you need further proof, google "trucking injury falling ice" and see for yourself the creative ways

trial lawyers are trying to drum up business.

But, because there's so few safe (and legal) ways for drivers to climb on top of their trailers—especially while they're out on the road—the main impediment to fixing the problem remains the lack of available (and affordable) snow-removal equipment that can be purchased by carriers, shippers, truckstops, and government-run weigh scales. ▲

We pay you CASH for your invoices in 24 hours!

- J D offers advances up to 95%
- Non-Recourse (credit guaranty) available
- No Start up fee required
- Next day funding by wire transfer directly into your account
- Credit Management and Insurance
- Fuel Card services available
- On-line, real-time computerized reporting



J D Factors

5975 Whittle Road, Suite 110, Mississauga, ON L4Z 3N1  
[www.jdfactors.com](http://www.jdfactors.com) [Canadasales@jdfactors.com](mailto:Canadasales@jdfactors.com)

For more information call 1-800-263-0664

Canada: Truck Sales Index

November 2009

CLASS 8	This Month	YTD '09	YTD '08	Share
International	276	3586	5736	28.7%
Freightliner	205	2439	4302	19.5%
Kenworth	250	1761	3601	14.1%
Volvo	74	1162	2199	9.3%
Peterbilt	165	1067	2302	8.5%
Mack	77	916	1542	7.3%
Western Star	62	820	1119	6.6%
Sterling	22	765	1931	6.1%
<b>TOTAL</b>	<b>1131</b>	<b>12,516</b>	<b>22,732</b>	<b>100.0%</b>



CLASS 7	This Month	YTD '09	YTD '08	Share
International	34	547	1240	32.2%
Peterbilt	32	339	650	20.0%
Kenworth	50	317	628	18.7%
Hino Canada	21	219	353	12.9%
Freightliner	20	186	396	11.0%
Sterling	3	89	274	5.2%
<b>TOTAL</b>	<b>160</b>	<b>1697</b>	<b>3541</b>	<b>100.0%</b>



CLASS 6	This Month	YTD '09	YTD '08	Share
International	10	254	346	42.5%
Hino Canada	29	234	194	39.1%
Freightliner	4	55	126	9.2%
Sterling	1	34	57	5.7%
Peterbilt	2	21	0	3.5%
<b>TOTAL</b>	<b>46</b>	<b>598</b>	<b>723</b>	<b>100.0%</b>



CLASS 5	This Month	YTD '09	YTD '08	Share
Hino Canada	25	347	612	38.7%
Sterling	34	312	768	34.8%
International	10	156	493	17.4%
Kenworth	10	61	199	6.8%
Peterbilt	7	16	0	1.8%
Freightliner	1	5	42	0.6%
<b>TOTAL</b>	<b>87</b>	<b>897</b>	<b>2114</b>	<b>100.0%</b>



CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
International	15	20	4	15	114	84	5	12	0	7	276
Freightliner	7	15	2	2	100	43	21	15	0	0	205
Kenworth	43	59	18	16	40	60	14	0	0	0	250
Volvo	6	0	2	1	25	23	0	17	0	0	74
Peterbilt	19	30	21	10	45	29	9	2	0	0	165
Mack	3	12	5	1	23	27	4	2	0	0	77
Western Star	6	17	1	6	14	12	1	5	0	0	62
Sterling	4	12	0	0	0	6	0	0	0	0	22
<b>TOTAL</b>	<b>103</b>	<b>165</b>	<b>53</b>	<b>51</b>	<b>361</b>	<b>284</b>	<b>54</b>	<b>53</b>	<b>0</b>	<b>7</b>	<b>1131</b>
<b>YTD 2009</b>	<b>922</b>	<b>1983</b>	<b>646</b>	<b>756</b>	<b>4276</b>	<b>2721</b>	<b>647</b>	<b>403</b>	<b>37</b>	<b>125</b>	<b>12,516</b>

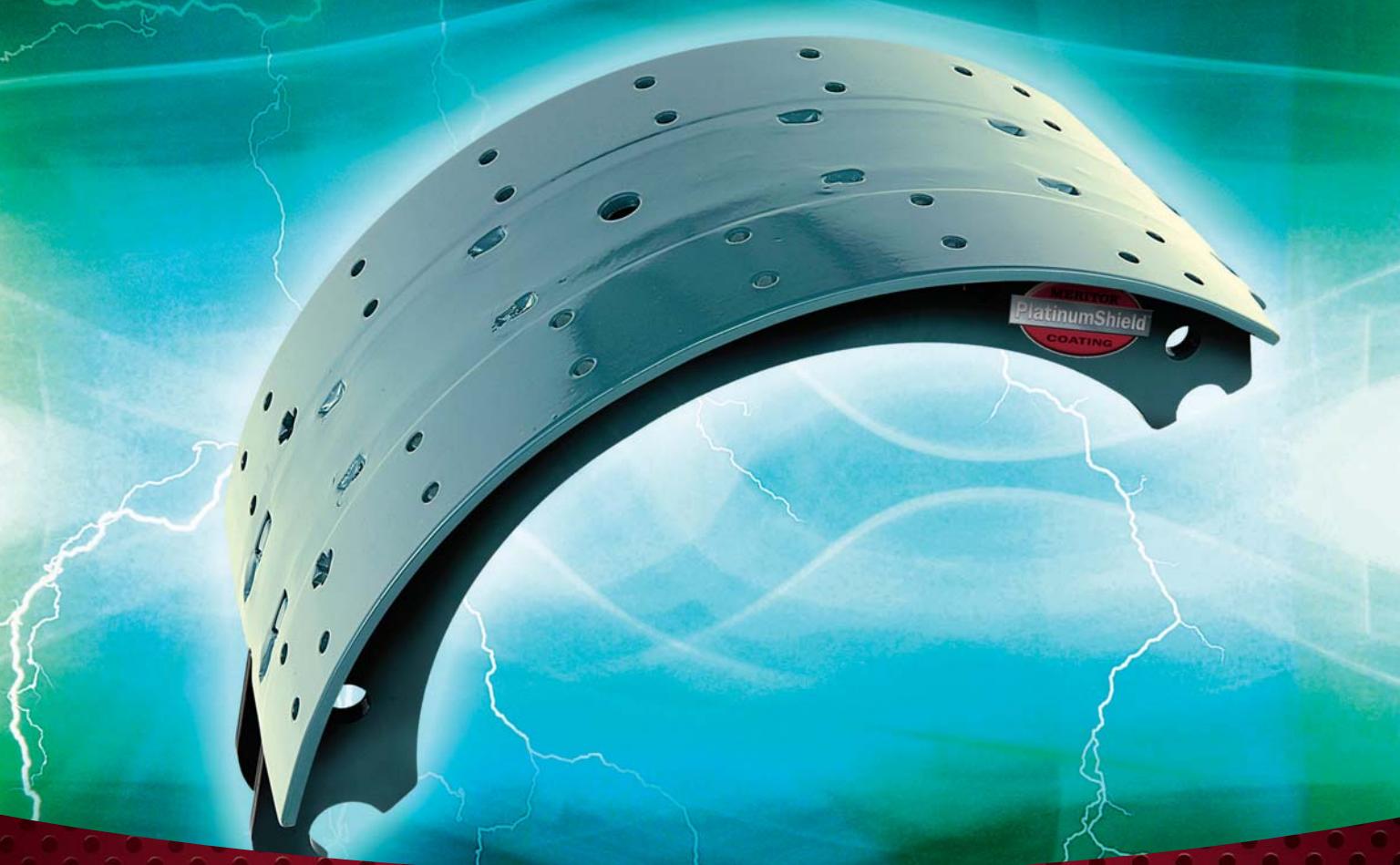
Sources: Canadian Vehicle Manufacturers Association and Ward's Communication.



U.S.: Retail Truck Sales

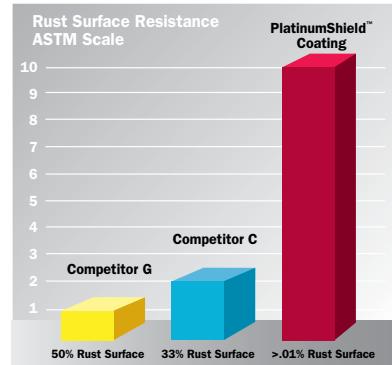
CLASSE 8	This Month	YTD '09
International	2522	23,039
Freightliner	2789	22,219
Peterbilt	956	10,803
Kenworth	1026	9997
Mack	771	6426
Volvo	686	6233
Sterling	69	2873
Western Star	42	623
Other	0	16
<b>TOTAL</b>	<b>8861</b>	<b>82,229</b>





## ONLY PLATINUMSHIELD™ COATING CONQUERS RUST-JACKING.

**Brake Buyers: Beware Of Look-Alikes.** The competition can match our color, but they can't match our protection against rust-jacking! Our unique remanufacturing process with PlatinumShield™ coating eliminates the cracking and early failure of brake shoes caused by harsh anti-icing chemicals. It's the reason we can offer a full 3-Year/300,000-Mile warranty against rust-jacking. For more information, visit [MeritorPlatinumShield.com](http://MeritorPlatinumShield.com) or call our customer service team at 888-725-9355. And make sure your reman brake shoes have the genuine Meritor® PlatinumShield coating label.



ASTM (American Society for Testing and Materials) scale after 408 salt-spray test hours, as tested by ArvinMeritor.



**MERITOR®**

An **ArvinMeritor™** Brand



## HOW NOT TO CLOSE A TRUCKING COMPANY 101:

Santa Claus didn't have to go far to get a lump of Oklahoma coal to put in the stockings of the Scrooge-hearted bosses at Arrow Trucking.

Just a couple of days before Christmas, the flatbed carrier laid off 1,400 employees and truck drivers without any warning after its main creditor froze the company's assets and operating capital. The company continued to send freight across the country in its final hours, stranding hundreds of drivers nationwide when their fuel cards were cancelled.

The story made headlines all over North America and Internet blogs immediately buzzed (they still are, [www.topix.com/forum/business/trucking](http://www.topix.com/forum/business/trucking)) as angry drivers and their families wondered how they'd get home.

But that's not even the worst of it. A few weeks ago, the owner-op group OOIDA said that some former Arrow drivers, who thought they had bought their trucks through Arrow's lease-purchase program, were shocked to learn they didn't own their equipment. One driver said Daimler told him it had no records of Arrow selling the truck, even though his own records show he paid off a \$130,000 balance to the company and went to work elsewhere months before Arrow collapsed. He was also told that the carrier refinanced the terms on his and others' trucks without notifying them.

As we were summarizing our online content for this issue, Daimler and Navistar were reporting that they were still tracking down hundreds of pieces of missing trucks and trailers across the country.

Follow all the online coverage of the chaotic closure by keyword searching "Arrow" at [www.todaystrucking.com](http://www.todaystrucking.com).

## BITS & BITES

### Walmart to squeeze out suppliers

When this retail giant flaps its wings, you can bet there'll be an earthquake through the supply chain. Walmart says it expects to cut up to \$12 billion in costs by squeezing more third-party suppliers out of the loop. The powerhouse says it wants to buy directly from the manufacturer more often, increasing its purchases from the original source from 20 percent to, eventually, 80 percent.

More at [tinyurl.com/wmsqueeze](http://tinyurl.com/wmsqueeze).

### Community won't cede land to Centreport

Can a town of 1400 people throw a wrench into plans to build the continent's next inland mega port? The rural community of Rosser, Man., has rejected a proposal from Winnipeg that would allow the big city to annex land for use by Centreport. And Winnipeg is reluctant to extend services into land it doesn't control.

More at [tinyurl.com/portanex](http://tinyurl.com/portanex).

### Back on Yellow Brick Road?

YRC's potential bankruptcy could turn the LTL sector on its head. But not so fast

## Your Cab Could Be Your Classroom



From Marco Beghetto's **Right Turn Blog**

Tim Costello was a Boston native, long-haul truck driver who went on to become a labor advocate and respected author.

Costello, who died this week, was a blue collar, hard working trucker whose personal experiences with deregulated trucking and open markets also led him to become a union advocate and harsh critic of globalization.

As an aside, I don't agree with Costello's and other anti-globalization advocates' premise that open markets hurt workers here at home while exploiting the poor in Asia and South America.

To suggest, for example, that NAFTA hurt future generations of Canadians or that India was better off in the 1970s is something only the most old school of Marxists or balaclava-clad Seattle college kids still believe in.

I don't post all this to take cheap shots at the departed. Costello leaves behind a far more important lesson than his economic views.

He did and thought extraordinary things from the inside of his cab. He had a great mind and he used all the time a trucker has to himself to his advantage.

His path is a reminder that there's plenty of learning and self-fulfillment to be done just before bunking for the night or during that hour while you're waiting for the dock manager to wave you in.

