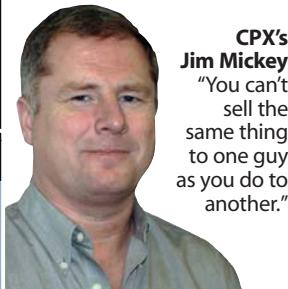


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# Today's Trucking

The Business Magazine of Canada's Trucking Industry

January 2010

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

## TRUCKING

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Understanding the 2010 power plants

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Stopping rollovers

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**PG. 48**



# 2010 HOLDS MANY AND ONE PROVEN:



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### Crash-causing rules

Now that British Columbia is cracking down on hands-free devices I expect they will soon be considering speed limiters, and I say we need fewer laws.

Fewer laws mean less abuse of power, less intrusion into our lives, and truckers can get on with their jobs in a safe manner, more focused on their tasks with less emotional upset due to harassment or worries about unnecessary laws.

The speed limiters do nothing for safety if a driver makes bad judgments. If a truck is doing under the speed limit but approaches a corner too fast, there's nothing a speed limiter can do to stop the accident from happening. It's all about the driver's judgment calls.

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Gord Currie,  
Chilliwack, B.C.

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### Online Resources

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

## GRAND PRIZE GOES TO STUDENT SCRIBE

**T**he winner of this year's **Rolf Lockwood Scholarship** is **Julie Ryland**, a 24-year-old Ryerson University magazine Journalism student who was born in Norway but fell in love with Canada when she visited here as a 16-year-old.

The scholarship was created by Newcom Business Media President and founding partner Jim Glionna six years ago after the Canadian Business Press presented Newcom's Vice President Editorial Rolf Lockwood with the Harvey S. Southam Lifetime Achievement Award. Newcom Business Media produces this magazine as well as *Today's Trucking*, *highwaySTAR*, *Transport Routier*, *Logistics*, *Truck and Trailer*, *Logistics Magazine*, *Canadian Technician* and

*Plumbing and HVAV* as well as the *Truck World* show and attendant websites.

The award goes to a student in Ryerson U's magazine stream who has submitted the best example of a magazine article with a business slant. Ryland's award-winning piece, "Ads Gone Creative," is about the world of interactive online advertising.

Like many business writers, when Ryland first decided to study journalism, the world of business was not on her radar screen. However, upon closer inspection, she changed her mind.

"I slowly," she says, "realized that it wasn't just about scary high numbers and quick-jumping stocks. It was about people and I love the stories that have been told and are yet to be told in the realm of business and finance."

Ryland will be graduating (and available for hiring) this spring.

# Today's Trucking

The Business Magazine of Canada's Trucking Industry

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Award Winner

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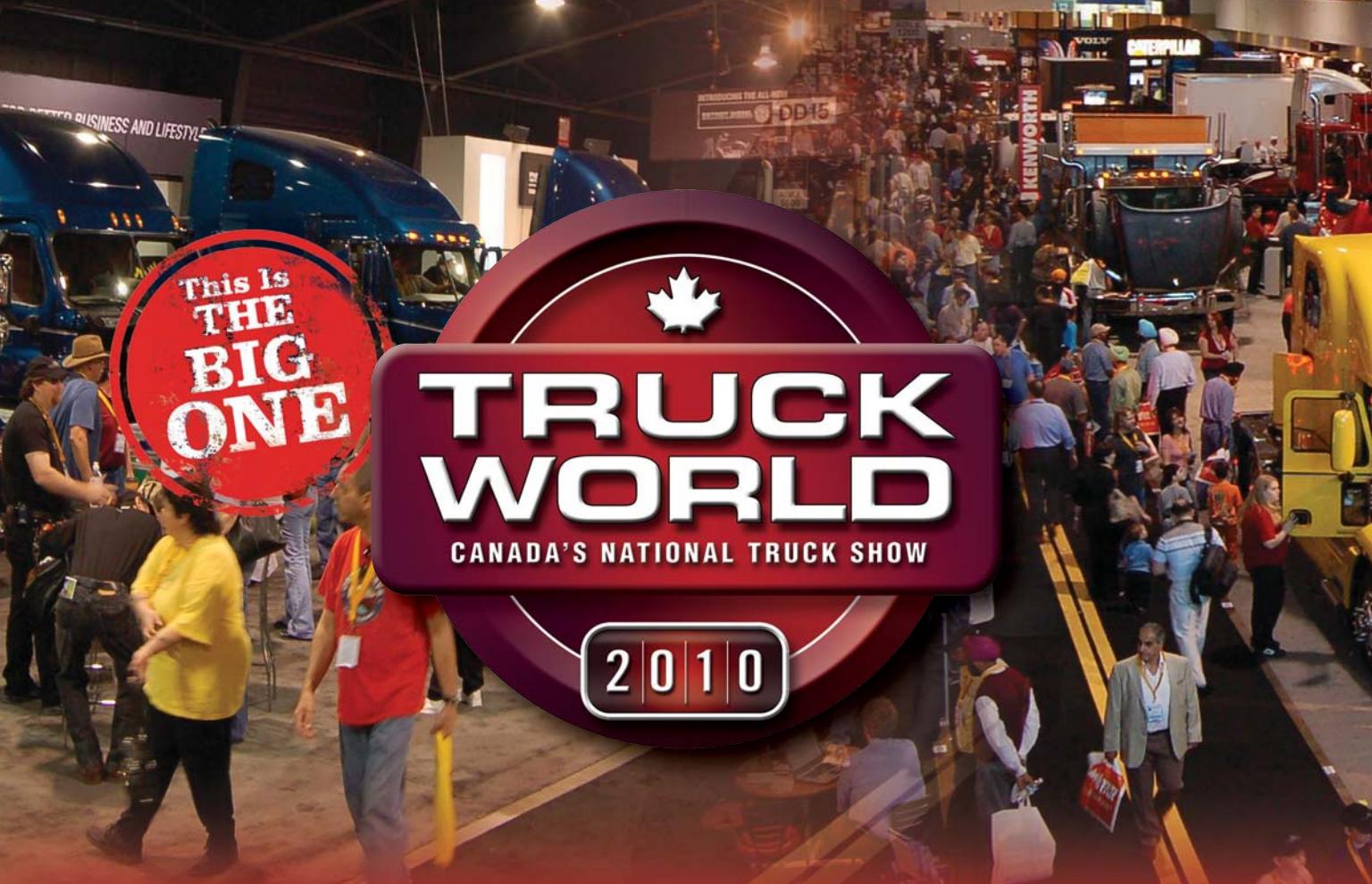
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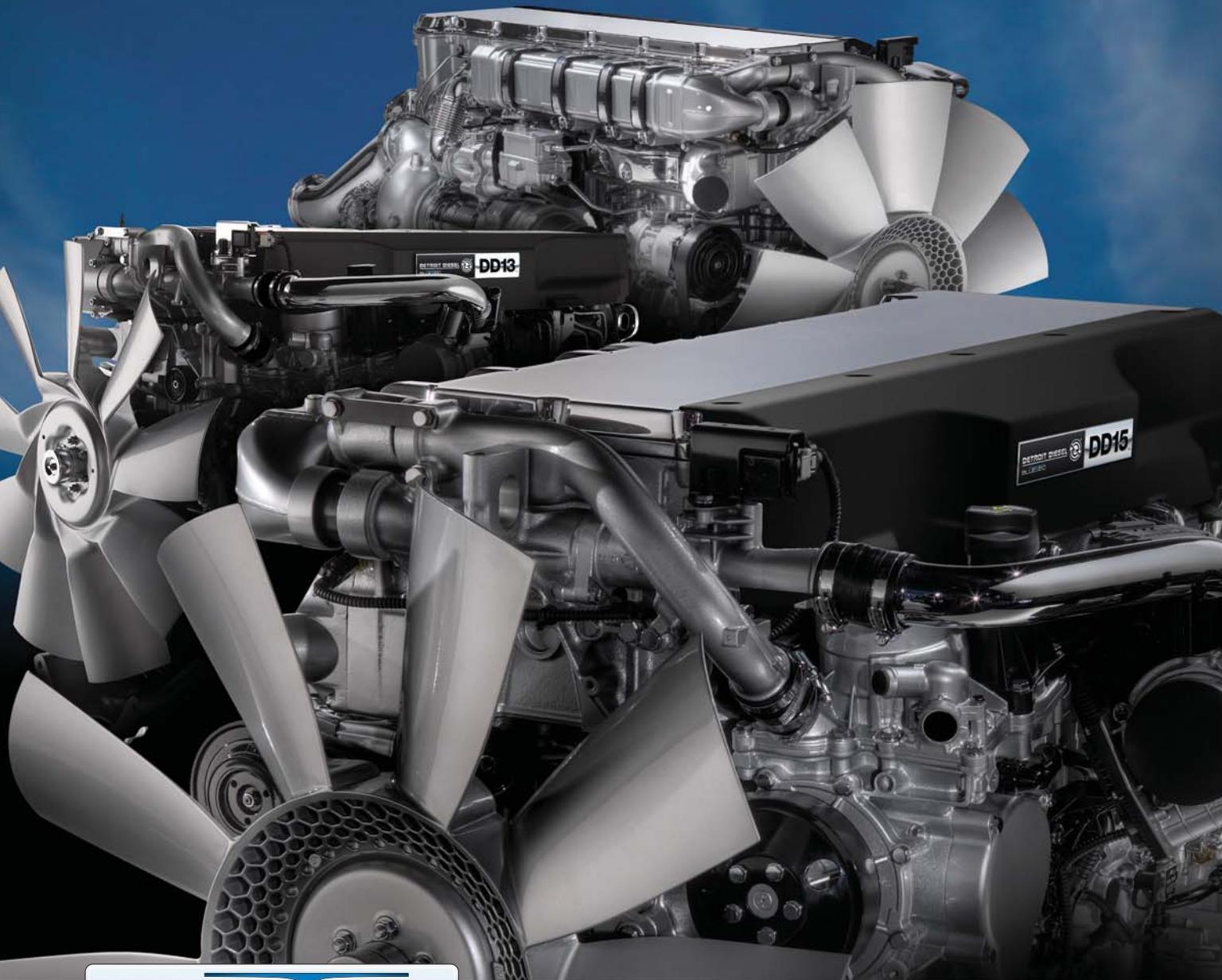


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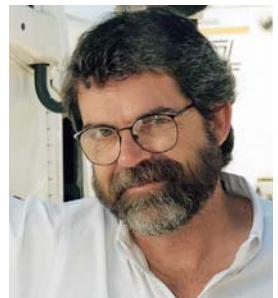
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By Rolf Lockwood



# Technological Whack-a-mole

**Engine emissions can't be approached in isolation. But can anyone see the whole picture?**

**A** surge in heavy-truck orders at the tail end of 2009 tells us that we just saw a mild version of the pre-buy phenomenon that so disrupted the market in years past. Troublesome though some 2007-spec and earlier engines have been—and let's face it, some have been bad—the known devil can become a handsome, almost kindly beast when the alternative is *perceived* as a more or less complete stranger who could turn out to be a monster. But the real killer, of course, is the significantly higher price tag of a truck sporting a 2010 engine. Who wants to spend an extra \$10,000 for the right to haul freight at discounted rates? Who can?

In three successive rounds of emission rules arising out of the mighty U.S. Environmental Protection Agency (EPA) since 2002, truck buyers have forked out an accumulated engine "surcharge" of well over \$20,000 while also spending more on fuel, maintenance, and downtime. Significantly more in some cases. As recipes for success go, I've seen better.

Yep, the air's cleaner, and you could stick your nose into the exhaust stack of a 2010 engine and breathe deeply without ill effect, but we've had to suck more crude oil out of the ground—or squeeze it out of Alberta dirt—to do it. And I'm not just talking about lost fuel economy here.

I mean lost *improvements* to fuel economy that we couldn't make because every mechanical engineer and chemist on the planet was engaged in fooling with air intake and injection pressure and who knows what else to get emissions in line with EPA demands. These folks could have been refining the combustion process and software dudes could have been creating new algorithms to gain a mile or two per gallon. Instead they were busting their butts trying to limit the efficiency losses while creating a clean exhaust stream.

But the engineering waste doesn't stop there. Talk, for example, to the boys at Eaton and ask how many truck makers have engineered the latest UltraShift transmission into their chassis. It's a terrific gearbox and it can save a buck on the fuel front but almost nobody's had the resources to send it to the data book. Or

**"And that's the real bottom line: I fear that we've reached the limits of human ingenuity."**

at least it's been a far, far slower process than it should have been.

Yeah, yeah, let's save the planet. Sure, I do agree, but what I want to see is a comprehensive effort that moves all the pieces on the chess board in a complete game. What we've done is focus simple-mindedly on shifting specific pieces without acknowledging how they change everything else. Frankly, nobody seems to see the whole board, and it may well be beyond the basically linear human mind to do so.

And that's the real bottom line: I fear that we've reached the limits of our ingenuity.

**SWITCHING RANTS, WHAT ABOUT PARKING?** Surely this one isn't beyond us. I've written before about the horrible lack of parking spaces for logbook-limited drivers, and now Transport Canada is working to measure the problem. The first effort is to establish an inventory of existing truck parking spaces across the country, and the second is to establish the extent of the shortage with a truck driver survey.