**Comments:** *Interesting blog entry Marco. The guy should be an inspiration to all drivers. When I read the NYT obit, something sort of leapt out at me. It says*

*"In 2007, when American and European business groups were battling China's plans to adopt a law strengthening workers' rights, Mr. Costello was a leading voice in countering corporate efforts to block the law."*

*Sounds like something that needs serious snoping.*

Posted By: **TTMember39121**

JOIN THE CONVERSATION AT  
[todaystrucking.com/blog](http://todaystrucking.com/blog)



says the giant fleet's CEO. While admitting that the last few weeks have been "tense," Bill Zollars said he's convinced the "worst is over" from a "customer flight standpoint." After reaching a debt-for-equity exchange with its bondholders, shippers have been returning to YRC "pretty aggressively," he said.

More at [tinyurl.com/YRCback](http://tinyurl.com/YRCback).



### At least it can't shatter

A trucker in China was so determined to deliver his load on time that he drove for about 400 miles with a piece of cardboard where his windshield's supposed to be.

According to the China News Network, Mr. Li was almost blue from cold when the cops pulled him over. He punched several holes in the cardboard screen and had to stick his head out the window to see where he was going. Give him points for resourcefulness, at least. More at [tinyurl.com/chinatruck](http://tinyurl.com/chinatruck).

FOLLOW Today's Trucking ON TWITTER:  
[www.twitter.com/todaystrucking](http://www.twitter.com/todaystrucking)





# The Meeting Place For Ca

**NEW PRODUCTS, NEW E**

## Truck World **GREEN ROUTE**

**Saving fuel and operating more efficiently** is the difference between staying in business and becoming another statistic. Visit exhibitors along the **GREEN ROUTE** and see the products that will help you reduce fuel consumption and lower greenhouse gas emissions. You'll be saving money and helping the environment at the same time.



**300,000 SQUARE FEET**

of new trucks, equipment & technology

**300+ EXHIBITORS**

**FREE PARKING**

**CONVENIENT LOCATION**

**INFORMATION PACKED SEMINARS**

including Fleet Forums & Owner Operator seminars

**FLEET MANAGER BREAKFAST**

**CLASSIC TRUCK SHOWCASE**



# New For 2010!

Introducing the

## Vocational Truck and Equipment Expo.

This new display of inter-city trucks and equipment will appear along side Truck World in Hall 3A. The Vocational Truck & Equipment Expo will add approximately 50 new exhibitors to the combined shows. It will feature all classes of vehicle, with a special focus on medium duty classes 5, 6 and 7 vocational trucks, equipment, chassis, bodies and services.

This new show is in association with the  
**Canadian Transportation Equipment Association.**



# Canada's Trucking Industry IDEAS, NEW SOLUTIONS

**SAVE  
\$10**

Register now at  
[www.truckworld.ca](http://www.truckworld.ca)

**INTERNATIONAL CENTRE  
TORONTO, ONTARIO, CANADA**

**Thursday, April 15 – 10:00 am to 6:00 pm**

**Friday, April 16 – 10:00 am to 6:00 pm**

**Saturday, April 17 – 9:00 am to 5:00 pm**

**For more information**

416-614-5812 or Toll Free: 1-877-682-7469

[info@truckworld.ca](mailto:info@truckworld.ca) • [www.truckworld.ca](http://www.truckworld.ca)

**Gold Sponsors:**



**Endorsed by:**



Ontario  
Trucking  
Association



**Official Show  
Magazines:**



**Association Partner:**



**Produced by:**



# Street Smarts

INSIDE:

**25** High cost of compliance

**27** Signs of apnea

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



**FRITO-GO:** The LCV team consists of (from left) Ed Kavanagh, Joel Kash, Jack Nadeau, Terry Naugler, Dave Gardner, Krystle Rideout, Doug Libbey, Greg Murray, Joel Kash, Syd Byma, Geoff Terrill, consultants Matthew Bilodeau and Jeff Sugget and finally, and on far right, Frito-Lay's Jeff Sinko.

## Shipping Chips

**LCV program** You want to use long-combination vehicles? If Frito-Lay's experience is anything to go by, you're going to have jump through a hoop or two. By Carolyn Gruske

**T**erry Naugler is looking forward to spring. That's when the Cambridge, Ont., traffic manager for Frito-Lay Canada can put his LCVs back on the road and continue his company's participation in Ontario's pilot project.

"It's exciting and groundbreaking to the industry," Naugler said.

The potato chip and snack food manu-

facturer began its LCV program in July, but it didn't complete its first run until October 28. Shortly after that, the LCVs were put away for the winter, as the Ministry of Transportation (MTO) rules state the big rigs must be off the roads between November and March.

Still in that short time, Naugler accomplished what he wanted to do.

"Our main goal is to get some of our best drivers trained and train one of our drivers as a certified instructor. We've accomplished this feat. It's a great opportunity to prove our guys can run this stuff and to build confidence in our drivers."

"Each driver needs 1,000 km with a certified LCV trainer. Past 10,000 km they can become certified LCV driving instructors. Given the lane destination, 1,000 km is literally one trip to a driver—a route to Quebec. Three are qualified at this time."

While qualifying his drivers didn't take very long, getting approval from the cities and regions to run the double trailers on their streets and roadways took time.

Frito-Lay had to file for approval from

every municipal jurisdiction in which the LCVs travel. Just getting permission for the trucks to move from the plant in Cambridge to the 401, for example, meant dealing with two separate entities: the City of Cambridge and the Region of Waterloo, as each has responsibility for different roads in the area.

"It was a pretty frustrating summer, trying to get going, but I understand the reasons for it, including the public perception of LCVs," said Naugler.

Frito-Lay—a division of PepsiCo—worked with its transportation engineering companies to examine the feasibility of possible routes, to look at traffic flow patterns, and to examine the safety issues. Along the way, the municipalities were consulted. To cap off the process, Naugler himself went to city hall in Cambridge.

"For the most part, the engineering companies do the communications with the cities. In Cambridge, we took it further. I met with the mayor and the city council. I wanted to talk about our company, about our safety record and about LCVs in general. We are still facing a lot of restrictions, but it went very well. We're hoping that once they're happy with our safety record they'll relax those restrictions."

The restrictions imposed on Frito-Lay by Cambridge are mainly time of day limits on when the LCVs can travel.

According to Shannon Noonan, manager of transportation engineering for the City of Cambridge, the city followed many of the recommendations found in the original engineering report, including the one that set restrictions on inbound LCVs between the hours of 6:00 a.m. and 7:00 p.m.

"This is just to cover the peak hours of the day," she said. "The trucks are turning right, for example, from Can-Amara Parkway to Bishop Street, and when they do that, they have to make a fairly wide swing, and they're actually going right into the opposing lane of traffic. We wanted to ensure they were making that manoeuvre when there was the least amount of traffic."

According to Noonan, the city will monitor the route and the LCV traffic as the pilot progresses.

## **Make sure your consultants do all their homework before they come here."**

"If necessary in the future, we'll work with Frito-Lay, perhaps to make some intersection improvements if need be," Noonan said. She added that Cambridge might even consider changing the radius of the intersection.

At the Region of Waterloo, Bob Henderson, manager of transportation

engineering, personally granted approval for Frito-Lay to use LCVs on the region's roads, which cover about 90 percent of the route. He didn't see the need to take the issue before council.

"Looking back in retrospect, I could have taken it to council for their information, but I was comfortable with the engineering, as I was involved in the engineering review. Also we have a program for over-sized loads and we issue hundreds of those permits a year. Really, in my opinion, this is just another over-sized load."

The biggest challenge to getting approval for Frito-Lay to use LCVs in Cambridge was in picking the route to the highway. The Ministry has set 2 km as the maximum distance from truck terminals or shipping locations to the primary highway network. The closest 401 interchange to the plant falls within the prescribed distance, but using the most direct route to and from that exit didn't prove possible as the trucks couldn't make one of the required turns.

A number of other routes were then considered, and they also weren't approved. Eventually a route was picked, but it was considerably longer than the Ministry would typically allow—more than 6 km long—and used a different interchange entirely. While the route has very few turns, the drivers must negotiate a round-about and drive past Cambridge's major shopping mall.

Since Frito-Lay was the first company in the area to participate in the new program, Henderson said it took some effort on the part of the region to accommodate the pilot.

"It's not a simple process. It took a long time to iron out all the details and the plans. Eventually it worked, but solely from an administrative point of view, the next one will be easier. This was the first

time we did anything like this and we really didn't see it coming. We just got told one day that it's here and that companies can apply. We had no idea what the pilot was, and while I'm sure the Ministry did have some media outlets identifying the program, the information wasn't readily available to us. We had to do the digging."

Henderson said so far no other company has officially approached the region about participating in the LCV pilot, but he has "gotten wind" of others who are working on it. To them he recommends that they look at all their options.

"Make sure your consultants do all their homework before they come here. There are lots of routes to assess. Don't just assess one and think that's the end of the story. There are multiple ways to get in and out of the cities, and some are easier than others."

## **LCV SAVINGS**

Being chosen as one handful of companies picked to participate in Ontario's LCV pilot is an important step for Frito-Lay Canada.

Cambridge Traffic Manager Terry Naugler says it gives the company an opportunity to improve its ability to compete and to further its commitment to the environment.

"We have one of the largest private fleets in Canada, but we do use some outside couriers, say about 15 percent. Taking some of the business back in-house by using LCVs keeps us competitive."

He also said that some of the company's trucking partners planned on using LCVs, so now Frito-Lay will be able to accommodate them.

Naugler also added that, "environmental sustainability is very important to us. We've made a lot of improvements including using lighter weight trucks and improving our routes."

LCVs fit nicely in with that approach as the overall cost for fuel goes down for the fleet.

"They're actually a fuel-savings. I've looked at the numbers. The fuel economy is negatively impacted by 30 percent but we're saving overall liters by taking a truck off the road," said Naugler.

Currently the Cambridge plant sees 240 shipments per week plus returns and suppliers at the facility. ▲



# Open the Door of Opportunity

Over 20,000 manufacturers across Canada are looking for transportation solutions. Find out how advertising in Logistics Magazine can help make your fleet #1 at the loading dock.

Call Joe Glionna at 514-938-0639.

**LOGISTICS**  
MAGAZINE



# Cheap Tricks

**safety** Yes, compliance costs but there are money-saving ways to achieve it.  
By Brian Botham

I recently ventured from the cold frozen tundra to a sunny Caribbean island paradise.

While there I saw things that made me shake my head in dismay. Here's a for instance. Last week, I watched a float trailer carrying a bulldozer. There was not a single chain or binder holding this machine down, and the engine was left idling while the driver stopped for a coffee break.

Then, the driver started out again, and as he went by a police officer, they waved at each other. That's certainly something you don't want to try at home in Canada.

Luckily, nothing happened, and the driver made it to his destination. I actually followed him to see. But as you can imagine the potential for disaster in this scenario was huge. There have been a few other things that I saw that caused the same reaction, but when I asked people about them, I was told "dis is dee island way."

There are no rules on cargo securement here. Or vehicle inspections. Or hours of service. Of course with the island stretching only about 80 miles end to end, you really don't need to worry about HOS; and nobody really ever works past 5:00 p.m., anyway, but you know what I'm talking about.

Not long ago, trucking in Canada was like this, too. Just think of all the changes we've seen over the past few decades. In my trucking lifetime alone, I've witnessed

huge changes in HOS, vehicle inspections, cargo securement, emission controls, speed limiters—I could fill this magazine with the list of topics, and the actual explanations of new rules would fill an encyclopedia.

And it's not stopping. The new CSA 2010 rules bring a whole new slate of regs to comply with.

Take cargo securement. Even if you are not hauling flatbeds or floats your drivers still need to ensure their cargo is secured at all times.

Go online and google "National Safety Code Standard 10 'Load Securement'."

Bring in one or two of your senior drivers and have them go through the legislation

hand it out to your staff as reference material. Then, ask everybody for feedback on how they're responding to the new rules or procedures. Finally, spot check some loads as they come through the yard to reinforce what you have taught the drivers.

This can be used for various types of training and your only costs are time and paper.



And always—not sometimes but always—these new rules end up costing you money.

The rule makers never seem to take that into account. CSA 2010, for instance, is coming into play during the worst economic downturn most of us can remember. And not only does running compliant cost you money; keeping abreast of all the changes and training can be expensive, too.

While I would never think of offering you tips on how to avoid compliance, I can at least deliver some ideas on how to keep your troops up to speed on the cheap.

**Being compliant in this day and age is one of the main keys to running a successful trucking company.**

with you; talk about what you are doing or not doing and work with them to come up with a plan for communicating the securement rules with the rest of the drivers. They might suggest a safety meeting or a one-on-one with each person.

Don't forget to write down everything so you have a record of what you've done, in case you ever get audited or challenged.

You can also copy and paste pertinent parts of the regulation into a memo and

(I would, however, only use a proper; i.e., recognized TDG or defensive driving course. But you can find those reasonably priced online as well.)

Being compliant in this day and age is one of the main keys to running a successful trucking company, and the best part is you can do it for a very reasonable price if you are resourceful. ▲

Brian Botham, CDS, is a certified director of safety through NATMI. He can be reached at 519-533-3656 or [bbotham@cmvsafety.ca](mailto:bbotham@cmvsafety.ca).



## THE ULTIMATE TRUCK RADIO

**Delphi AM/FM/CD/MP3 Radio with built in Sirius Satellite Tuner.**



### EASY TO USE

SIRIUS is at your fingertips, integrated into the SIRIUS/AM/FM/CD/MP3 radio. It's easy and works just like you expect your vehicle radio to work including the ability to preset your favourite channels and it's compatible with your OEM installed analog steering wheel and digital rear seat audio controls.

The Ultimate Truck Radio keeps you connected with the flexibility to work with your iPod or MP3 player through AUX and USB ports and let's you rest assured through the integrated alarm clock. And designed with comfort and convenience in mind, the interface is designed with an intelligent grouping of larger, ease-of-use buttons situated closer to the driver.



**VOLVO**

 **KENWORTH**





# Apt To Have Apnea?

**strategies** You might need treatment, even if you haven't lost any sleep yet.  
By Kent Smerdon

**H**oney?"  
"SCHYYYYNNNNNX  
XXXX...umph?"

"You're snoring."  
"Wah?...am not."  
"Right. Tell my ears. Roll on  
your front...we'll talk in the  
morning."

Next morning, over coffee, the de-brief commenced: "I've been sleeping with you for 35 years. Time was you only snored when you were on your back, and only then if you were dead tired or had a snootful. You know CNN? 'All terror all the time?' With you, it's all snoring all the time!"

She also said I twitched and flailed around all night long.

"I see," she continued, "one of two things happening here and neither involve me moving out of this bed."

Fast-forward to the office of an ear-nose-and-throat specialist.

He said he'd like to administer some tests, even though I wasn't complaining about daytime drowsiness.

I found myself in a tiny room at the local hospital. A technician wired me up like I was doing a moon shot. He taped a mic under my nose with electrodes everywhere including my legs and head. I thought, "How will I ever get to sleep like this?"

I fell asleep.

A few days later, back at the ENT's office.

"You were asleep in seven minutes," he said. "You woke up several times, you had marked large limb movement [twitching], you stopped

breathing over 30 times and the longest time was for almost a minute. You have moderate-level sleep apnea."

"Okay. Then why am I not tired all the time?"

"Good question. Fortunately, your sleep architecture appears to provide adequate time in stage-two to stage-four sleep and that gives you the rest you need. And your blood-oxygen levels are acceptable, so that is good as well. I have patients who have zero time in stage-two-to-four sleep. They are walking zombies."

"So what's the problem with my level of sleep apnea?"

"It usually gets worse with age. In fact, about 35 percent of men with a 17-inch or greater neck size will have some level of sleep apnea regardless."

I was surprised, because I had never found myself getting tired or nodding off during the day.

He explained: "The problem is the quality of your sleep is compromised and worsens, every time you stop breathing, your blood pressure rises. When your brain's alarm goes off and you rouse yourself and start breathing again, your blood pressure returns to normal. This constant cycling is very hard on your organs with some potentially nasty downstream consequences."

My wife was as surprised

as I was. She had never noticed these events or heard me waking abruptly or gasping for air.

The doctor fitted me with a custom-made appliance that I wear at night. It's like a hockey mouth guard only it's for both upper and lower teeth and joined together by an adjustable titanium pin.

Because the lower jaw sags

not covered by your health plan, but the doctor was right when he said that no matter how uncomfortable the "mouth guard" feels at first, it beats the CPAP machine by a mile.

It took some time to get used to the thing but this device has been nothing short of miraculous. My snoring has all but ceased. My sleep is

**SLEEP LEARNING:** Only somebody else can tell you if you snore.



during sleep, and the tongue is attached to the lower jaw, it falls back and reduces or totally blocks the airway and breathing stops. The appliance supports the lower jaw and prevents this from occurring. The only other appliance for this is the CPAP (Continuous Positive Air Pressure)

machine, which is a small pump with a mask that you wear at night. It supplies room air at a small positive pressure to keep the air passage open. It's cumbersome and bulky and requires a power supply.

The appliance I got is rather expensive and perhaps

much more sound with no more twitching. I don't wake as much (if at all) and the sleep I do get is of a much higher quality. I just feel much better. For me at least, a portable, practical solution to a nagging problem with more than one winner.

If you want more info on sleep apnea, (and you should) click on [www.sleepapnea.org](http://www.sleepapnea.org), [www.lung.ca](http://www.lung.ca) or contact your provincial health ministry. ▲

Kent Smerdon, a former fighter pilot, is the director of business development at Aeroserve Technologies Ltd.



# Y

## BY ROLF LOCKWOOD

**Y**ou'll find no trucks in here, no engines, almost nothing from the really big outfits that are always in the limelight. You might never have heard of some of these companies, though a few—ArvinMeritor—and Truck-Lite—are household names.

One of them isn't a company at all, just a guy. What they have in common for the most part, aside from sparking my interest, is that they offer smallish and relatively inexpensive products that can somehow make a seriously positive difference in the trucking life.

Despite having said all of that, there are a few big-ticket items that I simply can't ignore. Eaton's new UltraShift-Plus transmission is an obvious one, which we covered extensively last year.

And a pair of aluminum flatdeck trailers stand out for me—Manac's brand new and wonderfully named Darkwing series, plus Fontaine's Revolution trailer that's said to weigh just 8,000 lb in 48-ft form.

On the electronic front, Freightliner introduced its proprietary RunSmart Predictive Cruise system earlier this past year. It evaluates the upcoming road profile more than a mile in advance and it even anticipates grades!

And how about the new Wingman ACB (adaptive cruise control with braking) from Bendix? It will break torque, engage the engine retarder, and even hit the brakes if necessary. Both Mack and Volvo have their own versions.

At something like US\$1200 if you already have ABS, more if you don't, Meritor WABCO's RSSplus independent stability enhancement system can now be had as a retrofit kit for trailers—with either spring or air suspension. I figure such things should be mandatory.

We're glad 2009's history. It produced more than its share of frightful headlines. But it was also a year for some of trucking's most innovative and helpful new gadgets and tools.

**TODAY'S TRUCKING'S**  
new products guru sorted through the hundreds of innovations that came his way and distilled it down to this list of great gizmology.

### THE TOP TEN

In no particular order, here are 10 of the most interesting products that grabbed my attention this year.

#### The Chassis Grabber

From *Safety Pumping Systems*, this is a unique mounting system for installing any type of equipment to truck frames without drilling holes, so there's no risk of weakening frame rails or voiding the warranty by drilling in the wrong place. The only tool needed is a common pneumatic impact wrench. It allows for any equipment to be installed in minutes versus hours, from fire extinguishers to the heaviest blower or tool box. [www.safetypump.com](http://www.safetypump.com)



#### LED Lights on a Sheet

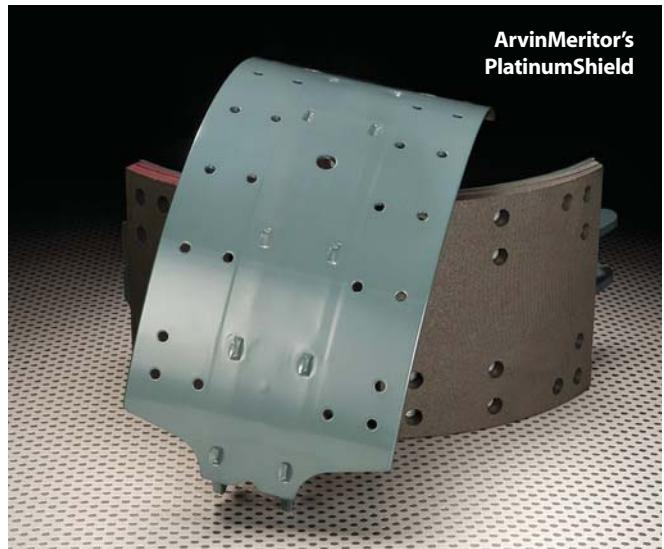
It seems incredible, but *Grote Industries*' LightForm technology is real enough, a solid-state lighting device less than a millimetre thick. It's flexible, bendable, comes in strips a few inches or many feet long and in many colors that can be combined on the same



strip in as many patterns as you want. The strips can be bent around corners, over contoured areas, and into complicated shapes. Better yet, mounting a LightForm lamp can be quickly done by peel-and-stick means, using the familiar adhesive now found on conspicuity tape. LightForm is also for interior use. [www.grote.com](http://www.grote.com)

#### Coated Brake Shoes

It's goodbye rust-jacking with *ArvinMeritor*'s new or remanufactured brake shoes with 'PlatinumShield' coating. They're said to resist the micro-abrasion leading to accelerated corrosion, and



they come with a very strong three-year, 300,000-mile warranty against rust-jacking. They resist the abrasion caused by the movement of the brake lining against the shoe table during normal use. Rust-jacking occurs when rust forms on bare shoe metal under the lining, which can then lift and crack. It's been a recurring industry issue, exacerbated by the increased use of harsh liquid chemicals as winter road solvents. [www.arvinmeritor.com](http://www.arvinmeritor.com)

## Product Watch Review



Auxiliary lamps from NBB Canada



Quick Draw Tarpaulin Systems



Truck-Lite 7-in. round 12-volt LED headlamp

### Auxiliary Lamps

NBB auxiliary lamps from *NBB Canada*, representing ABL Lights Group, are made in Sweden. The lights come in several styles and sizes, round and rectangular, with pencil and broad beams. NBB can also supply a strong mounting system. For example, you can get a polished light bar with four lamp brackets and two solid mounts, and four Alpha 225 lamps with road-legal 55w halogen bulbs for about \$600. Spend \$2,000 or so and you can get an 'off-road' version of the lamps with 35w HID/Xenon bulbs—and light the road a full kilometre ahead. NBB, without a website, can be reached at 819-694-6000 or 888-622-2260, or by e-mail at [nbbcanada@bellnet.ca](mailto:nbbcanada@bellnet.ca).

### Side-Kit Tarp

Well-known for its rolling tarp systems, *Quick Draw Tarpaulin Systems* calls its Maverick product "the next generation of side kits for flatbed vehicles." It probably doesn't meet my "relatively inexpensive" criterion, but I like this one. It features a smooth aerodynamic outer surface designed to increase fuel efficiency; side panels located at maximum vehicle width to increase cargo space; a tarp-and-post hold-down technique that eliminates bungee cords; and a tarp tensioning mechanism that pulls the tarp tight. Easily installed on any standard flatbed, says the manufacturer. [www.quickdrawtarps.com](http://www.quickdrawtarps.com)

### Round LED headlamp

We'd been waiting for it, and last March *Truck-Lite* delivered. The world's first 7-in. round 12-volt LED headlamp is said to offer the extended life and energy efficiency of light-emitting-diode technology, as well as brighter, crisper and whiter light output than incandescent alternatives with lower power consumption. It's essentially, says *Truck-Lite*, maintenance-free, and will replace any standard 7-in. round headlight. While a typical headlight may be rated to last as little as 1200 hours, *Truck-Lite* says these LED lights are expected to exceed that by as much as 50 times. [www.truck-lite.com](http://www.truck-lite.com)

### Power Inverters

From Quebec's *Tundra International* comes a broad line of serious power inverters launched by a former mechanic specializing in electronics who decided to

create his own after truckers came to him frequently with power-inverter problems. The compact and affordable Tundra E-Series comes with 1,000, 1,500, or 2,000-watt continuous-power capacities. Made for heavier duties, the HD Series 'Professional' lineup includes three truck models providing 1,200, 1,800, and 2,500 watts of power. They'll handle intensive vibrations. [www.tundrainternational.com](http://www.tundrainternational.com)