It aims to define drivers' parking habits and preferences while pinpointing areas of the country where designated truck parking might be tough to find. I could tell them, but they also want to figure out how any shortages might have an impact on "safety, productivity, and personal well-being."

Any driver who runs in Canada should fill out this online survey (see below) because the shortages are real and if we don't get a high level of participation, it'll send a message to the regulators that drivers accept the parking situation as it is. The survey gives drivers the chance to make suggestions and recommendations on where parking might be needed.

It's the first time drivers have had such an opportunity, so I urge you to tell your guys about it. The survey is live online now, and paper copies are available for anybody without access to a computer. Call 800-333-0371 and choose option 2 in the automated menu, or visit [www.surveymonkey.com/truckparkingcanada](http://www.surveymonkey.com/truckparkingcanada).

I think this is extremely important so please do something about it now. And hey, Happy New Year. ▲

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).

# Dispatch

BY MARCO BEGHETTO

## Moving Forward

**A Supreme Court decision should clear up long-standing confusion over the nature of interprovincial operations.**

**W**ho says transport companies can't beat unions on their own turf?

The Supreme Court of Canada (SCC) has finally ruled on a critical case that could change how some freight forwarders, logistics companies, and hybrid carriers are governed under provincial and federal law.

The surprise decision has far-reaching effects with respect to labor and employment law for the Canadian transportation industry generally, and the international and inter-provincial freight-forwarding sector, specifically, lawyers say.

The Supreme Court effectively reversed a 1994 decision of the Canada Industrial Relations Board, which deemed that freight forwarders fall under federal employment standards if they physically "handle" interprovincial freight, regardless of the localized structure of their networks

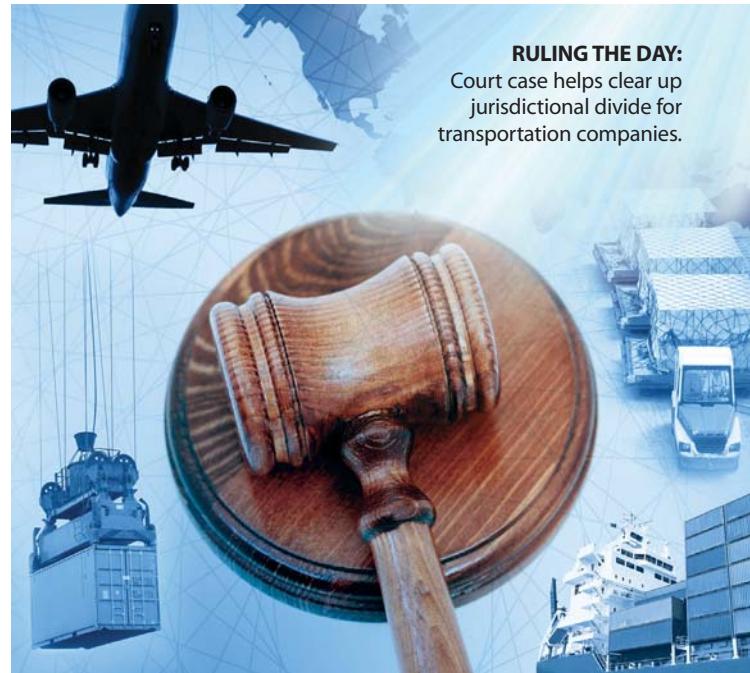
or whether or not they transport cargo from one jurisdiction to another.

As such, national and international freight forwarders formerly regarded as subject to federal labor law may now fall under provincial law; and those that already operated under the latter standard may remain that way, including the ability to maintain local union shops without interference from larger, national unions.

Most transport companies—particularly marine, air, rail and a majority of linehaul carriers—perform interprovincial transportation and thereby fall under Ottawa's jurisdiction.

The definition of a freight forwarder, though, has been left unsettled until now. As a result, certain firms could be considered provincial if their active role was merely limited to the local organization and distribution of inter-provincial freight.

Woodbridge, Ont.-based



### RULING THE DAY:

Court case helps clear up jurisdictional divide for transportation companies.

Consolidated Fastfrate (CFF)—which is at the heart of the landmark case—is such a transport company.

It considers itself a provincially regulated freight-forwarding business since it collects customers' local shipments, consolidates them at its cross-dock

terminals in major cities, then arranges for inter-provincial transportation with third-party carriers, mainly CP Rail.

When the shipments arrive at a Fastfrate facility at the other end, the company de-consolidates them into LTL loads and hauls them to

# shes

customers with its own trucks or via contracted drivers.

In 2004, the Calgary Employees Association unionized CFF employees in Calgary. It didn't take long before The Teamsters swooped in, convincing the Alberta Labour Relations Board (ALRB) to certify the union to collectively bargain for CFF workers nationally under the Canada Labor Code.

The case ping-ponged back and forth among various courts, until the Alberta Court of Appeal sided with the Teamsters and upheld the original labor board decision that CFF should be federally-regulated.

It reasoned that the physical transport of cargo was not the main issue, but "whether the functional nature of the operation is to connect the provinces."

Late last month, the Supreme Court dismissed that verdict by a vote of 6-3.

"I am of the view that an undertaking that performs consolidation and deconsolidation and local pickup and delivery services does not become an interprovincial undertaking simply because it has an integrated national corporate structure and contracts with third party interprovincial carriers," wrote

Justice Marshall Rothstein.

"While Fastfrate has local operations at both the originating and terminating locations in the several provinces, and with that can provide comprehensive service to its customers, it nonetheless remains only a shipper using cross-border transportation services in the movement of freight.

"Fastfrate does not perform any interprovincial carriage itself."

Although he noted that Fastfrate drivers used to haul freight between their Ottawa and Montreal branches, that practice ended in 2004, in part, because Fastfrate itself recognized that it raised a "contentious issue" for jurisdictional determinations.

"This is their economic rai-son d'être," continued Rothstein. "In most cases, Fastfrate and its employees play no role in the operation of CPR's interprovincial railway system."

Ruth Snowden, director of the Canadian International Freight Forwarders Association (CIFFA) said that although this particular case stemmed from a question on labor issues, the "decision could impact employment issues, it could impact health and safety, it could impact



Shadow Lines' Ron Reid married innovation and compassion this winter.

## GIMMIE SHELTER

**S**HADOW LINES TRANSPORTATION has unveiled one of the most interesting trailer innovations trucking has ever had. And it won't make the company a cent.

It'll help fleet president Ron Reid sleep better at night, though, along with countless of others.

The Langley, B.C.-based carrier transformed a typical, used sea container into a temporary homeless relief shelter that can be transported every night to and from locations where the homeless are known to sleep on the street.

"I've always wanted to do something for the homeless or needy. I spend a lot of time in downtown Vancouver where there are lots of homeless people," says Reid. "There are a lot of issues with them getting beat up, and this will give them a warm, safe place to sleep."

All construction and fabrication work on the refurbished container was done in-house by Shadow Line employees.

It's divided into eight individually heated and lighted units, along with a toilet (no shower) and small office. And get this: The mobile trailer is more accessible to the handicapped than most buildings. One unit has been made

to accommodate wheelchairs.

Each unit has two foldaway bunks, which allows individuals to park their belongings—many times in shopping cart form—inside the unit and sleep on the top bunk. In extreme weather, however, having two bunks in each unit will allow the shelter to sleep 16.

"A lot of them won't go where they can't take their shopping carts, which is why we made space for that," notes Reid. "It's a good, warm, dry place for the homeless to sleep at night."

As well as supplying the shelter, Shadow Lines is committed to picking it up in the morning and hauling it back to the terminal to have the batteries charged and disinfect the rooms.

Nightshift Street Ministries will organize the operation at night.

The project has cost Reid about \$100,000 so far, before the \$10,000 a month that it'll run to maintain and service the unit. If he could find the right people to operate additional shelters, Reid would gladly build more, ideally two more in Vancouver and one each in Calgary and Edmonton.

"It's a way to put something back into the areas that have treated me so well," he says.

— Steven Macleod

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taxation—it could impact a number of other things.”

Her suspicion is that most international freight forwarders are operating under provincial health and safety already, and while this decision might not impact their daily life, it could make them think more about how their business is aligned.

Gavan Magrath, legal counsel for CIFFA in Toronto agrees, adding that for the most part the law will clear long-standing confusion over the nature of interprovincial operations.

“Prior to this decision, there was ambiguity, definitely,” he says. “We now have a better idea of what constitutes an interprovincial undertaking. That was the real meaning of the decision.”

The ruling could also

make companies pay closer attention to regulations governing interprovincial movements that might no longer be on solid ground.

“Where those regulations are in place, freight forwarders will more aggressively resist charges brought under those regulations,” he

**“We now have a better idea of what constitutes an interprovincial undertaking. That was the real meaning of the decision.”**

says. “And some of those regulations may wind up getting thrown out.”

Meanwhile, the Fastfrate decision could also have a significant impact on many

similar companies’ labor structure, including DHL, which in 1994 was also deemed to be federally regulated by the Canada Industrial Relations Board, and thereby unionized, regardless of the fact employees and transportation equipment operated locally and did not cross borders between the provinces.

That’s still how a minority of Supreme Court judges see the situation. Dissenting, but outnumbered, was Justice William Ian Corneil Binnie, who was concerned that freight movers could avoid federal legal responsibility by masking as intraprovincial companies.

“In an era where contracting out elements of a service business is commonplace, the modalities of how a truly

interprovincial transportation operation ‘undertakes’ to move its customers’ freight from one part of Canada and deliver it to another should not contrive to defeat federal jurisdiction,” he wrote.

“Checkerboard provincial regulation is antithetical to the coherent operation of a single functionally integrated indivisible national transportation service.”

He described Fastfrate as having integrated terminals at a shipment’s origin and destination. “This is not the case of a company that is simply present in each province with a stand-alone operation, such as like a chain of clothing stores.

“What Fastfrate does—the service it provides, its ‘undertaking’—is to move freight from the hands of a

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customer in one part of the country to the hands of a customer in another part of the country."

Fastfrate held strong that doesn't necessary qualify them as a national company and were rewarded. Undoubtedly, many other like-minded companies are quietly thankful today.

## Labor

### Big Fleet Challenged By Union Drive

It couldn't have been a more ironic day for Challenger Motor Freight boss Dan Einwechter.

As Challenger's Montreal-based drivers enjoyed their company Christmas party in late November, more than a few were undoubtedly huddled up, discussing the labor

standoff unfolding behind the scenes at the fleet.

The buzz was all about Teamsters Canada's campaign to organize group drivers and owner-operators at Challenger Motor Freight, Elgin Motor Freight, and Lodwick Transport. Together, they make up Canada's largest privately held fleet.

Challenger President Dan Einwechter, once a one-truck, independent driver himself, seemed genuinely surprised—and a little stung too—that the campaign was underway when contacted by *Today's Trucking* that afternoon.

Asked for a response, his first of many that would come over the week, he told us he has little doubt the large majority of his workforce is content.

**IRRESPECTIVE BARGAIN?** Challenger drivers will have to consider the pros and cons of Teaming up with the Teamsters



"I personally believe that it's unfortunate that the actions of a few can negatively impact so many and create negative energy," he said. "In my 35 years in business from the time I started with one truck until now, all our employees have been in the forefront in my mind and dramatically affected my decisions."

"With that in mind, we have never maximized our returns and always considered our employees a

priority. It's at the core of what we are."

He adds that all that is partly evidenced by several safety and business accolades the company has received over the years, including reaching Platinum Member status on the 50 Best Managed Canadian companies list.

Teamsters President Robert Bouvier claims the union began organizing non-office workers after receiving calls from some



# Dispatches

Challenger employees who had “enough of their employer’s arbitrary decisions” and “undue pressure.”

Non-monetary and work organization clauses are said to be at the heart of the dispute, such as “forced dispatch, seniority [issues], and switch [shifts].”

Drivers of the three carriers also allege they have not received a pay increase since 2003.

The union drive apparently originated at a Quebec terminal. It has since grown into a national campaign, affecting about 1,500 Challenger workers across Canada.

“The success of a trucking company is not built in the offices of top management, but rather on board its trucks,” Bouvier said in a statement.

Stephane Lacroix, director of communications for Teamsters Canada, couldn’t say how many drivers the union has signed up to date, but said that there has been “a lot” of interest.

He confirms what *Today’s Trucking* first learned—that the union drive is targeting Challenger’s company drivers and its minority pool of contracted drivers as well. “We will do everything in our power to make sure owner-operators are included in our bargaining union,” he said, adding that Teamsters lawyers are already working on such strategies.

The attempt, a source says, is partly inspired by the Teamsters’ aggressive campaign to change the labor classification rules in the U.S. that govern FedEx. The move would cause a staffing

earthquake by allowing FedEx drivers, including independent operators, to be unionized much like rival UPS Teamster drivers are.

But, as more than a few Canadian carriers are aware, there’s plenty of precedent already in Canada that makes it possible for unions to organize non-employee drivers and owner-ops if it can be shown the carrier exercises a certain level of day-to-day control.

Lacroix says the union will spend the coming weeks signing up drivers. Representatives and the existing army of Teamster drivers will be “visible” on the road and at truckstops to sell the union to Challenger wheelmen.

Einwechter, obviously, will promote the opposite at the office.