### The Easy Belt Roller

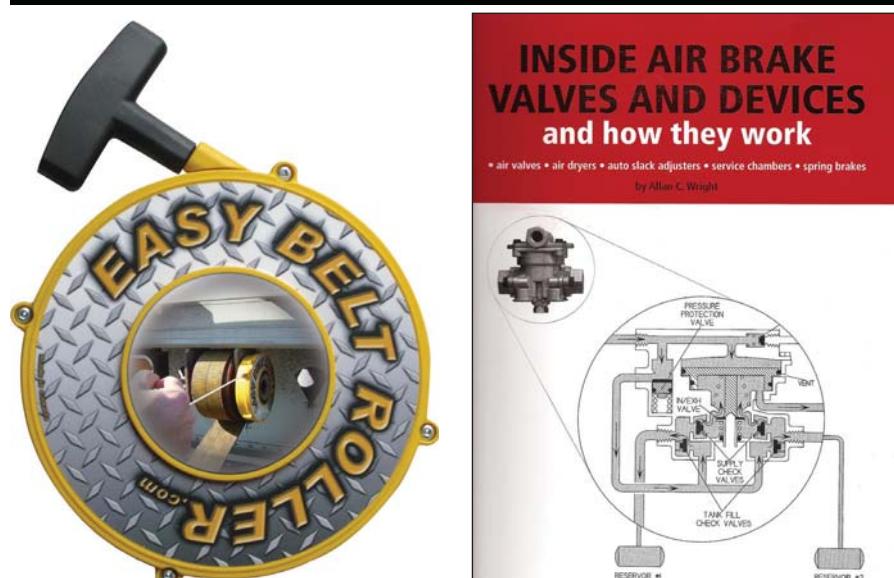
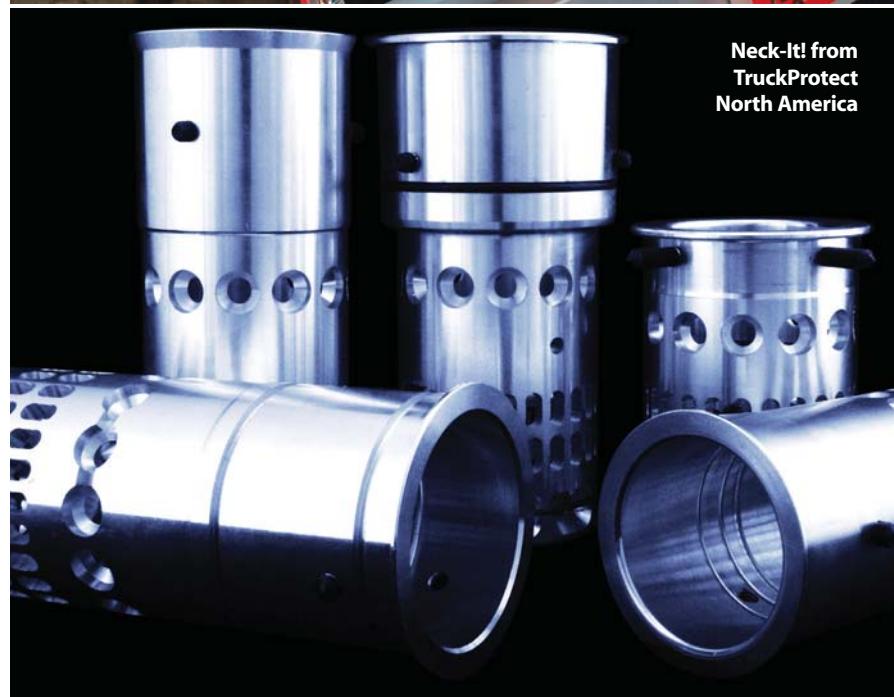
The made-in-Canada Easy Belt Roller is from *Securitrim 2002 Inc.* Rolling up winch straps has now become safer and five times faster than most traditional methods, the company claims, because of this tool's built-in geared effect. Only one per driver is required, since it can be installed and removed in literally one second per winch. Cost is \$89.95. [www.easybeltroller.com](http://www.easybeltroller.com)

### Inside Air Brake Valves

Okay, it's a book, though not a service or repair manual, and it's aimed at technicians. But no matter what your role in trucking might be, if you're serious about understanding brakes, the third book from B.C. brake guru *Allan C. Wright* is cause for celebration. The full title is 'Inside Air Brake Valves and Devices, and How They Work' in which Wright explains key components like air valves, air dryers, auto slack adjusters, service chambers, and spring brakes with the aid of many large, clear diagrams and photos. The new book is available from Presto Print in Richmond, B.C. Call them at 604-278-2428, fax to 604-278-8549, ship an e-mail to [prestprint@shaw.ca](mailto:prestprint@shaw.ca). There's no website.

### Fuel-Theft Prevention

*TruckProtect North America* offers the Neck-It! anti-siphon device to fit all makes of class 7/8 vehicles. Cost is under US\$100. It fits in minutes and requires no drilling or gluing. It contains no moving parts and deters siphoning by having holes much smaller than 1/2 inch, yet allows hands-free high-speed fuel filling without splash-back. Should Neck-It need to be removed at any point, this can be achieved in a workshop. Neck-It! is available directly from Texas-based *TruckProtect North America* (615-866-7984) or e-mail to [chris.helm@truckprotect.com](mailto:chris.helm@truckprotect.com). ▲



# Fixing to buy brakes? Why not buy brakes that need less fixing?

BY STEVE STURGESS

**T**here are good reasons for adopting disc brakes. There's the better stopping, there's the freedom from fade on long downgrades; there's the better straight-line stability with no side-to-side pull. And new stopping-distance rules make discs even more attractive.

Also, there's the low cost of maintenance. Of course, when it comes to brake maintenance, duty cycle is everything. A hard-used braking system, such as on a trash truck, cries out for a brake that not only goes the distance but is quick and easy to service when the lining material is eaten up or the mating metal surfaces damaged by heat.

## BRAKES BREAK

**D**o brake issues cause more than their share of downtime? We asked Dawn Violo, the president of Emergency Road Service Canada (ERS), which has direct contact with more than 12,000 roadside service providers across Canada, for the top-10 reasons drivers call in for roadside help. Fully half of the breakdowns are brake-related.



- 1 **Truck won't start**
- 2 **Frozen brakes**
- 3 **Frozen air lines**
- 4 **Broken glad hands**
- 5 **Seized brakes**
- 6 **Air leaks**
- 7 **Lights not working**
- 8 **Blown tire**
- 9 **Flat tire**
- 10 **Tow truck services**

The fact that the friction material on the pads on disc brakes can be viewed without taking off the wheels is a big plus. And when it's time to renew the worn pads, pulling a retainer, winding off the slack adjuster and removing the pads has the usual procedure for drums beaten in a New York minute.

In a Technology and Maintenance Council (TMC) presentation several years ago, the relative times for a drum brake reline and a disc pad change was estimated at around four to one, with 15 minutes for the pads against one hour for conventional s-cam brakes.

Admittedly, scored or heat-checked checked drums from the harsh duty cycle can be very easily replaced. But rotors generally go at least to bearing and seal inspection periods in the latest disc designs.

In the on-truck truck-load segment, the disc brake may be good for the first life or even the entire life of the tractor.

Possibly one brake job may be necessary, especially as fleets look like they may extend trade cycles in the post-2010 environment.

And while disc brakes are easily maintained, they do have to be inspected. So the maintenance savings don't really add much to the plus side of the disc-brake cost equation.

For these fleets, it's performance that would draw them to the disc brakes, as one s-cam brake job in three to five years is not going to break the bank.

So the most likely candidates for maintenance savings with disc brakes are in the medium to heavy-duty cycles, from regional line-haul through urban distribution to refuse applications.

With all the consolidations in brake and driveline component manufacturers and suppliers, we are down to Bendix and Meritor as domestic suppliers. Haldex and more recently SAF Holland have also come to offer discs, in the latter case a trailer setup on its revolutionary CBX-40 slider.

According to Bendix Service Data for its mainstream product, the ADB 22X, there are a number of preventive-maintenance steps necessary to ensure that air disc brakes perform properly over their long lives.



# Dis

For over-the-highway vehicles, the wear indicator on the caliper/pad assembly should be inspected every four months. As experience grows with the brakes, this interval can be changed so that the checks are made four or five times between pad changes.

More extreme duty cycles should be inspected more frequently initially so that the interval between inspections and pad changes can be established. At



**IN TECH WE TRUST:** As disc-brake technology becomes more widespread, upfront costs should decrease.

# SCS in the Shop

the same time, the discs must be inspected. In line-haul applications little interaction can be anticipated, but in severe service some cracking may become apparent. Understanding how much cracking and other surface damage can be tolerated is important for these inspections.

A service interval should be established for checking the running clearance between pads and rotor, and for correct adjuster function.

These procedures vary and can be found in the service literature from the relevant brake supplier. Caliper travel should also be checked. This may be done on every pass through the safety lane.

Techs should check the sliding calipers to ensure they slide freely on the pins or guide sleeves. This ensures pads press evenly on both sides of the rotors and wear evenly when the brake is applied.

On the Bendix calipers, tappets and

boots and the general appearance of covers, caps, hoses and brake exterior should be examined during this check. The same applies to the appearance and general condition of seals on other makes of disc brake.

If there's any binding of the slide or uneven clearance, or too much clearance, a wheels-off inspection should be made.

If optional electrical wear indicators are present, a dash light will illuminate or an

**ATTENTION**  
Owner/Operators

# Pay Only Once!

Buy an ad on **TruckandTrailer.ca** and we'll run it until your vehicle is



**IT'S QUICK,  
IT'S EASY.**

Go to **TruckandTrailer.ca**  
and click on  
**"Place Your Ad"**



Any questions, call  
**1-866-612-5811**



The screenshot shows the homepage of TruckandTrailer.ca. At the top, there's a search bar and a 'Quick Search' button. Below that, there are sections for 'Featured' and 'Sell'. The 'Sell' section has a large 'SOLD' stamp and a 'Place Your Ad' button, which is circled in red. There are also links for 'Edit or Renew an Ad' and 'Dealer Website'. The rest of the page shows various truck and trailer listings with images and descriptions.

 **TruckandTrailer.ca**

Canada's #1 Source for Heavy Trucks and Trailers

## Maintenance

# DISCS THE BRAKES OF CHOICE

**A**t a recent presentation at its new axle factory in Warrenton, Mo., the vice president of operations for SAF-Holland, Steffen Schewerda, made a strong case for disc brakes. Said Schewerda: "We think disc brakes will play an important role in the future of the North American market."

The only disadvantage, from a customer's perspective, says Schewerda, is that the upfront cost is higher. But when more North Americans employ discs, the economies of scale will minimize that price difference.

But even now, he said, operating costs are much lower.

"We use our life-cycle-cost calculator, we measure the mileage per year, how much per hour does your shop cost, how much do you pay for spare parts; and in very many cases we see that over six years you more than offset the premium that you have to pay."

In Europe, he says, about 75 percent of new trailers being sold have disc brakes.

alarm buzzer sound to indicate a brake problem. But in this case, or when the indicators on calipers and pads align, the pads need checking. If the friction material on the pads is worn down to 2 mm, says Meritor, they are due for replacement. If the pads measure more than 2 mm or there are significant chunks of material missing, replacement is required. And pads should be replaced on both ends of an axle.

This is obviously a wheels-off procedure and the pads are replaced according to the manufacturer's service literature. In general, this means removing the pad retaining clip, backing off the adjuster mechanism and withdrawing the old pads. This is a very quick operation and, depending on what is included in the new pad kit, pads and retainers, some seals, etc., are discarded.

Technicians should be protected from brake dust. They should be sure to wash hands after handling brake components, certainly before eating or smoking. While not specifically carcinogenic, brake dust is still a dangerous irritant.

In Meritor's case, the recommendation is to remove the old pads, back off the adjuster until the outboard pad can be inserted, push the caliper across until the pad contacts the rotor and continue to back off the adjuster until the inboard pad can be installed.

The adjuster should be tightened until pads are on the rotor, then backed off for the appropriate running clearance.

Obviously, the rotor should have been

**"In the on-truck truck-load segment, the disc brake may be good for the first life or even the entire life of the tractor."**

inspected before reassembly commences so that any extensive damage can be dealt with.

Bendix says small radial cracks no more than 1.5 mm wide and 1 mm deep are OK, providing they don't extend across more than 75 percent of the disc face. Any crack that goes to either edge of the rotor means the rotor should be discarded.

Circumferential grooves are OK, providing they are no deeper than 1.5 mm.

Changing out a rotor is no more time-consuming than a drum, once the wheel-end is exposed. Obviously the caliper has to be removed to get the hub off, and there is always the danger of damage to the seals. The rotor in all but the severest service applications will outlast the periodic maintenance for wheel-end bearings and seals, so this should not be a problem.

The maintenance savings benefit of the air disc brake is the way fleets will try to pay back the cost of the option. As we see here, duty cycle determines what those savings may be and whether there is an economic case to be made for the new technology.

But the brake manufacturers do anticipate a gradual acceptance of the disc brake for its performance benefits that enhance safety. If a fleet makes a decision to adopt air disc

brakes for this reason, management will likely hear a small cheer from the service shops, where techs enjoy a much faster and easier brake job when, after many more miles, service becomes necessary. ▲

# Taming the Fuel Monster



By Jamie Williams  
President  
PeopleNet Canada

Fuel is unquestionably the toughest cost driver to tame for trucking firms due to volatile prices.

What trucking executive wouldn't snag the opportunity to improve fuel efficiency if the program paid for itself? If that sounds too good to be true, just read on.

When fuel costs spiked at over \$4.00 per gallon last summer ('08), P&S Transport VP Scott Smith pressured his drivers for better results. When he heard about PeopleNet's MPG Guarantee Program's guarantee, he couldn't pass up an opportunity to try it. And that was after P&S had already saved a million dollars conducting its own initiative.

PeopleNet Professional Services garnered ROI results in less than one month that far exceeded Smith's expectations. He says that PeopleNet's fuel-management process expanded the company's view of fuel economy beyond raw speed and idling time to include less evident factors like routing, maintenance, customers, drivers and trucks.