“I accept that at our size there will never be complete harmony, but it’s sad, I guess, that because of the negative feelings of a few, it will affect many and make this issue so predominant ... when really, I don’t think it needs to be.”

## Economy

### The UVWs of Canadian Freight

Alphabet soup-style economic forecasts continue to simmer.

On the North American hot stove, there’s been much talk of a ‘U’-shaped recovery (a gradual upturn) in 2010, although how stretched out the bottom will be remains open to debate. A handful of economists have dared to guess we’re on the brink of a sharper V-shaped upshift; while other, more pes-



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### Jan. 18

#### Heavy Duty Manufacturers Association's Heavy Duty Dialogue

The Mirage, Las Vegas

**Contact:** 919-406-8847

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

### Jan. 19-21

#### Heavy Duty Aftermarket Week 2010

The Mirage, Las Vegas

**Contact:** 708-226-1300

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

### Feb. 2-5

#### 2010 TMC Annual Meeting

Tampa Convention Center, Tampa, Fla.

**Contact:** 703/838-1763 or email

[tmc@truckline.com](mailto:tmc@truckline.com)

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

### Feb. 17-19

#### Future of Trucking Symposium

University of Winnipeg

**Contact:** 204/474-6054 or email [paul.d.larson@cc.umanitoba.ca](mailto:paul.d.larson@cc.umanitoba.ca)

**Website:**

[www.umanitoba.ca/asper/ti/](http://www.umanitoba.ca/asper/ti/)

### Feb. 22-24

#### Schulich Executive Education

##### Centre: The Logistics

##### Management Course

Miles S. Nadal Management

Centre, Toronto

**Contact:** 416-360-8850

**Website:**

[www.seec.schulich.yorku.ca/home/](http://www.seec.schulich.yorku.ca/home/)

### Mar. 2-3

#### 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. 15-17

#### Truck World 2010

International

Centre, Toronto,

Canada’s largest, official

national truck show.

**Contact:** 416/614-5817

or email: [joanw@newcom.ca](mailto:joanw@newcom.ca)

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



simistic observers warn of a 'W'-shaped trend. No, that doesn't mean the last U.S. president is coming back to politics, but perhaps a double-dip recession could be in the cards.

At the Ontario Trucking Association's (OTA) annual conference late last year, a few more economists and freight transport execs took their turn at stirring the pot of predictions (for our own alphabetized forecasts, check out pg. 28).

John Larkin, a respected freight market analyst with Stifel Nicolaus, pitches camp with the majority who say that both the American and Canadian economies have touched bottom, but recovery will be elongated and painfully slow.

Many macro economic indicators that spell out the U.S. economy are still evolving—consumer demand, credit availability, rising unemployment, future taxes and national debt—clouding the long-term forecast for freight haulers, including those involved in Canada's export-based economy, Larkin noted.

One thing's for sure, though, "just because volumes are higher doesn't mean customers aren't asking for, or getting, discounts," he says. Overall, "pricing across the board has never been this bad. It's flat out miserable."

### ROADSIDE VIEW

Those conclusions were not at all inconsistent with what most Canadian fleet owners experienced these last 12 months, nor what they expect for 2010.

A panel of about a dozen large and small carrier bosses led a state-of-the-industry discussion. On the agenda: Whether the recession has changed how they do business; if current conditions will alter shipping patterns indefinitely; the role of enforcement in the 21st century and, of course, rate cutting.

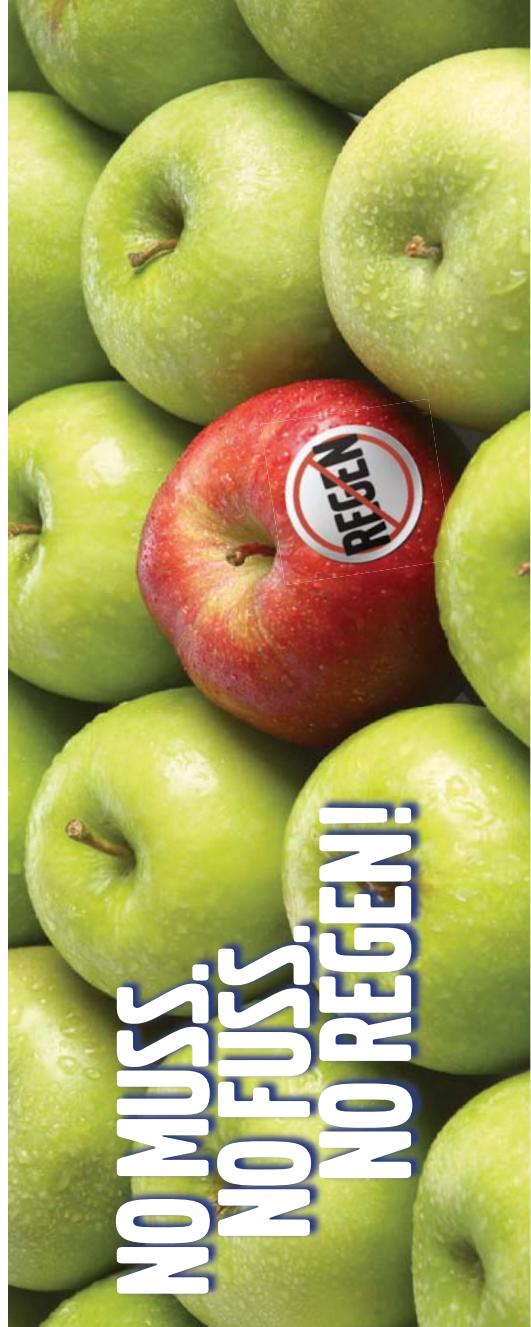
The execs felt that on par, a decent percentage of carriers have done a reasonably good job cutting capacity in a bottom-feeding rate environment.

Dave Pogue of smallish fleet EG Gray Transportation says that "it's not that big a deal" to park paid-for trucks along the fence. "If you owe on every piece of equipment, it's obviously not as easy to do, but don't be afraid to park trucks you own if the rate means it's not going to make any money."

Still, while some established carriers shed capacity, even more who have little grasp of their own costs continue to depress rates.

MSM Transportation's Mike McCarron and Bruno Muller of Edmonton-based liquid bulk hauler Caron Transportation didn't hold back in their criticisms of lenders and leasing companies' lax treatment of underperforming carriers. Rather than take back equipment of debt-ridden truckers at 25 cents on the dollar, financial institutions have given poorer operators lifelines at the expense of their competitors who pay their bills.

"There's guys out there running around for free,"



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# SOARING LOONIE LEAVES SCARS

**A**loonie in flight could ground the projected rebound of freight volumes in the coming months, according to transport analysts at National Bank Financial's Economics & Strategy Group.

A stronger Canadian dollar could undermine export sales out of central Canada, especially from the manufacturing sector, "which could represent drag on recovery and negatively impact the dry van business in the transborder truckload as well as LTL sectors," says analyst David Newman in a market bulletin.

"With the Canadian manufacturing sector relatively dormant, the rising loonie could squelch any rally, to a certain degree. There are many... who believe the industry has witnessed a structural change, prompted by the last rally in the Canadian dollar, and then subsequently supported by the recession."

As well, the report notes, a weaker U.S. dollar makes U.S.-based carriers more competitive on pricing in cross-border lanes, although the impact on domestic carriers is likely to be relatively minor.

As the most competitive of all truck markets, NBF expects truckload to remain under pressure until demand and pricing recovers. While it will likely be the first segment to show a pulse, it could permanently lose some business in light of a rising Canadian dollar, which is undermining Canadian manufacturers' competitiveness.

Longer term, though, LTL pricing will be even

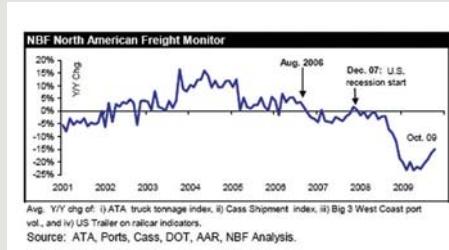
says Muller. "There's no way some of these guys out there can be out there without backing. They have nothing at stake and they cut the rates out of everything."

"Sport trucking," is what George Ledson, of Cavalier Transportation dubbed it.

But McCarron insists the severity of the market downturn has been enough incen-

more challenged than truckload, given the importance of covering fixed network costs versus a more variable cost structure—mainly in labor—that exists in truckload, which can be more readily adjusted to demand.

Meanwhile, specialized companies that dabble in freight forwarding, customs brokerage, warehousing, oil & gas, and waste management are



running hot and cold. Many are exposed to the same economic difficulties, although some worse than others depending on the vulnerability the industry has to pricing weaknesses.

The good news, though, is that increasingly more Canadian carriers are gaining confidence in a general rebound in the economy and freight volumes. Freight demand is "bumping along a new-found support level," with sequential improvements pointing to better days ahead, notes the report.

What's more, while "stubbornly high" levels of inventory relative to sales has hindered recovery to date, the ratio has improved dramatically in the last few months.

too good to be true, but they'll ride it out as long as they can."

Though, the bottom line is—and few will argue this has always been the industry's biggest anchor—that carriers are their own worst enemy.

"We can't just blame banks and financiers. We have to change the direction of price ourselves.

Customers continue to take because we continue to give," says Mark Seymour of Kriska Transportation. He notes that he, like many others in the room, can't be absolved from contributing to the self-deprecating strategy at times.

But now, he says, "there's nothing left to give." There are, however, some obscure signs that buying leverage is at least leveling. "The flurry of tenders and RFQs that existed a quarter ago have slowed down," says Seymour. "Perhaps some [customers] realize the window to get decreases is closing."

It'll be up to truckers, though, to keep it closed for the foreseeable future.

— (Read the full report at [todaystrucking.com](http://todaystrucking.com) by searching keywords from this article). ▲

tive for customers to take the risk. "They don't care. The [shipper] is as desperate as the [carriers] are. They'll use them until they go out of business. Yes, they know it's

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Canada: Truck Sales Index

October 2009

CLASS 8	This Month	YTD '09	YTD '08	Share
International	449	3310	5354	29.1%
Freightliner	257	2234	3966	19.6%
Kenworth	248	1511	3373	13.3%
Volvo	104	1088	1972	9.6%
Peterbilt	161	902	2182	7.9%
Mack	68	839	1436	7.4%
Western Star	75	758	1036	6.7%
Sterling	43	743	1803	6.5%
<b>TOTAL</b>	<b>1405</b>	<b>11,385</b>	<b>21,122</b>	<b>100.0%</b>



CLASS 7	This Month	YTD '09	YTD '08	Share
International	72	513	1156	33.4%
Peterbilt	37	307	598	20.0%
Kenworth	39	267	580	17.4%
Hino Canada	28	198	324	12.9%
Freightliner	10	166	376	10.8%
Sterling	2	86	248	5.6%
<b>TOTAL</b>	<b>188</b>	<b>1537</b>	<b>3282</b>	<b>100.0%</b>



CLASS 6	This Month	YTD '09	YTD '08	Share
International	40	244	324	44.2%
Hino Canada	18	205	173	37.1%
Freightliner	2	51	119	9.2%
Sterling	1	33	48	6.0%
Peterbilt	0	19	0	3.4%
<b>TOTAL</b>	<b>61</b>	<b>552</b>	<b>664</b>	<b>100.0%</b>



CLASS 5	This Month	YTD '09	YTD '08	Share
Hino Canada	30	322	561	39.8%
Sterling	26	278	729	34.3%
International	15	146	473	18.0%
Kenworth	4	51	187	6.3%
Peterbilt	0	9	0	1.1%
Freightliner	0	4	41	0.5%
<b>TOTAL</b>	<b>75</b>	<b>810</b>	<b>1991</b>	<b>100.0%</b>



Canada: Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
International	23	86	6	9	169	130	11	5	0	10	449
Freightliner	13	30	3	20	87	55	42	7	0	0	257
Kenworth	32	67	12	7	75	51	4	0	0	0	248
Volvo	4	12	8	17	45	9	6	2	0	1	104
Peterbilt	23	45	12	11	31	23	10	6	0	0	161
Mack	4	2	7	3	34	11	7	0	0	0	68
Western Star	19	18	2	0	17	12	2	5	0	0	75
Sterling	4	5	2	2	4	13	0	0	0	13	43
<b>TOTAL</b>	<b>122</b>	<b>265</b>	<b>52</b>	<b>69</b>	<b>462</b>	<b>304</b>	<b>82</b>	<b>25</b>	<b>0</b>	<b>24</b>	<b>1405</b>
<b>YTD 2009</b>	<b>819</b>	<b>1818</b>	<b>593</b>	<b>705</b>	<b>3915</b>	<b>2437</b>	<b>593</b>	<b>350</b>	<b>37</b>	<b>118</b>	<b>11,385</b>

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

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U.S.: Retail Truck Sales

CLASSE 8	This Month	YTD '09
International	2606	20,517
Freightliner	2166	19,430
Peterbilt	1222	9847
Kenworth	1037	8971
Mack	703	5655
Volvo	634	5547
Sterling	76	2804
Western Star	52	581
Other	4	16
<b>TOTAL</b>	<b>8500</b>	<b>73,368</b>



# Street Smarts

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY

## INSIDE:

- 23 Avoiding lawsuits
- 25 Hard-time hiring tips

**BEAN COUNTERS:** One survey showed that half the carriers were hauling below various costs.



## At Any Rate

**money** *Working together to get the price you need—and maybe even the one you want—for your freight.* By Deborah Lockridge

**V**ancouver's Coastal Pacific Xpress is bigger now than it was three years ago—and it's grown while being choosy about its customers, even through the recession.