- \$35,000 hard-cost savings after two weeks
- \$70,000 in first month
- \$105,000 at 45 days
- 9% increase in MPG
- \$12,000/month savings from the sale of underperforming trucks
- Earlier identification and resolution of mileage issues

This new perspective is a departure from how fleets are typically managed. Instead of managing to the fleet's average truck performance, PeopleNet customizes an expectation for each truck based on years of historical performance data in our database. What's more, the information is delivered in a format that makes it easy to manage to the expectations for each truck.

Don't think P&S' results are an aberration. USA Logistics Carriers increased MPG from 5.5 to 6.9 on more than 500 trucks that log millions of miles each month – an incredible savings. The list goes on and on.

In fact, the program has saved fleets \$2,000-\$10,000 per truck and improved fuel economy by 5-15 percent during the first full year of a focused fuel management program. In some cases, it has even doubled a firm's profitability.

Intrigued by an average savings of \$1.7 million for each fleet we've worked with over the past five years? Think about calling the PeopleNet fuel monster tamer.

Williams can be reached at  
[jwilliams@peoplenetonline.com](mailto:jwilliams@peoplenetonline.com)



## The Meeting Place For Canada's Trucking Industry

April 15, 16 and 17, 2010

INTERNATIONAL CENTRE, TORONTO

# GRAND PRIZE DRAW



Grand Prize Sponsor:



Endorsed by:



SAVE \$10 Register at  
[www.truckworld.ca](http://www.truckworld.ca)

Official Show Magazines:



Produced by:  
**NEWCOM**

Association Partner:  
  
Private Motor Truck Council of Canada  
Association Canadienne du Camionnage d'Entreprise

## Register Now!

Every visitor will receive ballots  
for **thousands of \$\$\$** in prizes

### Other Prizes Include:

LCD Flat Screen  
TELEVISION



LCD Flat Screen  
TELEVISION



*You must attend Truck World and place your  
ballots in the draw drums to qualify to win.  
Visit [www.truckworld.ca](http://www.truckworld.ca) for contest rules and regulations.*

### Need More Information?

Visit [www.truckworld.ca](http://www.truckworld.ca)  
or call 1-877-682-7469

**AT REST IS AT RISK:** Trucks can disappear from mall parking lots on weekends and go undetected for several days.



## Cargo Crime

**security** *Trucking's other dirty little secret.*

By Jim Park

**T**he very last thing you want when your real-estate agent is showing your house is for a neighbor to wander by and ask about your termite problem. So it is with trucking and cargo crime. Everyone wants the problem solved, but nobody wants to talk about it.

That leads to differing opinions on the extent of the problem. Sgt. Rob Ruiters of the RCMP's automotive crime division,

National Pipeline/Convoy Program, suggests that rates of unreported cargo theft are in the 50 to 60 per cent range, while Marsh Canada vice-president, Greg St. Croix, says that as many as four out of five incidents may go unreported.

"We believe this is a \$5-billion problem in Canada, but we may be seeing only the tip of the iceberg," St. Croix says. "We know that over \$500,000 worth of property

disappears *every day* in the Greater Toronto Area [GTA] alone."

Fleets have their reasons for keeping a lid on the problem, ranging from fears of premium increases resulting from claims to the loss of customer confidence.

"Nobody wants their customers to know they are being ripped off," says St. Croix.

That puts police in a difficult position. To them, a criminal is a criminal is a criminal, regardless of whether he's stealing a load of computers, a load of cigarettes, or driving around with 100 lb of cocaine in his trunk. Ruiters says the problems police have in breaking out cargo theft from

# Coming Soon!



ABOUT US | PARTNERS | ADVERTISING

Powered by  **NicheNetwork**

HOME

JOB SEEKERS

EMPLOYERS

RESOURCES

PERSPECTIVE

Follow us on Twitter 

## Welcome to Truck Careers

Brought to you by

**Today's  
Trucking**

RESOURCES  
FUELED BY  
ALIMENTÉ PAR



**highway  
STAR**

Canada's premiere job board exclusively dedicated to the Trucking Industry

### Employers

- ▷ POST A JOB
- ▷ RATE PLANS
- ▷ KNOW THE MARKET

### Registration

- ▷ EMPLOYER HELP

### Job Seekers

- ▷ SEARCH JOBS
- ▷ POST RESUME
- ▷ REGISTER NOW

### Top Resources

- ▷ VIDEO GALLERY
- ▷ A TRUCKING PERSPECTIVE

Customers back on Yellow brick road: CEO  
OVERLAND PARK, Kan. -- Admitting that the last few  
weeks have been "tense", YRC Worldwide CEO Bill  
Zollars said he's convinced the "worst is over" from a  
"customer flight standpoint."...more

Volvo first to market with methane-diesel engine  
STOCKHOLM, Sweden -- After years in development, a  
diesel engine fueled by a mixture of methane gas and  
diesel will be introduced by Volvo....more

NAFTA land trade slipped another 15% in Oct.  
WASHINGTON -- Land transportation trade between  
the U.S. and Canada was down 19 percent in October  
from the same month in 2008, settling at \$36.3  
billion....more

Navistar debuts Indian trucks  
CHICAGO -- Navistar has introduced a line of trucks to  
the Indian market through a joint venture with  
Mahindra & Mahindra Ltd. of India....more

AVATRUCK: Scientists working on vehicles that  
change themselves  
BOSTON, Mass. -- Researchers at the Massachusetts  
Institute of Technology (MIT) are working with the  
Ford Motor Company to see if it's possible to produce

# Post Your Jobs... FREE!

Today's Trucking and highwaySTAR magazines, the Canadian Trucking Human Resources Council (CTHRC) and Workopolis Niche Network have partnered to bring TruckCareers.ca to you. Truckcareers.ca is an online employment site exclusively designed for the trucking industry. Users will enjoy all the functionality of the workopolis site and users will benefit from the education resources from CTHRC. New partners will be announced soon!

## EMPLOYERS

- Post jobs for free\*
- Drivers, fleet managers, technicians, dispatchers, office staff, sales and more

## JOB SEEKERS

- Search available jobs
- Post resume for free
- Research the market

\*Limited time offer



**Truck  
careers.ca**

powered by  **NicheNetwork**

other types of property crime is that it's treated simply as theft.

"If a cargo theft is reported, it shows up on police records as 'theft over ...' It's in the same column as a burglary," he says. "If someone asks about statistics on cargo theft, we can't tell them much because it's not broken out separately."

That becomes an issue when you approach government asking for help. "How do you go to the legislators and say we have a problem with cargo theft when we don't even know the extent of the problem?" Ruiters asks.

Ruiters says everyone from the trucking industry to police departments to government has to give up thinking of cargo theft as a property crime and start thinking in terms of organized crime.

"This isn't a theft problem, it's an organized crime problem," he says. "As soon as we start referring to it as an organized crime problem, it will begin to raise the priority on the policing scale as well."

**"When you're hiring drivers with faxed applications without face-to-face interviews so you can grab them before your competitor does, you're opening yourself up to all kinds of risk."**

Historically, it hasn't been a high priority for law enforcement. Because of that, very limited communication exists among police forces in what is called "The Shopping Triangle"—an area encompassing the Kitchener-Waterloo area to the west, the GTA, Peel and Halton counties to the north, and Durham region to the east. Within this territory, which one could safely call the centre of the trucking universe in Ontario, less than half a dozen police officers work the cargo crime beat, St. Croix points out.

While southern Ontario remains ground-zero for cargo crime in Canada, other cities have their problems, too—particularly Montreal and Vancouver. It's an issue in other parts of the country as well, but to a lesser degree. Two aspects make the GTA unique in terms of cargo crime:

there is a wider variety of commodity on the ground worth stealing than almost anywhere else in Canada, and the problem has been going on so long in that area, industry is finally ready to admit it can't continue fighting in isolation.

So rather than worry about where it's happening, which police force is dealing with it, and who is not talking to whom, Ruiters says it's time for a national

approach to the problem.

"To become fully engaged on this, we need everybody in Canada involved, not just Ontario," Ruiters notes. "We've got auto-theft squads in parts of Canada, but they don't know much about cargo theft. We've got jurisdictional issues across southern Ontario. The Ontario Provincial Police can't do it alone. The RCMP needs to be involved."



**HOWES LUBRICATOR<sup>®</sup>**  
PRODUCTS

Professional Grade Performance Since 1920

1-800 GET HOWES (438-4693)

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

**In weather like this,  
"hope" doesn't cut it.**

Trust Howes Diesel Treat & Anti-Gel to get you started and keep you on the road. Guaranteed, You Go or We Pay the Tow!

- ✓ Prevents Diesel Fuel From Gelling
- ✓ Increases Power and Fuel Economy
- ✓ Cleans and Lubricates Fuel Injectors
- ✓ Eliminates Smoking and Rough Idle
- ✓ Particulate Filter Friendly and Warranty Safe

**FREE Howes Hooded Sweatshirt**  
when you purchase 6 bottles of Howes Products  
See stores for details or visit [www.howeslube.com](http://www.howeslube.com)  
Offer ends: 3/31/10, available while supplies last.



You're simply not up to date  
unless you are a subscriber



It's FREE, it's EASY. To sign up go to [www.todaystrucking.com](http://www.todaystrucking.com)

## SEEKING SOLUTIONS

So, Ruiters convened a meeting in Ottawa in late November between a small group of carriers from eastern, western, and central Canada, as well as enforcement officials from those same areas—and from southern Ontario too—and members of the RCMP organized crime and auto theft units. Also present were three committees from within the Canadian Association of Chiefs of Police: traffic, organized crime, and the private sector liaison committee.

"Those are the people who can push this up the political ladder," says Ruiters.

In fact, there's a new bit of legislation floating around Parliament Hill that would recognize auto theft as a particular crime under the criminal code. Ruiters is hoping it can be amended before it's approved to include not just the theft of automobiles, but crimes where vehicles are used in the commission of the offence, i.e., stealing a truck in order to steal a load of cargo.

"We're hoping the new legislation will give us the tools to raise the issue of auto



**SITTING TRUCKS:** Loads left unattended at fuel islands are easy marks for crooks.

theft, cargo theft, and freight theft," Ruiters says. "But the police can't lobby for more laws and stiffer penalties. Industry has to give this a great big push."

And at the same time, industry has to start protecting itself much more vigorously. There was a time when industry maintained that cargo theft was a law

enforcement problem. But law enforcement said 'we're after the fact. It's an industry problem.' "Now," Ruiters, stresses, "it's recognized that 'we' have a problem—trucking insurance, and law enforcement."

The number-one thing trucking can do right now is to police itself better. For years, it's been a trusting, closed shop kind

## Get A Better Handle On Load Securement

Introducing The **EZ Torque Winch**,  
The **Turning Point** In Load Securement.

As far as load securement is concerned, one good turn deserves another. That's why Ancra is always working to make good things better. Case in point...

Ancra's new EZ Torque Winch™ takes the

work out of securing any flatbed load with its patent-pending gear-drive. Once the slack is taken up, it's just a few simple turns of the removable EZ Torque Handle™ to properly tension the strap. No tedious pumping with a winch bar is needed. So whether truckers are 90 lbs. or 290 lbs., they can easily tie down a load, and make it secure.

Requires only one-third the effort to tension a strap.

Give the EZ Torque Winch a spin. It's not only easy to use, but tough enough to take the punishment of the road. But that should come as no surprise, because the EZ Torque Winch is from Ancra.

*"Man, woman, young, or old... this winch gives you equal power."*

**Wind Up With The Best.™**

**ANCRA**  
INTERNATIONAL  
Designers and Manufacturers  
of Cargo Restraint Systems

© Ancra International 2007

2685 Circleport Drive • Erlanger, Kentucky 41018 • 800-929-2627 • [ancra.com/eztorque](http://ancra.com/eztorque)

FEBRUARY 2010 41

## In Gear

of atmosphere, but it has opened right up in recent years. The criminals recognized that fact a long time ago, but industry hasn't done much to change the way it operates. For starters, Ruiters says, industry has done more background checks, and be much more careful about who they hire.

"I find it amazing that a company would entrust a driver with a half-million-dollar load of cargo and truck when you

haven't finished your background checks," he says. "When you're hiring drivers with faxed applications without face-to-face interviews so you can grab them before your competitor does, you're opening yourself up to all kinds of risk."

Law enforcement comes into play only after the theft has occurred. It's a great deal easier to prevent the crime than to solve it.

# WAXIN ON TOP, P•u•R UNDER: KEEP MOISTURE AWAY.

Protect your floors from the effects of weathering, surface wear and delamination with Prolam's innovative over and undercoating processes to help get more life out of your trailer from inside out.

### WAXIN



### P•u•R SOLUTION



Prolam's Waxin is an innovative process that incorporates paraffin wax into the hardwood surface of the floor, generally applied to the first eight feet from the rear door, making it the best defense against weathering effects and surface-wearing.

For more on how to protect your floors with the ultimate in moisture protection, visit [www.prolamfloors.com](http://www.prolamfloors.com) or call 800.883.3975.