"A carrier has to make a decision of what his target market is," explains Jim Mickey, co-owner and president (administration) for the 300-odd-truck carrier, serving big-box retailers such as Costco and Walmart, among others.

"In my case, I want to serve customers interested in the financial health of the carrier and with appreciation for the costs of that higher quality of service—that have a reasonable appreciation of the investment a carrier makes in his business, all of which have a measurable cost and a measurable service value for the retailer."

Mickey's story is a standout in an industry hard hit by the worst recession in memory.

More typical is this: "We lost about nine

years' worth of rate increases in six months," says Lana Batts, trucking industry consultant and principle of Transport Capital Partners. "Our latest survey showed about half of the carriers were hauling below variable costs. That's just not sustainable."

Generally, as Stifel, Nicolaus transportation analyst John Larkin says, "shipper-carrier relationships have generally deteriorated.

"With most relationships of little or no value, carriers are awaiting the day when demand outstrips supply so that they can return the favor to shippers by jacking up rates unmercifully."

Exceptions do, however, exist.

Paul Newbourne, vice president and general manager at logistics company Leveraged Execution Providers, says he's seeing two camps of shippers in this environment. Reactionary shippers are going through extensive cost-cutting activity and excessive re-bidding events, he said in

a recent conference call on supply chain dynamics, hosted by Stifel Nicolaus Transportation and Logistics Research Group.

But cuts in driver wages, maintenance, customer support personnel and other areas also affect the carrier's ability to provide the service and capacity the customer needs on a consistent basis—especially when capacity begins to tighten again.

That's why what Newbourne calls the "best in class customers" are taking a much more selective approach in re-bidding activity.

"They're working toward a longer-term collaborative approach with their service providers," he says.

In addition, some carriers are doing a better job of holding on to rates and business, often by targeting the "best in class" customers Newbourne says. Not backing down on rates might mean losing some volume but that extra volume doesn't count for much if you're losing money on every load.

Following are seven ways you may be able to improve your relationships and your rates with shippers and other customers.

### 1 KNOW YOUR COSTS

Hauling freight for less than it costs to transport it might keep cash flow going for a while, but it's not going to keep you afloat forever. But to make sure you're getting rates that at least cover your costs, first you have to know what those costs are.

Ken Manning, president of Transportation Costing Group, (TCG) earlier this year during a Truckload Carriers Association (TCA) webinar on pricing, shared a quote from Werner Enterprises COO Derek Leathers: "We will not move freight at a loss. We are willing to walk away from even large shippers. You must know your costs."

And you have to look at those costs continually. A lane that was profitable a



year ago may no longer be. If a shipper was giving you freight through five different locations that were profitable two years ago, it's quite possible that one or more of those locations are down so badly that your total business from that shipper is no longer worth hauling.

That's what TCG does with its software, Cost Information Systems, available in versions for TL and LTL carriers. It helps carriers establish the actual profit or loss of each load they move, based on how they move it, what expenses they have directly related to the load, and taking into consideration deadhead miles and headhaul-vs-backhaul requirements.

Once you determine which accounts are profitable, which are not, and why, you can protect the profitable accounts while putting together an action plan to improve or deal with the accounts or business that is not profitable.

It also allows you to talk to shippers about particular lanes that are a problem within that shipper's business and see what kind of solutions they can come up with during negotiations.

## 2 FAMILIARITY BREEDS CONTENTMENT

You need to know your shippers—not just the rates they pay, but also things like:

- how long they take to pay;
- their financial situation;
- whether they emphasize long-term relationships over adversarial pricing;
- how important things like on-time performance, carbon footprint and safety are to them;
- how the customer's freight figures into your total network. Look at whether those loads are going to inbound areas or outbound areas. If you're consistently delivering freight into areas where inbound freight outweighs outbound, you're going to be scrambling for low-paying backhauls.

Customers that have freight that goes into areas where better-paying outbound freight is the norm may be more desirable customers.

That type of information has to be balanced against the rates.

"One of the problems we're finding in



**Jim Mickey**

working with our clients right now is with so many bid packages out there and so many carriers competing for them, there are a lot of carriers out there that are bidding on freight that they don't really understand," says TCG's vice president of truckload product development Jack Jones.

"As a result, they're not bidding on it with any respect for the way the business is actually going to operate, what the costs are going to be and so on. So they price it wrong; they bid it from the wrong assumptions," and end up winning the business but taking a bath.

CPX's Mickey says carriers should try to match their values and priorities with those of the shippers they go after. In his case, he offers the example of two big-box retailers he hauls for: Walmart and Costco. While both are known for good values on merchandise, Mickey says their approach to transportation is much different.

Walmart, he says, is focused primarily on the rate, and is constantly coming back to him to see if he can do it for less. Eventually, Mickey loses the business to someone who will ship it for less—but eventually Walmart comes back because the low-cost shipper can't cut it.

Costco is more likely to ask about on-time delivery records, how the company can reduce the number of claims, and

**"This software helps carriers establish the actual profit or loss of each load they move, based on how they move it, and what expenses they have directly related to the load."**

how to expedite the loading and unloading process.

"Not to say Costco's not interested in price or Walmart's not interested in service," Mickey says. "But it changes the potential fit between a carrier and a shipper."

"It's important we serve both ends of the spectrum," Mickey says. "It's just that our expectation going in the door is different. Know your customer and have a strategy, a focus. Some people want to be all things to all people, but you can't sell the same thing to one guy as you do to the other."

## 3 SAY 'HI' TO TECH

Look for opportunities to use technology that will benefit both you and your customers.



One example is EDI—electronic data interchange. This is an electronic process that allows a trucking company and a shipper to talk to exchange information electronically. Most commonly it's used by shippers to tender a load to the carrier, and by carriers to offer shipment status information and send invoices to the shipper.

While larger carriers have been using EDI for some time, in the past decade, it increasingly is becoming something that shippers require of carriers, even the smallest.

Ron Edwards, president and CEO of Intelek Technologies, which offers EDI services, says his company has four carriers it has brought on as new customers in the past few months, ranging from one to 100 trucks, all of which were given an ultimatum by one or more of their shippers that unless they could do EDI, they'd lose out on loads.

EDI can actually help both the shipper and the carrier. The information going back and forth between the two is faster and more accurate than, for example, if it's faxed and then keyed in. Sometimes it may mean that a carrier gets paid faster if they invoice the shipper via EDI. (On the

downside, sometimes the shipper wants a rate discount for electronic invoicing.) "One of our newest customers, a one-truck operation, had a real good relationship with a shipper," Edwards says.

"The shipper contacted them about two months ago and told them, 'We love you, we want to continue doing business with you, but if you can't do EDI in the next 60 days we're going to replace you.'" The owner-operator was able to hook up with Intelek, using their Web-based service and salvage that customer relationship.



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## 4 MAKE SURCHARGES WORK

Shippers don't like volatile fuel prices any more than you do, since fuel-price surcharges mean their cost for shipping their goods can vary greatly. Help mitigate this volatility for the shipper, and you win brownie points and maybe more business.

Simons Petroleum offers a program called The Shipper Solution. Swift Transportation is using this program to help it effectively manage fuel costs while enabling its customers to more accurately budget their transportation expenses.

"The stability provided by The Shipper Solution... resonates with many of our customers, especially in today's economy where thin margins do not allow them to absorb volatility in fuel costs," explains Brad Stewart, director of finance at Swift.

Simons says the two most common fuel-surcharge strategies used to remove fuel-price volatility from transportation costs are a fixed-rate fuel surcharge, which provides a set price for an agreed-upon period of time at an agreed-upon volume; and a capped rate fuel surcharge, which provides total upside protection, but if prices fall, allows for a reduced rate.

"The Shipper Solution provides a competitive advantage for customers like Swift, especially when low freight demand is causing many shippers to ship more heavily based on price and engage in fuel surcharge renegotiations," says Brad Simon, senior vice president of Simons Petroleum.

"This customized strategy helps build or maintain shipper relationships, and meets the needs of shippers who are also facing competitive pressures by allowing them to more effectively manage their transportation budgets."

## 5 PLAY THE GREEN GAME

More and more shippers are asking about a carrier's "green" activities when asking for bids. Cookeville, Tenn.-based Averitt Express reports that over the last few years, the company has seen a growing interest from customers wanting to know

what they're doing to reduce their carbon footprint. It's been easier to answer that question since the company became part of the U.S. EPA's SmartWay Transport Partnership in 2004. Before SmartWay came along, the company's green efforts were hard to measure, but SmartWay provided an objective, standard way for

More and more shippers are asking about a carrier's "green" activities when asking for bids. Customers want to know what they're doing to reduce their carbon footprint.

a live person and once you do, that person often has no authority to actually make any commitment or policy decision. And if you do reach someone who can help, the odds of reaching that person in the future are virtually nil.

"People like to feel like they have more than a name on the side of a truck going



trucking companies to measure that, says Brad Brown, marketing and communication leader for the company.

The program has gained popularity among the shipper community, as they are also measuring their own carbon footprint. "They're trying to get their arms around and benchmark their environmental impact," Brown notes.

Averitt's participation in SmartWay comes up in conversations with Averitt sales people, in informal sales calls, and in Averitt's formal bid packages. Shippers are mainly concerned about services, capabilities and pricing when at the negotiating table. While environmental impact is not number one yet, "it's becoming something that's a 'must have' to even be at the table," Brown says.

## 6 ANSWER YOUR PHONE

Logistics International, a refrigerated carrier in the San Diego area, has stayed in business for 40 years by emphasizing relationships. Their business mostly consists of hauling from shippers to distribution centers for grocery chains, both TL and LTL freight.

"Good communication skills are what drive success," says Julie Sutton-Hayes, president. "That sounds like a no-brainer, but in this world of computer-based, technologically advanced systems meshed into virtually every facet of society, it's a dying skill."

Take a typical customer help line as an example. You go through multiple levels of push-button menus before you can get to



for them when it comes to hauling their product," Sutton-Hayes says. "We try to listen to our customers' needs, and then we try to keep the lines of communication open from there. Think like your customer—what is important to them? That personal service and reassurance their best interests are also your best interests can make all the difference. It isn't always about price."

## 7 VALUE GOOD VALUE

Perhaps all these tips could be consolidated under the simple idea of selling on value, rather than price. "It all comes down to perceived value," says CPX's Jim Mickey, "and whether or not the guy has the ability to look beyond the dollars on the invoice to see where he fits into the larger picture. We can demonstrate where we fit into the other guy's universe. That 10-percent difference in price between us and the other guy is made up somewhere else."

For the shipper, maybe that 10 percent is made up in on-time performance, or in helping address issues such as fuel volatility or snafus at the loading docks. Maybe it's being able to get a live human being on the phone, or feeling the peace of mind knowing the drivers shipping your product are some of the safest on the road, or the willingness of a carrier to go the extra mile to build a long-term relationship. Mickey says his company, the same size now as it was when the recession started, is the proof. "Value will always sell in certain circles." ▲



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# Surprised Parties

**safety** *Don't let sneaky money-hungry litigators sideswipe you in court.*

By Brian Botham

**T**he following headline is factual: "Trucking company agrees to pay damages in wrongful death lawsuit totaling \$3,000,000."

Imagine if the company had not settled out of court. The payout could have easily been triple the settled-on amount.

Of course some questions arise.

"Why would this company agree to settle the lawsuit?

"What would have motivated them to admit to negligent hiring and negligent entrustment?

And, "what the heck are negligent hiring and negligent entrustment, exactly?"

Simply put, negligent hiring means the trucking company either failed to conduct a thorough background check on the driver or—if it had and discovered that he had a previous crash resulting in a suspended license and multiple moving violation convictions—the company hired him anyway without doing anything about it.

I happen to know that in the \$3-million case, it was the latter, because the company also admitted to negligent entrustment.

That means they allowed this driver to operate a commercial vehicle while knowing that he had previous collisions and moving violations and should probably not have been behind the wheel.

Does that mean they never should have hired this driver? In this case yes, but maybe not in all cases.

It's one thing to not check a driver's history. You already know to do that, so no attorney can ever surprise you in court by bringing up information from a driver's past that you didn't know about. Never hire without asking yourself, "if we were being sued because of a collision that this driver was involved in, are we sure that there is going to be no new information dug up that we were unaware of?"

I assure you, in thousands of lawsuits across North America every year, employers are being surprised by information about their own employees' pasts.

So what happens when you find past indiscretions on a new hire? Should you just stop the hiring process right there?

Not necessarily. But what you must do is investigate

**A trucking company involved in a crash presents a huge target to hungry litigators. And they will come after you, armed with facts.**

what came of those indiscretions. Did the driver receive remedial training after a crash or moving violation? How long has it been since that incident? Was there a pattern of incidents? Has the driver learned from his past and has he received upgrading or training to improve his

skills? Is there a paper trail to prove that said training occurred?

What generally happens in a lawsuit like this is the plaintiff attorney will try to show a history of non-compliance with rules and regulations and show that the carrier did nothing about them and allowed them to continue. Once the lawyer does that, it is very easy to prove negligent hiring and or negligent entrustment.

lawyer and a jury.

This is why your insurance company shows up on a regular basis to go through your files and hiring practices, etc. They want to ensure that if a situation occurs you have everything in place to protect yourself and their exposure. That catch phrase you always hear—Risk Management—really means managing (and therefore minimizing) your risks.

Believe me. A trucking

## WHEN THE BOOKS COOK YOU:

You should never be surprised in court.



You have to be 100-percent sure of not only the drivers you hire and their histories but also your current drivers and the steps you take after collisions, citations or incidents. Make sure they receive remedial training and or discipline, road test them and ensure they continue to meet standards and can operate safely and within the law. And document everything you do. Make sure that when you write it down, it will stand up to scrutiny by that plaintiff

company involved in a crash presents a huge target to hungry litigators. And they will come after you, armed with facts.

The public (and many attorneys) seem to believe we are all loaded, with more millions to throw around than Tiger Woods.

Maybe you are. I'm not. ▲

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).



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# Desperate Times Call For Desperate Measurements

**strategies** *The recession has meant job applicants are different than ever. Proceed with caution. By David Brown*

**T**he recession has taken its toll in many ways.

One of the most significant, in my view, is that over the past 18 months, the faces of the people who come to our company looking for work have changed dramatically.

People are becoming more desperate for jobs. It's sad that many people are being forced by the poor economy to find new ways to put food on their table, but hard times also mean that a lot of applicants are resorting to more desperate means; and, frankly, more attempts at deception.

As a recruiting manager for a large trucking company and a former police investigator, I've learned over the years how to weed out the dishonest applicants, and those skills are becoming more necessary than ever.

For one thing, are you not finding that more and more applicants seem almost perfect; i.e., "too good to be true?" And when you come across things in other parts of your life that seem too good to be true, are you not immediately suspicious?

My first piece of advice is, follow your gut. You know that feeling you get when somebody says they are happily married with kids but when you visit them at home you don't see any family photos or anything else that reminds them of their family?

That's the same sensation you can get when you find the

"perfect driver" in front of you; and you think "if he's so good why is he looking for work?" If you have that gut feeling, act on it.

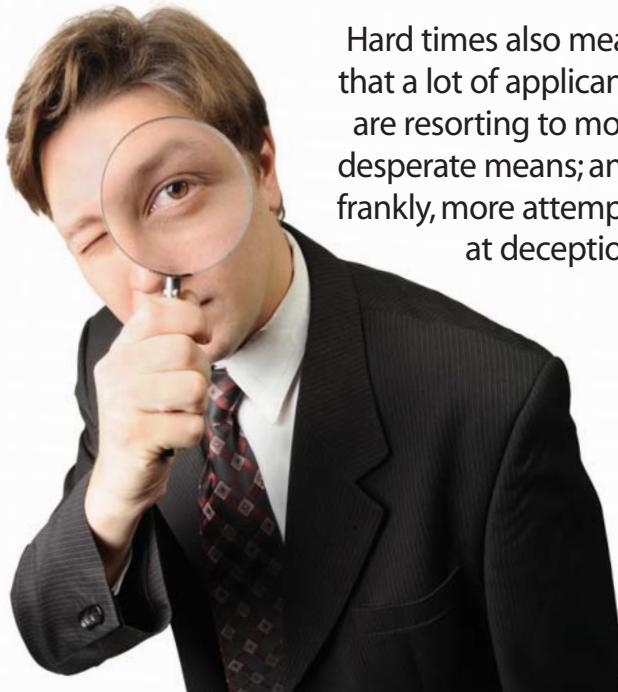
With every applicant, you will have to do what I call background checks and front-ground checks.

times on different days.

Drive by, if possible, the addresses on the application, including the one the driver calls home.

Visit the past employer's office. Speak with drivers who worked with the applicant and ask if they knew him

**Hard times also mean that a lot of applicants are resorting to more desperate means; and, frankly, more attempts at deception.**



Front-ground checks come first. Simple phone calls and reference checks with past employers are not enough to fulfill a front check. To catch a criminal, think like one and ask yourself, "if I were to put one over on the carrier, how would I go about doing so?" Discovering false company names on an application is becoming a common occurrence. So call references at least twice, at different

(or her). What was he like?

Ask them if they would allow him to work for them and drive their equipment if they had their own company. Those are two telltale questions.

Human resources departments and recruiters can be called later.

These days, carriers have to do the unexpected. Think of the other angles. Walk the other sidewalk.

We're living in the time of identity theft and just because somebody's licence says he is John Brown and lives at 125 Maple St. doesn't mean either statement is true. Do what you can to verify every last detail. Maybe you're a recruiter who's already been stung by what I call the "twin switch," which is when you send someone for a drug or road test but they find another person to attend the meetings. After the testing procedures, quiz the applicants on the details of the tests—what the offices and test-administrators were like, and so on.

You name it and a thief can make it happen.

Be on guard for subtle alarm signals that are bound to go off during interviews or, for that matter, during waiting times when applicants are sitting around the premises. Tell your receptionists and other staff to keep an eye on applicants, too. When the guard begins to drop, you need to catch what is falling.

Don't judge a book by its cover because when you do you find yourself reading fiction with an unhappy ending. ▲

David Brown is a former detective with the Ontario Provincial Police and the Recruiting Manager for The Rosedale Group. He has been an active advocate for the trucking industry for over 10 years.

# Working without a net

BY PETER CARTER

**S**tephen Large babies his trucks so energetically that he ran one of them for more than two million miles. Back in 2005, because he only used Shell products and kept to a strict pm schedule, the oil corporation welcomed the Czar, Alta., owner-operator into its very exclusive two-million-mile club, presenting him with a beautiful Seiko watch and taking him and his wife Angela and their young son Ryatt out for steak at Hy's.

In late '09, when Shell wanted to shout to the world that they were rebranding their product line, they invited special guests and media to a fancy reception upstairs at Toronto's chi-chi Royal Ontario Museum.

And who did they bring along to show off their wears? Stephen and Angela Large.

It was Angela's first trip to the Ontario capital.

The truck that Large took such great care of for so many years still runs and it's still in mint.

Powered by a 425-hp Cat 3406B with a 60-in. sleeper with bunk beds, two Eldorado seats, and red interior, this 1990 Kenworth W900L has, according to its owner, "every switch and gauge available in a W900."

For years, it hauled all over the U.S. and Western Canada, trailing livestock and feed and, toward the end of its day, heavy-duty equipment.

To hear him talk about his love of trucks is to do your heart a favor; he's as enthusiastic today as he was when he was learning about engines helping his dad on the family farm 12 miles south of Czar on 41. He's the kind of guy who reminds you of all the things that attract young boys to trucking in the first place.

These days, in addition to the two-million mile KW, large maintains another 1980 winch tractor that he uses for heavy-haul and moving asphalt plants, gravel crushers, and oilfield compression equipment and another truck he calls an "oversize dump truck."

And he's a do-it-yourselfer.

"Some people think I should just hire a driver or two to run my



What happens when owner-operators take better care of their trucks than they do themselves.

trucks, but I have found that is not usually profitable and sometimes causes more stress than I need to deal with," he says.

"Most drivers are not very interested in driving older trucks like mine and I am equally uninterested in drivers that don't appreciate the older classic trucks where you have to think about what you are doing.

"In fact, there are very few drivers today that would know how to run a truck like my winch truck with its hydraulic brakesaver, a six-speed main and four-speed auxiliary transmission and a power tower to run the 30-ton mechanical winch and two-speed 48000 rear diffs."

Like so many men in this industry, Stephen Large lovingly catered to his iron's every need, polishing the chrome, changing the lubes, braking with the Jacobs and Cat Brakesaver so carefully, he says, he barely needed to touch the service brakes.

His ledgers get equal attention. When he and Angela purchased their 7.5-acre property a half decade ago, they put down a full 40 percent of the price. And when he bought his new W900L, even though it set him back \$115 grand and was financed at about 17 percent, (it was the early '90s, remember?) the rig was paid off after about seven years.

The trucks; the contracts; the acreage; of all the elements that kept Large's trucking business in business, only one didn't get the attention it deserved, and that's Stephen.

In September, he turned 44 and had a stroke.



**LIVING LARGE:** The only part of his operation Stephen Large doesn't handle with care is himself.

Larges have got most of their acreage paid off and, he says, "my wife has a way of paying \$150 worth of bills with a \$1 bill."

"I think I'll be alright financially as long as I get my licence back soon," he says.

I'd like to introduce Stephen to an Orillia-Ont.-based entrepreneur named Tom Tiffen.

Tiffen is the president of the one-month-old LifeLine Logistic Services Inc.

Tiffen's new organization, he says, is designed to help "the thousands of guys out there like that." Translated: Tiffen says, the thousands of owner-operators who could benefit from being a member of a purchasing group, when it comes to buying all sorts of commodities, ranging from fuel and truck insurance to long-term disability (LTD) insurance.

"We sort of have a desire to help the truckers out," says LifeLine's chief administrator Marc Holterman.

The cost to join Tiffen's membership-based company? A buck a day per year, he says.

And he says he's currently negotiating with ManuLife Financial to develop a suitable LTD and medical insurance program for truckers like Large.

For a broader look at Tiffen's new organization, visit [www.membertruckers.com](http://www.membertruckers.com). (The url with the words LifeLine Logistic Services belongs to a Singapore transportation company).

If it works, it couldn't come at a better time. Truckers, as a group, are aging, and health-care costs are what one might call the elephant in the room.

Raynald Bouthillier is another big trucker. He's six one and weighs 285 lbs. He and his wife Elaine run a very successful fleet of flatbeds out of the Northern Ontario town of Hearst. (He was also featured in a recent issue of *Today's Trucking* for decorating his 2007 Pete 379 with a complete wrap mural in honor of his late son Jack who was killed in action in Afghanistan last March).

Generally healthy, Bouthillier just found out that his monthly costs have gone up by "a couple of hundred bucks" for his latest prescription; blood-pressure medication. He already takes diabetes pills. And this is in addition to the regular costs of maintaining health.

Bouthillier admits that when he was younger, he felt invulnerable and didn't think about the future or his health. "You just take that for granted; so you're just working and givin' all the time."

"Then suddenly you get older, things don't work so well and you could be in big trouble. And if you're only payin' a couple of hundred bucks a month for medication, you ain't that sick," he says.

"And I don't have prescription, dentist or glasses coverage," he says, adding "I'm also paying for Michelle." That's his daughter who attends university in Sudbury.

First priority for Bouthillier will be looking into Ontario's Trillium Drug Program. Every province administers its own version of the Trillium. It offers subsidies for drugs for residents who can prove that their regular need is financially burdensome.

Check [www.drugcoverage.ca](http://www.drugcoverage.ca) for your home's plan.

Second Bouthillier priority: Find out more about LifeLine Logistics.

For Stephen Large, job-one is getting back behind the wheel of his beloved truck. ▲

It was only weeks after his Rotella-sponsored trip to Toronto. By stroke standards, Large's was mild. He wound up in the hospital with some blurred vision and immobility, and he's expected to recover.

But it sidelined him. And the money stopped coming in.

While the doctors say they're not sure what caused the stroke, Large admits it's not a complete surprise. "I have been on blood-pressure meds for 12 years and also on cholesterol meds.

"I don't," he adds, "get my blood pressure checked very often, usually only at prescription renewal time, so maybe it gets too high at times."

He had a ruptured spleen a few years back and his mother passed away due to a massive heart attack when she was only 50. And yes, he's Large. He says he knew that when he reached 350 lbs, it was time to lose some weight.

"Yeah, it's a wake-up call," he says. "And I guess it's time to look after my health better."

Baby the truck; ignore the driver. It could be a trucker's anthem.

And Stephen Large, like tens of thousands of others in trucking, has no disability insurance or extended health coverage. "I've had no luck finding any outfit that offers proper coverage to self-employed people," he says.

Of course he's an optimist. When trucking slowed down in the past he found work as a welder in his friend's equipment business in Spirit River. The community is rallying around the family; The

color

# THE ALPHA LOG

Twenty six hot-button issues, from A to Z, that truckers will be monitoring throughout this year.

BY MARCO BEGHETTO

**A** **ALT FUELS:** B.C. and Manitoba implemented mandatory biodiesel rules for this year that are still quite biodebatable. The laws require fuel suppliers to produce “pool averages” of B5 and B2, respectively. As we revealed last year, that means the actual blend at the pump is left free to vary based on customer demand. So, some customers with buying power can demand zero biodiesel content, leaving the supplier no choice but to send the higher blends to more remote, colder regions. Biodiesel and below-zero don’t mix too well.

Meanwhile, we’ve heard that a proposed national B2 mandate for Canada has been put on ice until some of these issues are ironed out.

**B** **BLACK BOXES:** Or, as the folks in suits more commonly call them these days, electronic on-board recorders (EOBRs). At last check, U.S. regulators were still working on a rule that would require EOBRs in some capacity. The original proposal floated in late 2008 lacked teeth, however, so most observers think whatever we see on paper later this year will likely include most commercial trucks rather than just the “worst offenders.” Canada too is pressing on with its own EOBR rule and regulators just finished mapping out a “project charter” that will provide the basis for a homemade National Safety Code standard.