SUSTAINABLE FORESTRY INITIATIVE

100% SFI Certified Floors Available Only From Prolam

**PROLAM**  
Driven by Innovation

## PUTTING LIZARDS ON ALERT

In early January, the Ontario-based anti-theft organization Cargowatch issued the following statement:

"Please be aware of the following attack in Salinas, California.

Driver was parked at the truck stop, he went into the truck stop to prepare for bed, when he came back out there were two ladies of the night hanging around his truck. He sent them away, got in his truck and locked the doors. However he had his window lower due to the heat. A man



jumped on his truck, stuck his hand in the window, unlocked the door jumped in and started attacking the driver with a knife. The driver was stabbed several times, one of which just missed his heart. The driver managed to kick the man out of his truck. The man only got away with the driver's wallet."

Point being, as long as we have humans driving trucks, fleets will be vulnerable. The good news is, experts predict the human factor will play a smaller role in the very near future.

At least that's the word from the Heavy Duty Dialogue, a trucking conference held each year in Vegas.

During a discussion titled "The Next 10 Years," Clem Driscoll of research firm CJ Driscoll & Associates said that while many fleets have experimented with various telematic technologies in a portion of their fleet, the economies of scale are improving so quickly that introducing such products into many more trucks working in a wider variety of applications is inevitable over the next decade.

Most notable will be sophisticated software platforms, lane departure and auto anti-collision systems, EOBRs, and in-cab diagnostics—as well as remote, satellite-based security and anti-theft systems.

## HOME GROWN SOLUTIONS

Trucking isn't exactly defenseless, but it could be said that we're underutilizing the tools at our disposal. There's some pretty sophisticated technology available to help with either theft prevention or load tracking. And there are physical and logistical measures that could be taken to secure loads—and equally importantly, information—but the uptake there hasn't exactly been universal.

Tamara Souter of CargoWatch, a Ontario-based, non-profit group dedicated to reducing or preventing cargo theft, says trucking hasn't invested heavily in this technology so far, and that has left it open to some criticism.

"At the very least, fleets should be using tamper-proof locks and door hinges," she notes. "Most, if not all, of the truck manufacturers now offer password-protected ignition lock-out systems, and there are a variety of tracking systems available as well. None of those methods are guaranteed to stop a thief, but they help. And so does driver training, but we don't see a lot of that going on either. Fleets do need to be more proactive."

Ruiters says broker fraud is a real problem too. That happens when a carrier's information is used to fraudulently obtain a load off a load board. The thieves literally drive up to the dock, pick up the load, and disappear with it. Because the pick up looks legitimate, the event isn't given a second thought until the load fails to arrive at its intended destination sometime in the future. Depending on the lag time, the freight could be anywhere by the time its absence raises an alarm.

## COME ON IN, HELP YOURSELF

Cargo theft in the U.S. was reported to be up nearly 17 per cent between the fall of last year and the spring. That's a 30 per cent rise from the same period a year earlier, according to the North American Cargo Theft report issued by Chubb Marine Underwriters. While this group does not track or report Canadian statistics, it's believed that the figures would be similar—but nobody really knows.

At the same time, according to the Cargo Theft Trend Bulletin released by LoJack Supply Chain Integrity, the number

of trucks and trailers vanishing from carrier facilities in the U.S. increased more than 300 per cent. Robert Furtado, LoJack SCI's CEO, says the trend implies that organized crime rings are becoming increasingly bold in their pursuit of cargo, even stealing from secure areas with monitoring and surveillance systems.

"The fact that thieves are stealing goods increasingly from secured areas is

further proof that 'cargo at rest is cargo at risk,' even if the cargo is located in an area with some measures of physical security," says Furtado.

Hungry termites won't give up until they have consumed most of your house. As it is with cargo crime, the crooks will keep grabbing freight that's left around for the picking—until you do something to stop it. ▲

**You Can't afford to lose  
\$6000.00\***

**with unnecessary idling**

**Keep your drivers warm tonight...**



**IDLING TRUCK**      **GEN SET**      **ESPAR HEATERS**

\$ **0.0000**      \$ **12.60**      \$ **2.52**

\*Based on 10 hrs idle time @ \$1.05 litre

**for LESS.**

For information on how you can start your savings today  
**800.387.4800** [espar.com](http://espar.com)

**Espar Heater Systems**  
a member of the Eberspächer group of companies



The search has begun for the

# 2010 highwaySTAR of the Year

We're looking for one driver who embodies the term professional. A driver with that certain outlook on life and the industry that sets them apart from the rest. A driver who gives to the community, operates with the highest regard for other road users, and who generally sits tall in the saddle. In short, we're looking for a driver with STAR quality to be the 2010 highwaySTAR of the year.

The highwaySTAR of the Year award is open to

ALL drivers — company drivers and owner-operators alike. If you know someone worthy of such an honour, please take the time to complete the nomination form and return it to us as soon as you can. We'll be presenting the award during Truck World 2010 at Toronto's International Centre on Saturday April 17, 2010. Forms are available on-line at [www.highwaystar.ca](http://www.highwaystar.ca), [www.todaystrucking.com](http://www.todaystrucking.com), or use the form on the opposite page to tell us about your nominee.

## \$15,000 in cash and prizes

- \$10,000 in cash
- Travel and accommodations for two to Toronto during Truck World 2010
- An Espar Heater System
- Road-ready, trucker-friendly laptop from OBAC
- Special-edition leather highwaySTAR jacket with winner's name and highwaySTAR of the Year logo



## PROUDLY SPONSORED BY:

### GOLD SPONSORS:



**ArvinMeritor**™

### PLATINUM SPONSOR:



*Run Smart*™

### SILVER SPONSOR:



### ASSOCIATION SPONSOR:



# We Need Your NOMINATIONS!

Please nominate someone who is more than a little bit special and truly deserves this award. Someone who is more involved in the industry and community than is utterly necessary, and is dedicated to professionalism with a clear commitment to safety and fuel efficiency. We're looking to recognize the whole person for all they do in life, not just the person behind the wheel. Our "highwaySTAR" will be honored during Truck World in Toronto on Saturday April 17, 2010.



**Please take a moment to NOMINATE someone today.**

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

### **I WOULD LIKE TO NOMINATE:**

**NOMINATED BY:**

Name: \_\_\_\_\_

Company driver  Owner-operator

Current employer/contracted to

Home Address:

City: \_\_\_\_\_ Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Tel. home: Bus: Mobile:

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

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

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

**Feel free to include supporting documentation with your nomination.**

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

highwaySTAR of the Year  
451 Attwell Drive, Toronto, ON M9W 5C4

**Deadline for entries is March 1st, 2010**

#### Description of selection criteria

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

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

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





You're simply not up to date  
unless you are a subscriber



It's FREE, it's EASY. To sign up go to [www.todaystrucking.com](http://www.todaystrucking.com)



# PRODUCT WATCH

WHAT'S NEW AND NEWS FROM SUPPLIERS



## Online Resources:

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

# SELF-UNLOADING TRAILER

NEW TITAN V-18 LIVE-FLOOR TRAILERS LIGHTEN THE LOAD



**T**ITAN TRAILERS has introduced a new line of live-floor trailers featuring a lighter-weight aluminum version of the V-Floor unloader from Keith Mfg. It's aimed at extreme applications like demolition and abrasive materials that are too demanding for standard self-unloaders.

The V-18 floor is constructed with 18 aluminum slats, whereas the original V-Floor system is built with high-yield steel or aluminum and uses 10 slats. The new design is based on the same sub-deck as the V-Floor, which provides resistance to leaks and heat without floor seals that would be damaged by excessive wear.

Titan says the V-18 unloader system is ideal for material that's too demanding on

a standard slat but doesn't demand the ruggedness of a steel slat. Recommended applications include municipal solid waste, recycled materials, wood chips, construction debris, fertilizers, farm chemicals and other fine materials.

Such jobs are often handled by steel-body dump trailers, but they reach their practical payload limit around 50 cu yds and, says Titan, can have problems with off-balance loads on uneven work sites. The company adds that a 48-ft Titan trailer offers more than double the payload capacity – up to 130 cu yds – while the self-unloading system maintains a sure footing for the trailer while it walks off the load.

Titan will offer V-18 trailers with a variety of slat profiles, and the V-18 live

floors are being offered to fit trailers with an inside width of 98.5 in. (250.19 cm).

The Keith walking floor is a horizontal unloader, eliminating the need for tipping or dumping. Aluminum or steel slats run the length of the trailer floor, actuated by three hydraulic cylinders, a sequence that 'walks' material out. Systems can be bi-directional for both loading and unloading.

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

## CSA 2010 TRAINING

FROM J.J. KELLER, A DVD DRIVER TRAINING PROGRAM

The coming FMCSA safety inspection regime, likely to start in July next year, will change things dramatically if your

## In Gear

drivers roll stateside. And it may well come to Canada before long. The American trucking industry has wanted a retrofit of the DOT's fitness, safety and rating systems for some time, and now they have it. CSA 2010 uses comprehensive data collected at roadside inspections and reviews that data every 30 days to assess every carrier's safety performance. The info will then be used to grade carriers and if they don't subsequently improve, the

DOT will conduct an audit.

Drivers' actions will affect a fleet's safety evaluation directly, so it's essential that they understand CSA 2010. This Keller program explains the new system and the key fundamentals that drivers need to know, including their obligations as to unsafe driving, fatigue, HOS, controlled substances and alcohol, truck and trailer maintenance, and load security. It also covers the driver's role in improving, maintaining, or degrading their company's—and their own—safety fitness evaluation, explaining what they can do to prevent violations and have "good" inspections go into the Safety Measurement System (SMS).

The program includes several ready-to-use training tools: a closed-captioned video on DVD; a 24-page discussion guide; driver handbooks; and a CSA 2010

overview poster to hang in a training room or drivers' lounge. It will be available in February but can be reserved now. Keller says that if a rulemaking regarding CSA 2010 is published prior to July 1, 2011 and requires changes to this product, your copy will be updated at no charge.

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

## LED REPLACEMENT BULBS

GROTE'S NEW TRILLIANT BULB CONVERTS PAR 36 INCANDESCENTS TO LED

The newest member of **Grote's** LED WhiteLight work lamp portfolio is the Trilliant 36 LED WhiteLight conversion bulb. It turns any PAR 36 incandescent or halogen lamp into an LED WhiteLight

**Grote's Trilliant 36 LED WhiteLight**



lamp, a simple upgrade that's claimed to bring 900-lumen light with longer life, better beam evenness, and contrast like sunlight.

The LED bulb easily snaps into any standard PAR 36 housing, says Grote, and has two terminals designed to accommodate either a screw or a FastOn cable connection.

The lifespan of an incandescent bulb, rated at 25 to 500 hours, is easily beaten

by the Trilliant 36 LED that's rated for a service life of 40,000 hours while using only half the power. It will likely never need to be replaced and may well outlast both its housing and the vehicle. Put another way, Grote says it offers 100 times the lifespan of a traditional PAR 36 bulb at just an eighth the cost over its service life.

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

## DRIVER MANAGEMENT

TENSTREET INTRODUCES SOFTWARE TO ENHANCE DRIVER COMMUNICATION AND COMPLIANCE

**Tenstreet LLC**, which specializes in software that helps fleets recruit, hire and retain drivers, has launched a new service aimed at automating and streamlining the driver management process.

Known as the Tenstreet Communication Engine, the new service is claimed to help trucking companies to improve all levels of communication and compliance at an affordable, flat-rate price. The company says it will especially benefit carriers preparing for the safety policies, practices and procedures of the upcoming CSA 2010 (Comprehensive Safety Initiative) program.

Its capabilities include an accident registry where entries can automatically enroll drivers in specific online safety courses (depending on what type of accident occurred), schedule the training courses, notify the driver of training dates, display the courses online, track

## Power Leasing

**Means** night and day rental service, complete selection of dry vans, refrigerated trailers, storage trailers, straight trucks and tractors, for a day, a week, a month or on a long term basis.

**Means** high quality service from a team of specialists : custom-made specifications, 24 hour rental, maintenance and repair, emergency road service throughout North America.

**Means** local ownership with accessible service and well thought-out and profitable solutions for each customer.



Montreal 1 800 361-9720 • Quebec 1 800 397-2433 • [www.brossard.com](http://www.brossard.com)



# MICHELIN DEALER LOCATOR

**M**ore locations, information now available at **Michelin's** truck tire web site. Michelin has launched a new, enhanced online truck tire dealer locator. See [www.locator.michelintruck.com](http://www.locator.michelintruck.com).

You'll see where Michelin truck tire dealer and service providers are, but the redesigned locator now offers additional information about the area surrounding those locations, including traffic updates, road construction alerts, restaurants, hotels, and the weather.

"Our goal for the new dealer locator is to make it easy for truckers to plan their trips," says Marc Laferriere, vice president of



marketing, Michelin Americas Truck Tires. As well as maps, street views and directions to any service spot, it will provide detailed information about the type of assistance offered by each service provider. It will also be available on the

Spanish and French versions of the Michelin truck tire web site. You can even use the Google Maps mobile application by way of an icon at the top of the dealer locator site.