C

**CSA 2010:** This year, the U.S. DOT will move the goalposts again. A brand new way of monitoring carriers’ safety performances, the new Comprehensive Safety Analysis system kicks in this July. You and your drivers will be graded more stringently than ever before—on a monthly basis—based mainly on data collected at roadside inspections, including (but not limited to) unsafe driving, fatigue, driver fitness, cargo securement and maintenance. In all, there are nearly 3,600 different truck violations. The more infractions, the more frequently drivers will be inspected. And the more inspections, the more likely DOT inspectors will find infractions.

D

**DISTRACTED DRIVERS:** The new “tired truckers” as the safety issue *du jour*. An unprecedented number of provinces and states closed out 2009 with bans on talking and texting on hand-held cell phones while driving. While it’s tough to contest the heart of such laws, some governments have pushed things farther. Ontario, for one, is apparently the only jurisdiction in the free world to ban in-cab CB radios (subject, we’re told, to alternative devices entering the market).

Stateside, things are sure to heat up this year. We (partly) jest, but some “safety advocates” down there seemingly won’t rest until distracted driving laws isolate truckers inside cones of silence and steering wheels automatically grip their hands at the 10-and-2 position.



**ELECTRIC TRUCKS:** While still too pricey for these tight financial times, OEMs report there's a real pulse for hybrids. This isn't the year average fleets not named

Coca Cola, FedEx and UPS begin loading up on trucks with electric drive systems, but ongoing efforts by industry lobbyists could make it easier to try out one or two. Groups like the Canadian Trucking Alliance (CTA) want some tax leniency for such purchases. Ontario is one of just a few provinces to open up the purse strings a crack, but CTA argues more is needed if hybrid trucks are going to penetrate the market anytime soon.



**FUEL PRICES:** The only constant with fuel prices these days is their volatility. So predicting exactly what they'll do this year is sort of like trying to predict, oh, let's just say, the climate over the next decade. The U.S. economy is no longer in a freefall, but it's still slumber-

ing, meaning that the massive stockpiles of distillate fuel racked up last summer are taking longer to get through; Hence, the lower-than-usual diesel prices throughout the higher-demand winter season. But that inventory is on pace to level off at the brink of real economic recovery, making visits to the pump something worth complaining about once again.



**GOVERNORS:** You know them as speed limiters, but "S" was reserved for something else. Despite the efforts of a handful (and really just that) of truckers to stop it, mandatory speed-limiter laws are a reality in Quebec and Ontario. In fact, hard enforcement kicked in six months ago. At least one other province (N.B.) is working on a similar rule and carriers in B.C. are starting to make noise about wanting that province to follow suit. Here's hoping the rollout in other places, if it happens, goes smoother than in Ontario, which, as *Today's Trucking* first revealed last summer, doesn't technically have the ability to ensure "compliant" trucks with active limiters are actually restricted from going faster than the 105 km/h cap.



**HOURS OF SERVICE:** Since they came into effect in 2004, the U.S. HOS rules have been as stable as that mattress tied to the roof of the Toyota Tercel sputtering in front of you. As you probably know by now, the U.S. DOT was so impressed with year-over-year trucking safety improvements, that it decided it would scrap the five-year-old HOS standard that arguably helped make those improvements possible. Under new management, the DOT appeased Public Citizen and the Teamsters and agreed to rewrite the HOS rule. You'll see the details of the revision in July, quite possibly minus the 11-hour driving platform and 34-hour restart provision.



**INTERMODAL:** Specifically, we mean the cooperative relationship between truck and rail, which, when done right, is one of the most efficient modes of transport there is. By the end of 2009, though, there was lots of static about the balance of freight starting to shift more directly onto the tracks. Warren Buffett's \$34 billion "all-in" takeover of Burlington Northern Santa Fe was the "tell" that had transport analysts figuring 2010 is the advent of a rail renaissance. We've heard this

before. Rail is poised for bigger things, yes, but its business model is fundamentally different and won't significantly threaten truck volumes any time soon.



**JURISDICTIONAL DIVIDE:** When it comes to rules and regs, Canada remains Balkanized. The turf wars between the provinces and Ottawa are ongoing and a couple of trucking-related cases before the courts last year added to the confusion. Thankfully, as you can read on pg. 10 of this issue, a long-awaited Supreme Court decision recently sent shockwaves through the freight forwarding-logistics sector, in effect confirming the legitimacy of many companies that consider themselves provincial in nature and think they should be governed as such. On the HOS front, meanwhile, a few provinces continue to apply the national standard in their own way, if at all. We still await Ottawa's reaction.



**KILOS:** Truckers in both the U.S. and Canada want nearly double on the road. The push to have Long Combination Vehicles (LCVs) approved for highways is picking up steam. So far, most provinces have launched LCV pilot projects and the returning data is encouraging. We'll likely see the next phase of the campaign this year, which will include more trucks over more kilometers.

The biggest obstacle to these twin 53-footers remains the potential outcry from the *Toronto Star*-letter-writing segment of the public, but it's clear that governments recognize the environmental benefits and productivity enhancements the combo units provide.

## The Alpha Log

**L**ABOR: The feeble economy and overall depressed freight demand has masked the once oft-cited truck driver and mechanic shortage. Don't kid yourself, though. The dynamics are quite real and continue bubbling beneath. Canada—and trucking most specifically—still faces unprecedented demographic challenges, which will reemerge as markets recover. Older workers are readying to retire en masse and most young people quite simply don't want to do the job the way the system currently demands it. At least not until someone figures out how to do trucking via Twitter.

**M**ONEY: What's it worth? If you're a cross-border trucker who gets the majority of your hauls paid in U.S. dollars, but whose expenses are of the loonie variety, the answer is not nearly as much as this time last year. Teasing parity to close out '09, the loonie is forecasted to hover just below the US dollar mark for the short term. But as long as the price of oil and other commodities continue to increase and the USD weakens, it's not unthinkable that the loonie could move past parity by the summer, keeping a lid on any significant export-based rally.

**N**AFTA: He hasn't made good on his word to unions that he'll "renegotiate NAFTA," but the first 12 months of the Obama administration has set a troubling tone for Can-Am trade. Every U.S. president throws his protectionist constituency a bone once in a while, but the "Buy American" clause, the closing of the U.S. border to Mexican trucks, and proposals for "trade corridor" fees or levies have exporters especially irked this time around. Afghanistan and health care have put trade issues on the backburner, but 2010 should really tell us whether the president plans to stand up to protectionist forces during his term.

**O**LDER DRIVERS: A little Ontariocentric, we're aware, but with the aforementioned driver shortage likely to become an issue once again, it's inexplicable that Ontario remains the only jurisdiction in the world, as far as we're aware, to require truck drivers over 65 to take annual road tests based on nothing except their age. The government softened the burden last fall by allowing those drivers to retest with auto trannys, but groups like OBAC and OTA want the rule scrapped entirely. MTO officials admit behind closed doors the policy is faulty (it's likely legally discriminatory too) so hopefully this is the year Transportation Minister Jim Bradley does the right thing.



**P**POLLUTION: It's as old as the earth itself, but carbon dioxide has been deemed to be a "pollutant" by the Environmental Protection Agency (EPA). Observers think that recognizing CO2 as an "endangerment," gives enviro authorities the green light, pardon the pun, to pave the way for regulation of GHG emissions from on-road vehicles. It's unclear how exactly this will impact the trucking industry—whether it'll place new requirements on fleets or OEMs—but you can bet there'll be more momentum this year behind carbon tax and cap-and-trade schemes than ever before.

**Q**UALIFICATIONS: During this period of bargain-basement transport pricing, a lot of attention has been paid to overcapacity. Much of the blame for the glut of trucks on the road is placed on the de-facto "gatekeepers" of our industry. Many carriers continue to question the screening standards of regulators and financiers. The latter, loath to take back valueless iron, have been accused of keeping unstable truckers afloat at the expense of their more profitable competitors. But, as Contran's Stan Dunford told us recently, "as soon as that [lender] looks out his window and sees five open spaces, it's payback." Whether they remember these lessons during the next boom is another matter.



**R**ECOVERY: This promises to be the most overused "R" word of 2010. But is there anything to it? It depends on many things, namely consumer confidence and the avoidance of a double-dip recession.

Building off of the last topic, carriers tell us that they expect capacity to tighten a little and freight volumes to edge up throughout this year after the post-gift buying lull in the first quarter. Rates, though? Not so much. At least not right away. As Stifel Nicolaus analyst John Larkin is quoted on pg. 15 of this issue, "Just because volumes are higher doesn't mean customers aren't asking for, or getting, discounts." To fix that, please revert to "Q."

**S**CR VS EGR: It'll be a while before we see who wins the epic engine war or whether it'll be a draw, partly because there will be no demand for the foreseeable future. For those of you too buried in your bills to have followed the events of the last few months, Navistar is the only engine maker that opted against selective catalytic reduction to meet EPA's 2010 emissions standards. They sued EPA as an indirect attempt at delaying the Jan. 1 deadline, but at press time it didn't appear likely that strategy would work. Navistar's heavy-

duty diesels don't meet the standard just yet, so it'll use emission credits to sell older engines for the next few months, buying it more time to meet EPA's numbers or fight on in court.

**TANKERS:** Cylinder trailers appear to be under a lot of scrutiny by safety officials. As we reported last fall, Obama's truck regulators seem bent on implementing rules that would make tankers far more expensive. One proposal requires purging of so-called "wetlines" which are located underside on petroleum containers. It would also require retrofits and ban wetlines on all future tankers. (Industry folks say the rule is costly and puts workers at risk). Then at the last minute, authors of the hazmat safety bill inserted a provision to examine ways to cut down on cargo tank rollovers as well. The bill was pending passage at press time. Separately, NHTSA is working on a rule that could make electronic stability control mandatory on trailers, beyond tankers. Expect a proposal later this year. (See pg. 40 for more on this).

**UREA:** Required for 2010 SCR engines, the liquid is more accurately named Diesel Exhaust Fluid (DEF) in North America, but good luck coming up with something better for "U." A year ago at this time, there was plenty of speculation that industry wouldn't be able to build the infrastructure to produce, supply and sell urea-based DEF in time to meet 2010 truck demand. While customers won't be pinning for more expensive 2010 engines for a while, chemical producers, OEMs, and truckstops have done an adequate job of ramping up. Rumors that DEF would cost up to \$7 a gallon have also proven to be far-fetched. It can be had for about three bucks.



**VEHICLE WEIGHTS & DIMENSIONS:** When it comes to environmentally sustainable transportation, governments talk a good game but are agonizingly slow in making life easier for truckers to adopt green-friendly technologies that make actual business sense.

Promoting hybrids and LCVs are lofty goals, but shorter-term, policy makers need to close the gulf between older VWD regs and modern, affordable fuel-saving devices like single, wide-base tires, APUs, and aerodynamic trailer add-ons like skirts and boat tails as promoted by CTA via its "Envirotruck" concept. Will truckers be given a break for buying this stuff in 2010? It might be cheaper than flying all those bureaucrats and NGOs to Copenhagen.



For more details or updates on any of these issues, GO TO [todaystrucking.com](http://todaystrucking.com) and use our handy keyword search function.



**WINDSOR:** Sure, there isn't much in the air here except diesel exhaust but over the last few years the political drama in this border town has become to transport writers what the fictional town of Salem is to Stephen King. There's no shortage of weird events to scribble about. So, is 2010 the year shovels get in the ground for a new truck bridge to Detroit? Will American trucking mogul and owner of the private Ambassador Bridge, Mattie Maroun, continue to launch scuds at the public bridge process? These and many other questions answered in the next episode of As Windsors Turns.



**X-RAYS:** Since 9-11, crossing the border has been about as fun as crawling under your trailer and measuring the brake pushrod on a January morning. Weak cross-border volume has shortened queues a great deal, but the myriad of draconian security protocols persist. And don't expect relief in 2010. In December the Government Accountability Office gave Customs a failing grade for its weak attempt to meet a Congressional requirement that 100 percent of U.S.-bound cargo containers be scanned by 2012. Meanwhile, abuse by a few smugglers of the C-TPAT-FAST system has some officials calling for tighter controls on that front as well.



**YRC:** Every month that passes without the yellow submarine sinking indicates that the LTL giant could survive after all. The beleaguered carrier, one of the world's largest, has been fighting off shark-like pricing attacks from competitors who've been smelling blood in the water for months. With the help of some "creative" maneuvering by lenders and creditors, though, Yellow has managed to stay afloat. Its future, or lack thereof, has significant impact on the North American LTL sector with possibly over 15 percent of market capacity up for grabs. Or will the band play on for YRC?



**ZZZZ:** Obstructive sleep apnea (OSA) is quickly becoming the most scrutinized fatigue-related issue in the industry. U.S. regulators are working on a screening rule and if that happens, we'll have to come up with a "made-in-Canada" solution that passes muster with the Americans. Treatment for OSA comes mainly in the form of CPAP machines, which are effective but existing models are bulky and uncomfortable for some people. Upon seeing one for the first time, this writer's five-year-old asked his grandfather why he "has to sleep with a vacuum cleaner on his face." Drivers with OSA will undoubtedly have similar questions and regulators should spend the year crafting a reasonable answer. ▲

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



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# We Need Your NOMINATIONS!

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

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

Company driver  Owner-operator

---

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

---

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

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

Tel. home: Bus: Mobile:

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.



# 2010 Engine Primer



The Cummins ISX11.9



Detroit Diesel's DD15

International's MaxxForce 13



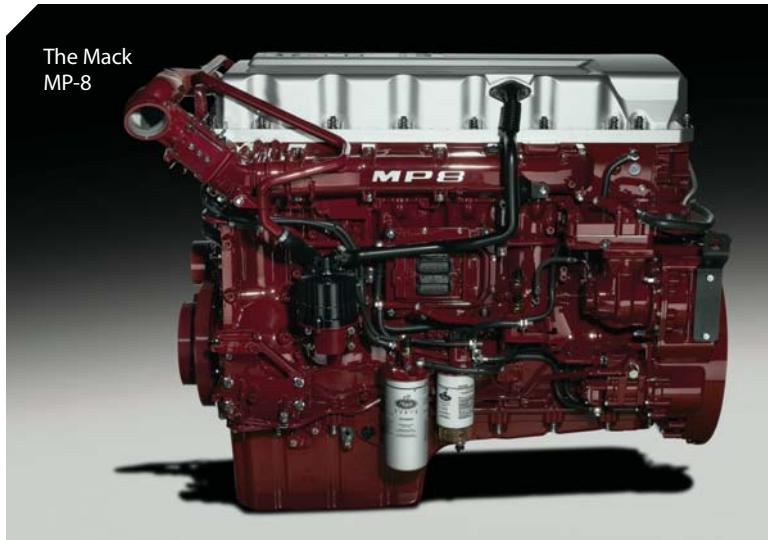
The Volvo D13



PACCAR's MX in Euro trim



The Mack MP-8



# S

o here we are in a new year and facing the reality of yet another new engine era. Order a medium or heavy truck now and it's going to come with a new variation on the emissions theme, thanks to the U.S. Environmental Protection Agency.

There's really nothing new to report on the SCR vs. EGR front, however, aside from a couple of lawsuits. Interesting, but not germane to your information needs. Otherwise, both camps seem to have hunkered down in nervous anticipation of what the market—namely you—will do in the next months and years. The truth is, having enjoyed a bit of a pre-buy in the last quarter of 2009 that saw them building trucks at capacity, truck makers are now expecting a 'no-buy' period through at least the first quarter of this new year.

And in all the blather and bluster about who has the best answer to the 2010 challenge, nobody has really been telling you much about what's on offer in the way of power ratings and such. Not all the engine-maker websites even include this fundamental material, and if they do, it's sometimes buried deep behind the competitive stuff. So—painstakingly, I tell you—I've gathered all that info in one place and created what ended up as a simple spreadsheet to help you see what's available for that moment when—please—you decide to buy a truck or two.

First, a necessary review of what lead us here.

## THE NEW REGIME

The new EPA regulations, by far the world's most stringent emissions rules, take us to almost zero allowable nitrogen oxides (NOx) and particulate matter (PM) or soot. Specifically, 2010 engines can emit no more than 0.2 grams of NOx, which has been phased in since the 2007 regs, and 0.01 grams of soot per brake-horsepower-hour, unchanged from '07. And for the first time there's a requirement for on-board diagnostics (OBD) on diesel engines in highway vehicles grossing 14,000 lb and more.

These motors are as clean as you'll ever see. Note that allowable limits in 1998 were 4.0 grams of NOx and 0.1 grams of particulate gunk. Which makes the improvement an almost total conversion, at least in terms of those emissions (there are others, of course).

It's unclear what we'll see next from the EPA.

## THE NEW TECHNOLOGIES

Briefly, it's well known that all engine manufacturers except International will use a combination of SCR and cooled EGR. And that includes Hino and Mitsubishi Fuso. In most cases, though some lips are well sealed on such '010 matters, this involves slightly lower rates of EGR—meaning smaller air volumes are

cooled and thrown back through the turbo than with '07 EGR motors. The addition of SCR aftertreatment means that less emissions-busting has to take place in the combustion chamber. It remains to be seen what this means in long-term practice but in theory it's a good thing, one likely result being the near elimination of regenerations required in the DPF, or diesel particulate filter. Volvo goes so far as to say its new engines won't need regens at all. And all SCR proponents claim fuel-economy improvements compared to EGR-only diesels.

SCR systems demand the use of diesel exhaust fluid, or DEF, residing in a frame-hung tank that will have to be replenished about every second or third fuel fill-up. The system sends a precise amount of vapourized DEF along with the hot exhaust gases into a catalyst downstream of the DPF. A chemical reaction in there turns NOx into clean nitrogen and water vapour. DEF itself is not to be feared, an American Petroleum Institute certified product that's stable and harmless.

The upsides of the SCR-with-EGR answer are the dramatic reduction in DPF regenerations and the promise—we'll see—of fuel-economy improvements. The downside is added weight, some 250 to 350 lb, and the need to keep the DEF tank full. Plus a surcharge of \$10,000 or so.

International, of course, has opted for what it calls "advanced EGR" and says the reason is that it's simple and a known quantity. It demands that much more air than before gets shovelled back through twin turbochargers, so the air-management system actually looks complicated. It remains to be seen what this does to the number of DPF regenerations required. On the other hand, there's less weight added to the truck and there's no DEF tank to fill. You'll see a hefty surcharge here too, though likely less than with SCR.

Drivers of both systems report no issues with either one, and in fact no change at all.

## MISCELLANEOUS NOTES

We'll definitely see two all-new engines this year and possibly one more. First is the Cummins ISX11.9 engine, a compact, inline-six motor targeted at vocational trucks, day cabs, and emergency vehicles. Originally developed for the Chinese market, it shares all emissions componentry, including the common-rail XPI fuel system and electronic controls, with its big brother the ISX15. Ratings will likely go up to 425 hp and 1650 lb ft of torque, though Cummins hasn't released them yet. We won't see it until about mid-year.

Coming from PACCAR at some point this year—I've had it confirmed—will be the compact 12.9-litre MX based on an engine built from a clean-sheet design by the company's European subsidiary DAF in the Netherlands. A popular engine over there (I've driven it and was impressed by its smoothness and quiet), it was once to be built in a new plant in Mississippi. That plan has

By and large we'll avoid the SCR vs. EGR debate here and just give you the hard-to-find basic specs.

BY ROLF LOCKWOOD

## 2010 Engines

# 2010 ENGINE RATINGS

ENGINE MODEL	PEAK HP	PEAK TORQUE (lb ft)	ENGINE MODEL	PEAK HP	PEAK TORQUE (lb ft)	ENGINE MODEL	PEAK HP	PEAK TORQUE (lb ft)
<b>CUMMINS</b>								
<b>ISB6.7 (6.7L)</b> All torque at 1000 rpm	200 220 240 250 260 280 300 325	520 530 560 660 660 660 660 750	Multi-Torque	455 475	1550/1750 1650/1850	<b>MP8 (12.8L)</b> All torque at 1200 rpm		
<b>ISC8.3 (8.3L)</b>	260 270 300 330 350	660 @ 1300 800 @ 1300 860 @ 1400 100 @ 1400 100 @ 1400	Cruise Power	455/475 455/475 455/505 475/505 485/530 500/560	1550 1650 1650 1650 1850 1850	MP8-425E MP8-455E MP8-505E MP8-415C MP8-445C MP8-505C MP8-425M MP8-455M MP8-505M	425 455 505 415 445 505 425 455 505	1560 1660 1760 1660 1760 1760 1570 1650 1760
<b>ISL9 (9.0L)</b> All torque at 1400 rpm	345 380	1150 1300	<b>DD16 (15.6L)</b> All hp at 1800 rpm All torque at 1100 rpm	475 500 535 500 550 600 500 550 600	1750 1750 1750 1850 1850 1850 2050 2050 2050	<b>MP10 (16.1L)</b> All torque at 1200 rpm		
<b>ISX11.9 (11.9L)</b> Ratings unknown	NA	NA	Multi-Torque	475 500	1750/1950 1850/2050	MP10-525C MP10-565C MP10-605C MP10-515M MP10-555M	525 565 605 515 555	1860 1960 2060 1960 2060
<b>HINO</b>								
<b>J05D-TF (4.7L)</b>			J05D-TF (4.7L)	175 @ 2500	376 @ 1600	<b>MITSUBISHI FUSO</b>		
<b>J08E-TV (7.7L)</b>			J08E-TV (7.7L)	220 @ 2500	520 @ 1500	4M50 (4.9L) (4x4)	155 @ 2700	347 @ 1600
<b>J08E-TW (7.7L)</b>			J08E-TW (7.7L)	260 @ 2500	585 @ 1500	4M50 (4.9L)	185 @ 2700	391 @ 1600
<b>INTERNATIONAL</b>								
<b>SmartTorque</b>			<b>Maxxforce 7 (6.4L)</b> All hp at 2600 rpm	220 240 260 300	560 @ 1400 620 @ 1400 660 @ 1600 660 @ 1600	<b>6M60 (7.5L)</b>	243 @ 2600	514 @ 1400
ISX15 400 ST	400	1450/1650	<b>MaxxForce DT (7.6L)</b> All hp at 2200 rpm All torque at 1300 rpm	215 230 230 245 260 270 285 300	560 620 660 660 660 860 860 860	<b>PACCAR</b>		
ISX15 400 ST	400	1550/1750				<b>PX-6 (6.7L)</b> All hp at 2600 rpm	200 220 240 250 260 280 300 325	520 @ 1600 520 @ 1600 560 @ 1600 660 @ 1600 660 @ 1600 660 @ 1600 860 @ 1400 750 @ 1800
ISX15 425 ST	425	1450/1650				<b>PX-8 (8.3L)</b> All hp at 2200 rpm	260 270 300 330 350	660 @ 1300 800 @ 1300 860 @ 1300 1000 @ 1400 1000 @ 1400
ISX15 425 ST	425	1550/1750				<b>MX (12.9L)</b> Other ratings unknown	380 485	1450 1750
ISX15 450 ST	450	1450/1650				<b>VOLVO</b>		
ISX15 450 ST	450	1550/1750				<b>D11 (10.8L)</b>	325 355 365 385 405 365 385	1250 1250 1350 1450 1450 1250/1350 1350/1450
ISX15 485 ST	485	1650/1850				<b>D13 (12.8L)</b>	375 405 425 435 475 500	1450 1450 1550 1650 1650 1750
ISX15 500 ST	500	1650/1850				<b>D16 (16.1L)</b>	500 500 535 550 600 500	1850 1850 1850 1850 2050 1650/1850
<b>DETROIT DIESEL</b>								
<b>DD13 (12.8L)</b> All hp at 1800 rpm All torque at 1100 rpm	350 370 380 380 410 410 410 435 450 450 450 470 500	1350 1250 1350 1450 1450 1550 1650 1550 1550 1650 1650 1650 1650 1650	<b>MaxxForce 11 (10.4L)</b> All hp at 1700 rpm All torque at 1000 rpm	330 370 390	1250 1350 1450	<b>D11 (10.8L)</b>	325 355 365 385 405 365 385	1250 1250 1350 1450 1450 1250/1350 1350/1450
<b>DD15 (14.8L)</b> All hp at 1800 rpm All torque at 1100 rpm	455 475 455 475 505 515 485 500 530 560	1550 1550 1650 1650 1650 1750 1850 1850 1850 1850	<b>MaxxForce 13 (12.4L)</b> All hp at 1700 rpm All torque at 1000 rpm	410 430 475	1450 1550 1700	<b>D13 (12.8L)</b>	375 405 425 435 475 500	1450 1450 1550 1650 1650 1750
Multi-Torque	380 410	1350/1550 1450/1650	<b>MP7 (10.8L)</b> All torque at 1200 rpm			<b>D16 (16.1L)</b>	500 500 535 550 600 500	1850 1850 1850 1850 2050 1650/1850
<b>DD15 (14.8L)</b> All hp at 1800 rpm All torque at 1100 rpm	455 475 455 475 505 515 485 500 530 560	1550 1550 1650 1650 1650 1750 1850 1850 1850 1850	MP7-325E MP7-355E MP7-405E MP7-345C MP7-365C MP7-395C MP7-325M MP7-365M MP7-405M MP7-345R (refuse)	325 355 405 345 365 395 325 365 405 345	1260 1360 1460 1360 1460 1560 1200 1340 1480 1280			

been at least temporarily mothballed so the engine we see here this year will be made in Holland. It will use SCR.

MX features include the unique design of the cylinder block and one-piece head which integrate as many pipes as possible in order to minimize the number of engine components. The camshaft is in the block, which gives low engine height, fewer components, and maximum integration of functions. It operates both the valves and the fuel pump. The high-pressure fuel-injection system is completely integrated into the cylinder block as well. Among other interesting details are the fully encapsulated electric cables and connections.

I'm told that both Peterbilt and Kenworth will also offer the Cummins ISX11.9 when it becomes available.

The third possible new entrant is the MaxxForce 15 from International. Based on the basic iron of the long-lost Caterpillar C15, it will sport fuel- and air-management systems designed by the engineers of Navistar. Presumably it will also employ advanced EGR but nothing is cast in stone there, I'd guess. We're unlikely to see it this year, 2011 being a better bet.