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

his progress, test him upon completion, store his test in the driver's online document file, and notify the safety director that the driver has completed the course, as well as produce a DOT-compliant accident registry.

The system will automatically determine eligible drivers and initiate necessary monthly training—both web- and phone-based training—then track which drivers have satisfactorily completed the course(s), test them (if desired), and update driver files when the process is done.

In terms of driver orientation, the system will automatically determine eligibility for enrolment, schedule sessions via the web, produce all orientation paperwork electronically, stream all necessary videos, store and maintain driver files online, and notify

management once it's all finished.

Tenstreet says it can provide training content or use the trucking company's own, or a mixture of the two, to meet the specific requirements of virtually any industry need in the area of human resource management.

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

## KENWORTH ADDS GAS

KENWORTH NOW OFFERS CUMMINS WESTPORT ISL G ENGINES IN SOME T800 AND W900S MODELS

EPA 2010 compliance without SCR or DPF is an option offered by **Kenworth** with the introduction of the **Cummins Westport** ISL G natural gas engine in T800 short-hood and W900S models. They're aimed at vocational, municipal, and pickup-and-delivery applications.

The ISL G engine operates on either

compressed natural gas (CNG) or liquefied natural gas (LNG), both of which are cost-effective, low-carbon, and low-emissions fuels. Rated at 320 hp and 1,000 lb ft of torque, the engine is 2010-compliant with a maintenance-free, three-way catalyst and doesn't need the use of selective catalytic reduction (SCR) or a diesel particulate filter (DPF). CNG and LNG fuel tanks can be configured to suit customer applications and range requirements, says Kenworth.

The trucks in question are mated to Allison transmissions.

See [www.cumminswestport.com](http://www.cumminswestport.com) and [www.kenworth.com](http://www.kenworth.com)



**Brossard** n de camions

[.com • www.flash24.ca](http://www.flash24.ca)

Service. Anywhere. All the time.

## In Gear

### Retail Diesel Price Watch

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



Espar Heater Systems  
a member of the Eberspächer group of companies



### WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of January 5, 2010 • Updated prices at [www.mjervin.com](http://www.mjervin.com)

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	103.4	1.0	87.3
VANCOUVER *	102.0	4.5	65.3
VICTORIA	99.3	1.6	68.3
PRINCE GEORGE	96.5	0.9	69.0
KAMLOOPS	97.8	1.5	70.3
KELOWNA	97.8	-3.1	70.3
FORT ST. JOHN	99.9	0.0	72.3
YELLOWKNIFE	102.3	0.0	84.3
CALGARY *	90.5	2.2	73.2
RED DEER	91.2	0.0	73.9
EDMONTON	88.3	3.0	71.1
LETHBRIDGE	89.4	0.0	72.1
LLOYDMINSTER	90.4	1.0	73.1
REGINA *	93.6	0.3	70.1
SASKATOON	95.1	1.0	71.6
PRINCE ALBERT	92.9	0.0	69.5
WINNIPEG *	93.9	0.0	73.9
BRANDON	91.9	2.0	72.0
TORONTO *	97.9	2.3	74.9
OTTAWA	93.4	0.0	70.7
KINGSTON	97.3	1.5	74.3
PETERBOROUGH	97.9	3.0	74.9
WINDSOR	98.2	4.5	75.2
LONDON	95.4	1.5	72.6
SUDSBURY	94.9	0.0	72.1
SAULT STE MARIE	94.4	1.2	71.6
THUNDER BAY	97.1	0.4	74.2
NORTH BAY	95.2	1.3	72.3
TIMMINS	100.2	0.7	77.1
HAMILTON	96.6	3.6	73.7
ST. CATHARINES	94.2	2.8	71.4
MONTRÉAL *	102.9	1.0	71.0
QUEBEC	102.7	0.0	70.7
SHERBROOKE	101.9	0.0	70.1
GASPÉ	100.9	0.0	73.0
CHICOUTIMI	100.2	0.8	72.4
RIMOUSKI	102.9	0.3	72.9
TROIS RIVIÈRES	102.6	0.2	70.7
DRUMMONDVILLE	97.9	0.0	66.5
VAL D'OR	101.9	0.0	73.9
SAINT JOHN *	104.5	1.5	71.5
FREDERICTON	103.2	0.0	70.4
MONCTON	105.7	1.6	72.7
BATHURST	107.8	1.9	74.5
EDMUNDSTON	106.7	1.8	73.5
MIRAMICHI	106.3	1.5	73.1
CAMPBELLTON	104.8	0.0	71.8
SUSSEX	104.9	1.5	71.9
WOODSTOCK	105.9	-1.0	72.8
HALIFAX *	104.7	4.3	73.3
SYDNEY	107.9	4.5	76.1
YARMOUTH	107.0	4.5	75.3
TRURO	105.7	4.6	74.1
KENTVILLE	105.9	4.5	74.3
NEW GLASGOW	107.8	4.5	76.0
CHARLOTTETOWN *	103.8	4.6	74.6
ST. JOHNS *	105.8	1.5	73.1
GANDER	102.3	1.5	70.0
LABRADOR CITY	113.2	0.5	79.7
CORNER BROOK	104.0	1.0	71.5
CANADA AVERAGE (V)	<b>97.3</b>	<b>2.2</b>	<b>71.8</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)



## EURO TRUCK OF THE YEAR

**T**rucking journalists in Europe have chosen the **Scania R Series** as **International Truck of the Year (ITOY)** for 2010, though it's an 'international' competition only to a point—North American machines are excluded. The truck's previous incarnation won the same prize back in 2005. The jury, which consists of leading commercial vehicle writers from 22 European countries, cited the aerodynamic design of the R-series, its operational economy, and a unique support system that spurs the driver to adopt more efficient driving habits. It's a prestigious award.

"During this extremely challenging time for the entire automotive industry, and especially for Europe's commercial vehicle manufacturers, Scania has delivered a 'state-of-the-art' truck that sets new standards in terms of fuel economy, driveability and overall efficiency," said jury chairman Gianenrico Griffini.



"Building on the success of the outgoing range—elected Truck of the Year in 2005—the new R Series impressed the ITOY jury not least due to its continued evolution," said the jury's statement.

"In particular, the latest model features a more aerodynamic cab profile that not only reduces fuel consumption but also improves the flow of air through the engine compartment, thereby aiding engine cooling—a factor that will be especially important for the forthcoming, next generation of lower-emission 'Euro-6' diesels. Scania's revised Opticruise automated gear-shifting system, launched on the new R Series, was also rated highly for its faster, smoother and more intelligent shift strategy.

"The ITOY judges further praised the Swedish manufacturer's new Driver Support System [developed on the R Series] which was seen by the majority of the jury as an innovative learning tool capable of providing a continuous and proactive assessment of a driver out on the road, rating their fuel consumption, driving efficiency and overall 'road craft' with a simple yet effective 'star' rating system which encourages a driver to excel."

Scania, based in Sweden, is probably bigger than you think. As well as trucks it makes buses, plus a wide range of engines for both with some technologies developed in concert with Cummins), and it also manufactures industrial and marine motors. A growing proportion of the company's operations consists of products and services in the financial and service sectors. Employing 35,000 people, Scania operates in about 100 countries and has production facilities in Europe and South America.

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

## AC GENERATORS

REAL POWER'S PTO-DRIVEN GENERATORS TURN TRUCKS INTO MOBILE POWER STATIONS

If you need serious AC power on the road, an Indianapolis company may interest you. **Real Power** manufactures integrated mobile AC power-generation systems—driven off a PTO—that can put AC power in remote work sites to operate construction equipment, for example, or

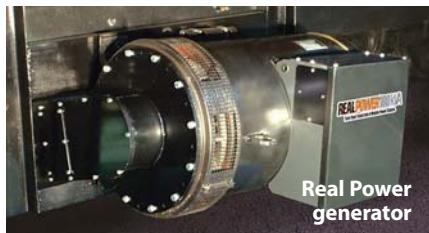
to provide emergency power.

Real Power offers a range of mobile power solutions from 12kW to 180kVA, available in voltages from 120 to 480 VAC, in single- and three-phase power. There are many offerings in a multitude of generator sizes, all with customer-defined interface solutions. They can do work previously requiring expensive, noisy space-consuming gen sets.

To put this in perspective, a heavy-

duty pick-up truck running one of the company's smallest systems becomes a mobile power station capable of generating a clean, continuous 8,000- or 12,000-watt stream of power—enough to power an average home while operating multiple appliances.

The other option is usually an inverter-based power system, but Real Power



suggests that most vehicle manufacturers look unfavourably on installing a 400-volt power source directly into the truck's electrical system. A Real Power generator doesn't alter the truck's electrical system at all.

The "lightweight, low-maintenance, low-profile, weather-resistant" generator typically mounts between the vehicle's

frame rails. There's no lost ground clearance, and no modification to the chassis is usually required. Real Power is a true AC generator, and there's no need for batteries, engine-driven belts, DC capacitors, inverters, converters, or similar electronic components. When it's turned on, the truck becomes a pure AC generator; when it's turned off, it's completely disengaged, meaning no loss of horsepower or fuel efficiency.

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

## OBSTACLE DETECTION

THE EAGLE EYE SYSTEM PROMISES FEWER ACCIDENTS, QUICK PAYBACK

### Transportation Safety Technologies

says its Eagle Eye obstacle-detection system increases drivers' awareness of all potentially dangerous areas surrounding the vehicle and thus improves public safety. It monitors side and rear blind areas or 'no zones' for vehicles or objects. The dash-mounted digital display visually and audibly alerts drivers to potential contact beginning at 8 to



10 ft away from the vehicle.

Eagle Eye consists of up to seven weather-resistant, strategically mounted sensors around the truck, heated to prevent ice and snow build-up, plus a single driver alert module inside the cab.

TST claims the technology is proven to decrease the number of driver accidents by 75 percent, as well as reducing vehicle damage and insurance costs. A one- to two-year payback is possible for most customers, the company says. It seems likely to be most useful in urban operations such as refuse collection.

See [www.tst-corp.com](http://www.tst-corp.com) ▲

## COMPANIES IN THE NEWS

### A

Aeroserve Technologies	28
Arrow Trucking	19
ArvinMeritor	28
Atlantic Pacific Transport	16

### B

Bendix	28, 32
--------	--------

### C

Chrysler Canada	9
Clarke Inc.	16
Cummins Westport	49

### D

D.D.Transport	16
---------------	----

### E

Eaton	28
-------	----

### F

Fontaine	28
Ford	14, 17, 51
Freightliner	17
Frito-Lay	22

### G

General Motors	17
GMR Marketing	10
Grote	29, 48

### H

Harper Truck Centres Inc.	16
Hino	17

### I

International	17, 51
---------------	--------

### J

JJ Keller	47
-----------	----

### K

Keltic Transportation	5
-----------------------	---

### L

Ludwig Transport	5
------------------	---

### M

Manac	28
-------	----

### N

Navistar	8
----------	---

### O

NBB Canada	30
------------	----

### P

Peterbilt	17
-----------	----

### Q

Prestprint	31
------------	----

### R

RealPower	50
-----------	----

### S

Safety Pumping Systems	29
------------------------	----

SAF-Holland	32
-------------	----

Scania	50
--------	----

Securitrim 2002	31
-----------------	----

Sterling	17
----------	----

Stifel Nicolaus	15
-----------------	----

### T

Tenstreet LLC	48
---------------	----

Titan Trailers	47
----------------	----

Transportation Safety Technologies	51
------------------------------------	----

Truck-Lite	28
------------	----

TruckProtect	31
--------------	----

Tundra International	30
----------------------	----

### V

Volvo	17
-------	----

### W

Walmart	19
---------	----

Western Star	9, 17
--------------	-------

### Y

Yellow Roadway	15, 19
----------------	--------

# MARKETPLACE

CLASSIFIED  
ADVERTISING  
SECTION

## TRANSPORTATION REAL ESTATE



**MARK CASCAGNETTE**  
VICE PRESIDENT, INDUSTRIAL  
**905-501-6426**  
**800-870-5862**

mark.cascagnette@ca.cushwake.com



**CANADA'S LEADING**  
TRANSPORTATION & LOGISTICS TEAM

### PUSLINCH – TRANSPORTATION TERMINAL – FOR SALE

■ Hwy 401 Exposure, 30 Min. to Hwy 407 ■ 5,208 sq.ft Warehouse, 6,300 sq.ft Repair Garage, 3,663 sq.ft Office, and House ■ Outside Storage, 8 Acres – Trailer Parking ■ 3 TL Doors, 4 Drive-In Doors ■ Price Reduced! Now Asking \$2,850,000

### MISSISSAUGA – CROSSDOCK – FOR SUB-LEASE

■ Airport Location with Quick Access to 400 Series Hwy ■ 11,562 sq.ft Warehouse ■ 100' Wide Cross-Dock ■ 2,300 sq.ft Office ■ 16 TL Doors, Outside Storage, Trailer Parking ■ 3 Yrs Left on Lease – Longer Terms Available ■ \$12,500/Month / Semi-Gross (Incl. Rent & Realty Taxes)

### TORONTO – REPAIR FACILITY – FOR SUB-LEASE

■ Minutes to Hwy 401, 427, 409, and Pearson International ■ 11,500 sq.ft on 2.85 Acres ■ 9 DI doors, 2 Drive-thru bays ■ Fenced, lit, paved, and gravelled yard ■ Asking \$12,500/month/net

### WHITBY – TRANSPORTATION TERMINAL – FOR LEASE

■ 33,915 sq.ft. on ±12 acres, zoned M1 ■ Asking \$35,000 month net ■ Includes cross-dock, office, garage & yard ■ Options available, space is divisible



### ETOBICOKE – CROSSDOCK – FOR SALE/LEASE

■ Close to Hwy 401/427/QEW ■ 25 TL doors ■ 1 bay repair shop ■ Zoned IC.2



### BRAMPTON INDUSTRIAL WAREHOUSE – FOR LEASE

■ 160,300 sq.ft freestanding building ■ 24' Clear ■ 62 truck-level doors ■ 1,200 sq.ft office ■ Asking \$4.75 per sq.ft net

YOU'RE IN A NICHE BUSINESS.  
SO ARE WE.



### Heavy Duty Truck Repair insurance and so much more.

Hallmark specializes in insurance for your unique marketplace. With a thorough understanding of your industry, we are able to provide a program tailored to your needs which includes a host of value-added services identifying potential risks and outlining a plan to address them.

Comprehensive. Customized. Competitively Priced.



**HALLMARK**

THE TRANSIT AUTHORITY

[www.hallmarkins.com/hdtr](http://www.hallmarkins.com/hdtr)

Contact Derek Lachapelle at  
[dlachapelle@hallmarkins.com](mailto:dlachapelle@hallmarkins.com) or call (416) 490-6013

## YOU'RE NOT BUYING MORE ADDITIVES. YOU'RE BUYING MORE MILES.

Owner-operators and fleets have been trusting E-ZOIL diesel fuel additives to upgrade their fuel quality for over 30 years. E-ZOIL additives are formulated to help you get the most out of your fuel which helps you get the most out of your engine. This translates into better fuel economy, more power, reduced downtime and reduced maintenance. Isn't it time you made the switch? Ask your dealer or truckstop which E-ZOIL additive is right for you.

Call 716-892-4632 for your nearest distributor. Mention this advertisement and receive a free promotional gift bag.



**E-ZOIL**

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

## NATIONAL ADVERTISERS

<b>Ancra International</b>	<b>41</b>
<a href="http://www.ancra-llc.com">www.ancra-llc.com</a>	
<b>Arvin Meritor</b>	<b>18</b>
<a href="http://www.meritorplatinumshield.com">www.meritorplatinumshield.com</a>	
<b>Bandag</b>	<b>4</b>
<a href="http://www.bandag.com">www.bandag.com</a>	
<b>Espal</b>	<b>43, 50</b>
<a href="http://www.espal.com">www.espal.com</a>	
<b>Great Dane Trailers</b>	<b>55</b>
<a href="http://www.greatdanetrailers.com">www.greatdanetrailers.com</a>	
<b>Grand Prize</b>	<b>36</b>
<a href="http://www.truckworld.ca">www.truckworld.ca</a>	
<b>HighwayStar of the Year</b>	<b>44-45</b>
<a href="http://www.highwaystar.ca">www.highwaystar.ca</a>	
<b>Howes Lubricator</b>	<b>39</b>
<a href="http://www.howeslube.com">www.howeslube.com</a>	

<b>Imperial Oil</b>	<b>6</b>	<b>Today's Trucking</b>	<b>40, 46</b>
<a href="http://www.imperialoil.ca">www.imperialoil.ca</a>		<a href="http://www.todaystrucking.com">www.todaystrucking.com</a>	
<b>J.D Factors</b>	<b>16</b>	<b>Truck &amp; Trailer</b>	<b>34</b>
<a href="http://www.jdfactors.com">www.jdfactors.com</a>		<a href="http://www.truckandtrailer.ca">www.truckandtrailer.ca</a>	
<b>Brossard Location</b>		<b>Truck World Show</b>	<b>20-21</b>
<b>de Camions</b>	<b>48-49</b>	<a href="http://www.truckworld.ca">www.truckworld.ca</a>	
<a href="http://www.locationbrossard.qc.ca">www.locationbrossard.qc.ca</a>		<a href="http://truckcarriers.ca">truckcarriers.ca</a>	<b>38</b>
<b>Logistics magazine</b>	<b>24</b>	<a href="http://www.truckcarriers.ca">www.truckcarriers.ca</a>	
<a href="http://www.logisticsmagazine.ca">www.logisticsmagazine.ca</a>			
<b>PeopleNet</b>			
<b>Communications</b>	<b>12-13, 35</b>		
<a href="http://www.peoplenetonline.com">www.peoplenetonline.com</a>			
<b>Peterbilt</b>	<b>back cover</b>		
<a href="http://www.peterbilt.com">www.peterbilt.com</a>			
<b>Prolam</b>	<b>42</b>		
<a href="http://www.prolamfloors.com">www.prolamfloors.com</a>			
<b>Simard Suspensions</b>	<b>17</b>		
<a href="http://www.simardsuspensions.com">www.simardsuspensions.com</a>			
<b>Sirius</b>	<b>26</b>		
<a href="http://www.sirius.com">www.sirius.com</a>			
<b>Stemco</b>	<b>2</b>		
<a href="http://www.stemcocrewson.com">www.stemcocrewson.com</a>			

## MARKETPLACE

<b>Cushman &amp; Wakefield LePage</b>	<b>52</b>
1-800-870-5862	
<b>Elcargo</b>	<b>53</b>
<a href="http://www.elcargo.com">www.elcargo.com</a>	
<b>E-Zoil</b>	<b>52</b>
<a href="http://www.ezoil.com">www.ezoil.com</a>	
<b>Hallmark Group</b>	<b>52</b>
<a href="http://www.hallmarkins.com">www.hallmarkins.com</a>	



**ELCAR GO**  
Fabrication inc.  
Premium mechanical tarp systems

**10 YEARS**

With **Elcargo**, I always knew I was saving on fuel.  
Now, I can prove it!

**14.93%**  
fuel economy  
at the 2009 Energotest.

- Bertrand Graveline

**CORDX**  
Centre québécois de recherche et de développement de l'aluminium  
DES IDÉES EN TRANSFORMATION

**AMETVS**  
Assurez les meilleures équipements de transport de véhicules spéciatifs

6015, rue Raoul-Lassonde, Saint-Hyacinthe  
T. 450.253.3560 • 877.353.3560 • [info@elcargo.com](mailto:info@elcargo.com)  
See our dealers list on our website at [www.elcargo.com](http://www.elcargo.com)



By Peter Carter

# The Patience Of Jobs

What my crash course in management taught me about running a fleet

**W**hen I was 16 I drove our '71 Ford Country Squire Wagon into a fence, smashing the front grille, and I was so dumb I thought I could sneak the fact past my dad. It was around this time of year. My folks were out of town in their main car—a sleek shiny 1970 Impala—and rather than go to church I took the Ford out for a Sunday morning spin.

Part of the joyride involved driving up a small ramp into a nearby playground. There was ice everywhere. I wanted to try a few 360s.

It was great until I found myself headed down a very gentle slope, the brake pedal pushed solidly to the floor, right towards a fence post.

I was, I'm happy to report, going slowly. When the grille hit the fence, the plastic only cracked, and a small piece fell out. I looked up and said "Jesus I realize I should be at church right now and not in this playground, but you saved my butt. Thank You."

Mom and Dad didn't come home for a week. In the interim, the Ford got driven around, the road vibrations made the small crack grow into a crevasse, and eventually, the grille just plain fell out. Dad returned to find a Ford with a gap-toothed grin like the bad guys in *Deliverance*.

Dad of course was very understanding and had one of his guys fix it. (He managed a bunch of drivers and mechanics and body men.) Insurance wasn't called in and I learned a valuable lesson about driving on ice. Don't.

That was my second accident. The first, my parents were also away. Actually, they were en route home to Sudbury from Ottawa on the train. I drove to the station to pick them up. I arrived early and thought, "heck, why sit around when there's driving to be done?"

I headed out of the lot on to Elgin Street and into the path of a

southbound pickup and his bumper crumpled the left front fender of the Impala that was so sleek and shiny only seven paragraphs ago.

Again. No injuries. No insurance. A cop stopped but just because he was driving by anyway; he didn't seem worried.

The train came into the station. Dad took another accident in stride.

My folks were out of town in their main car—a sleek shiny 1970 Impala—and rather than go to church I took the Ford out for a Sunday morning spin.

No wonder he liked a drink now and then.

Speaking of...

A few years later I was at Carleton University in Ottawa. I had borrowed Dad's fantastic '75 LeSabre. That car was bigger than my house in Toronto is.

I was showing it off to my university pals. I showed it off all the way over to a bar in Hull (The "Rendezvous," if you must know) which stayed open until 3:00 a.m.

When we emerged from the joint, there was a parking ticket under my wiper. My friend's friend Bryan snatched it up, put it in his pocket and announced "I'll take care of this."

A few months later, Dad's on the phone.

"What," he asks, "was my Buick doing on a downtown Hull street at 2:30 on a Thursday morning?"

Bryan hadn't come through. Dad got a summons. And paid it.

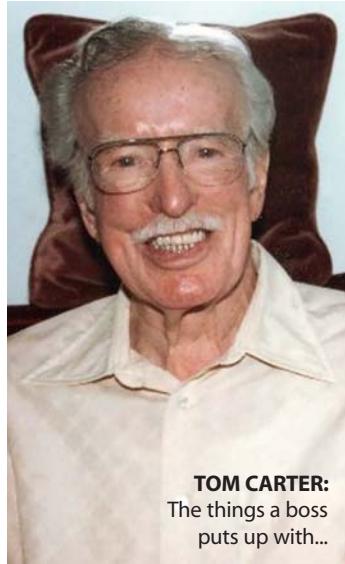
But the real mystery wasn't really what his car was doing on that street.

To me, the mystery is this: Why didn't Dad wring my neck? Or, for that matter, any of his other eight kids when they got up to stuff? Or—and this is the point of my story—any of his several dozen employees?

I know you deal with kids differently than you do staff, but still.

I am amazed that any mere mortal can hang on to a shred of patience while a crew of drivers and mechanics and gophers and sweepers and newcomers and old-timers and ne'er-do-wells and good guys and maybe light-fingered daredevils play around with their motorized as well as fixed assets, on a daily and nightly basis.

It takes a very special kind of person to run a fleet. ▲



**TOM CARTER:**  
The things a boss puts up with...

To learn more, visit  
**Booth #34075**  
at the  
**Mid-America  
Trucking Show**

March 25-27, 2010  
Louisville, Kentucky

IS CORROSION EATING AWAY AT YOUR BOTTOM LINE?



*A key component of Great Dane's  
Total Protection Package*

The most galvanizing force available to help combat corrosion on your trailers isn't galvanizing at all. Available exclusively from Great Dane Trailers, **CorroGuard** with Technology by GatorHyde provides impingement protection unmatched by any other alternative. By covering entire sub-frames, landing gear and other components, CorroGuard is the most powerful defense against the profit-eating effects of corrosion.



**Great Dane**

For more about how to extend the life of your trailer, visit [www.greatdanetrailers.com/corrogard](http://www.greatdanetrailers.com/corrogard)

**LIONS GATE GREAT DANE**  
Coquitlam, BC  
(604) 552-0155

**MAXIM TRAILERS**

Calgary, AB (403) 571-1275  
Edmonton, AB (780) 448-3830  
Brandon, MB (204) 725-4580  
Winnipeg, MB (204) 790-6500

Regina, SK (306) 721-9700

Saskatoon, SK (306) 657-5600

South Prince Albert, SK (306) 922-1900

**GLASVAN GREAT DANE**

Alliston, ON (905) 625-8441  
Mississauga, ON (905) 625-8441  
Putnam, ON (905) 625-8448

Whitby, ON (905) 625-8441

**PIERQUIP, INC.**

Mirabel, PQ (450) 438-6400  
St. Nicolas, PQ (418) 836-6022

**UNIVERSAL TRUCK AND TRAILER**

Dieppe, NB (506) 857-2222

**NOVA ENTERPRISES LTD.**  
Truro, NS (902) 895-6381

T W O P O W E R F U L E X P R E S S I O N S  
O F F U E L E F F I C I E N C Y .



PETERBILT MODELS 386 AND 387



**PACCAR**  
FINANCIAL

PACLEASE AND PACCAR FINANCIAL  
PLANS TAILORED TO YOUR NEEDS.

FOR MORE INFORMATION, CALL 1-800-552-0024. BUCKLE-UP FOR SAFETY. 

Peterbilt

A **PACCAR** COMPANY