The lack of a true big-bore diesel puts International in a bit of a hole until that 15-litre motor comes along, but its 12.4-litre MaxxForce 13 will fill much of that gap, the company says. The latter engine doesn't meet the 2010 EPA NOx standard presently, sitting at 0.5 grams instead of the 0.2 required, and there's no public

indication about when it will. But that's perfectly legal in EPA terms because of emissions 'credits' accumulated by others in its engine family that have over-achieved on the dirty air front. It's unclear how long those credits will last though. The company answers that by saying "a long time."

That's not the only thing that's unclear about this new engine era. Performance

doesn't seem likely to be an issue with '010 motors but pretty much everything else has yet to be fully understood. Some engine manufacturers have done 25 million or more test miles, many in real-world service, while others have only accumulated a few million. But nothing tests a technology like endless months of day-in, day-out slogging, so the jury will be out for some time to come. Call it years. ▲

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**FOR  
MORE INFO**

See the following websites for more information, especially about the workings of **SCR** and advanced **EGR**.

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[www.hinocanada.com](http://www.hinocanada.com)  
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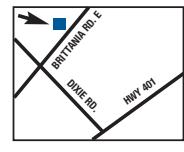
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Trailers  **Truck and Trailer.ca**

**WHERE THE RUBBER DOESN'T MEET THE ROAD:**

Vehicles running a high percentage of empty miles have unique tire wear issues.



## Empty Miles on Loaded Tires

**tires** Do light loads really cause excessive tire wear?

By Jim Park

**E**mpty miles can chew up more than your balance sheet. Most fleets avoid empty miles like the plague, but there are dedicated fleets and some specialty carriers out there running one way loaded and the other empty. It's good on fuel, but hell on tires.

There's some debate over the impact running empty or lightly loaded has on tire wear, but fleets than run a high ratio of

light or unladen miles seem to report higher instances of irregular wear such as cupping, scalloping, and flat-spotting. It's not clear whether irregular wear is a direct result of light tire loading or collateral damage resulting from some other condition, but evidence suggests tires tend to perform much better under pressure than when lightly loaded.

"By far, the largest contributing factor

to tire wear is improper tire pressure for the anticipated axle load," says Brian Buckham, program manager for axles, brakes, and wheel-ends at Hendrickson. "With tires typically pressurized for a loaded condition, trailers operating with a high percentage of empty or lightly loaded miles can see a decrease in tire life as a result of the tires being over-inflated for the reduced axle load."

A tire running under normal load will scuff away tread rubber at a predictable rate, but if there's some other factor contributing to tire wear, such as an alignment issue or loose wheel bearings, the wear caused by the problem will be noticed sooner because the lightly-loaded wear rate is slower than the loaded wear rate. In other words, the irregular wear

would occur at the same rate on a loaded or empty tire, whereas the regular wear would be slowed. The irregular wear patterns become more pronounced sooner.

This could lead to the assumption that running light or empty is the root cause of the accelerated wear.

Mike Beckett of MD Alignment in Des Moines, Iowa, disagrees with that assumption—to a point. He was once called upon to settle a dispute between a fleet owner, a tire maker, and a trailer maker. A large portion of the trailers in that fleet were burning through tires in about 25,000 miles, Beckett says.

"The fleet ran 250- to 450-mile head hauls and returned empty. Through all the finger pointing, the high percentage of empty miles incorrectly emerged as the principal culprit," Beckett says.

Upon inspecting the fleet, Beckett found higher-than-normal incidences of loose wheel bearings, improperly matched tires in dual assemblies, and improper inflation.

"Once all the problems were rectified—and they went to a quality tire—the fleet-average miles-to-pull leapt to 150,000 miles. Was it the high empty miles? No, it was poor maintenance," he says. "The fleet wasn't taking the right steps to correct the problem."

### CHANGING THE FOOTPRINT

Idaho Milk Transport is a textbook case of a high-empty-mile fleet. Based in Burley, Idaho, the food-grade tank carrier runs a lot of dedicated trailers loaded one way and back empty. Leased owner-operator Tony Head says he has switched to running a closed-shoulder drive tire to minimize cupping along the edge of his dual drive tires.

"I used to run lug tires, but the edges cupped out real quickly," he says. "And I see more center wear on the company's wide-base single trailer tires."

Shawn Estes, IMT's fleet services facilities manager, agrees with Head's observations, and while he notes that proper alignment can solve some of the cupping problems, he says running light seems to make the problem worse.

"The unloaded tires just skip down the road without any weight to bear down on the tire," says Estes.

The tread surface is generally pretty



## SHOCK ABSORBER MAINTENANCE

**E**ven the best shock absorbers won't last forever, though one might not suspect a problem from outward appearances. While TMC strongly recommends establishing a shock replacement interval, RP 643 stresses that no two operations or vehicles for that matter will experience shock deterioration at the same rate. As a guideline, TMC suggests replacing shocks when installing new tires.

Visually inspect the shocks during the "A" service, or every 10,000 to 20,000 miles. Examine the shock body for damage, dents, cracks, etc. Inspect the mounts and bushings as well for deformation or looseness, and watch for raw oil leaking from under the dust tube. An oily residue on the shock body is acceptable and considered normal under some conditions. Liquid oil running down the shock body demands a replacement (see accompanying photo).

During the "B" service, check the body of the shock for elevated temperature after a short drive. It should be obviously warmer than the surrounding hardware. If not, it's not doing its job, and it has likely failed. Consequences of running on failed shocks include ride deterioration, excessive vibration, and eventually cupping of the shoulder ribs on tires. Hopefully you catch a failed shock before it begins to wear out your tires.

close to flat, or square with the road, at operating pressure. Under load, contact with the pavement is pretty even across the tread face, but when empty at normal operating pressure, the center of the tread tends to be slightly higher than the shoulder. This is more acute at high speed, where centrifugal force also acts on the tread causing it to extend outward at the center.

What you have is an egg-shaped foot-

print, with the center of the tread having a slightly larger circumference than the edges. This increases the scuffing action because the edges are not revolving at the same rate as the center of the tread.

"In addition," notes Bridgestone's Guy Walenga, "an unloaded tire that bounces along the road actually slows while it is airborne causing a minor bit of scuffing each time it regains contact with the road."

## In Gear

### BOUNCING ALONG

Walenga says tire pressure has a role to play here, as does the damping effect of the suspension.

"Think of a fully inflated tire as a Super Ball," he says. "With relatively little weight to keep them on the ground, they'll bounce like crazy at normal inflation pressure. The suspension can mitigate this, but only to a certain extent."

Correct tire pressure for the load would have a large influence on tire wear in theory, Walenga says, but he acknowledges that adjusting tire pressure downward is a task few drivers would undertake.

Tire balancing can affect how the tire tread contacts the pavement surface. Unbalanced tires will bounce as the heavier part of the tire revolves around the axle spindle, alternately lifting the tire off the pavement and slamming it down again as it rolls.

"Out-of-balance wheel assemblies resonate with the vehicle suspension frequency at around 10Hz (600 times per minute) at



**WINGING IT:** There are no specs to deal with the problem, so dealing with it falls to your maintenance folks and drivers.

600 rpm (65 mph on most truck tires). This resonance multiplies any imbalanced portion of the wheel assemblies by over 1,000 times," says Roger LeBlanc of Counteract Balancing Beads in Georgetown, Ont. "This can cause axle hop at every revolution similar to hitting a bump at every revolution, and that's how you get cupping wear."

And as Bridgestone's Walenga just explained, a tire inflated to working pressure

### THINK OUTSIDE THE VALVE

**S**ince it's practically impossible to spec or tune a tire or suspension to an application operating constantly at one end of the spectrum or the other, operators have to adopt measures to compensate. What follows are suggestions only, not tried and true solutions born of million-mile field trials. They have some merit on paper, but the ROI will be up to you to prove.

### ALIGNMENT

The consensus seems to be that alignment plays a role in irregular tire wear, and wear is exacerbated when tires are run lightly loaded. Keeping the vehicle properly aligned may minimize your irregular wear issues.

### LIFT AXLES

Lifting one axle of an unladen tandem will obviously reduce wear on those tires. It also increases the load on the working axle, which could help reduce the scrubbing action caused by bouncing tires and the lack of suspension damping.

### TIRE PRESSURE

Some tire inflation systems can be preset to certain pressures to match load and operating conditions. Reducing tire pressure for the empty portion of the trip could alter the tire's footprint enough to mitigate wear, or to reduce bouncing.

### TIRE BALANCING

The traditional method of balancing a tire with lead weights is fine when the tire is new, but as tires age and rubber disappears from the tread face, balance will change. Try a quality internal balancing compound that maintains balance in a changing tire.

### RETREADING

Unlike new tires whose tread compounds and curing procedures are designed for a variety of applications, retread rubber can be compounded to resist irregular wear. Choosing a retread compound that works to minimize the effects of scrub could buy extra miles on your casings.

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for a full load will bounce like crazy when empty or lightly loaded.

Low-spring-rate suspensions could also help to reduce irregular wear by maintaining better contact between the tire and the road.

"Air suspensions typically have a lower spring rate than leaf spring suspensions, and they maintain a relatively constant low spring rate whether the trailer is loaded or empty," says Jim Rushe, program manager for on-highway products at Hendrickson. "Air suspensions also have shock absorbers that dampen the suspension movement, further improving the suspension's ability to maintain tire contact with the road."

Leaf springs provide a stiffer ride on an empty trailer resulting in a varying load on the tire as it encounters irregular road surfaces, Rushe adds. "Leaf spring suspensions do not have shock absorbers, but the leaf springs themselves provide some damping characteristics."

In many high-empty-mile applications, tires and suspensions run either fully



**TREADING A BIT TOO LIGHTLY:** Normally loaded, tires have a flat, even footprint. When empty at highway speed, the only center of the tread makes contact with the pavement.

loaded or empty, so "tuning" the suspension and tire pressure to work equally well at opposite ends of the spectrum is realistically out of the question.

"For air suspensions, the air pressure is used to maintain the trailer height, so changing air pressure would have little effect on the spring rate," notes Rushe. "Leaf springs can be designed to provide varying spring rates at different loads, but the amount the spring rate can be varied is limited."

Since there are no spec'ing options to help manage this unique situation, the

duties seem to fall on the maintenance department's shoulders. Beckett sees this issue cropping up constantly in his alignment shops. He suggests the jump-in point is careful tire matching.

"Mixing brands and models of casings in a dual assembly encourages irregular wear. They don't all have the same sidewall flex," he says. "The more focus on matched brands, models, circumference, and infla-

tion pressure, the better the tires will wear—even under these conditions."

And he says shock absorbers on air suspensions need particular attention. "That's where all the damping takes place. If they're failing, your tires will fail too."

Since your fuel costs will be lower in a half-loaded application, maybe some of the savings should be allocated to the maintenance budget. ▲

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**THE WAY THEY ROLL:** Demonstrations like this one by Meritor WABCO show what happens when a tractor-trailer isn't equipped with roll stability control or electronic stability control in a turn approached too fast. The trailer is well up on its outside wheels and about to fall over before the tractor gets there—and before the driver even knows it's happening.



## Stable Talk

**stability** *A milestone study supports the idea of all trucks having stability control systems. By Rolf Lockwood*

**F**inally we have a definitive study on the two key kinds of stability control systems for heavy trucks, a U.S. effort that takes us a step closer to seeing them mandated. Published last fall by the National Highway Traffic Safety Administration (NHTSA), it's called "Safety Benefits of Stability Control Systems For Tractor-Semitrailers".

Whether it's looking at roll stability control (RSC) or electronic stability control (ESC), which adds understeer/oversteer sensing, they're both proven to be huge difference makers.

It's worth pointing out that rollovers occur in only about 13 percent of heavy-truck fatal crash involvements, but they account for 50 percent of truck-occupant fatalities.

NHTSA's study was conducted by the

much respected University of Michigan Transportation Research Institute (UMTRI) under a co-operative agreement between NHTSA and Meritor WABCO Vehicle Control Systems. NHTSA supplied the money as a grant to Meritor WABCO, which then supplied expertise to make the simulator test hardware work and to act as the link between the equipment manufacturers, while funding UMTRI to do the testing and an awful lot of accident analysis.

This is the most comprehensive report yet on the potential for electronic stability control and roll-stability control technologies to reduce jackknifes, rollovers, and

other accidents involving a loss of vehicle control. And it will very likely lead to a mandate soon because the study offered up what may well be a conservative estimate suggesting that RSC could prevent at least 3489 rollover crashes in the U.S. annually, rising to 4659 rollover and other loss-of-control (LOC) crashes with ESC.

"They [NHTSA] are very seriously looking at mandating it on heavy trucks," says Alan Korn, Meritor WABCO's direc-

tor of vehicle dynamics and controls. "I'm guessing they'll make a decision in 2010, with a likely implementation in 2012 or 2013." It's 99.999-percent likely that Canada will follow suit.

Deciding to do it is one thing, but Korn allows that writing the rule will be a challenge. He adds that it will be especially difficult with loss-of-control crashes, partly because it's extremely difficult to isolate their causes.

**Rollovers occur in only about 13 percent of heavy-truck fatal crash involvements, but they account for 50 percent of truck-occupant fatalities.**

A similar European Union mandate is set to take effect in 2011.

The UMTRI study was specifically designed to estimate the potential benefit of the two distinct safety systems, RSC and ESC. The former senses vehicle lateral acceleration in a curve and intervenes to slow the vehicle in accordance with an algorithm. The deceleration interventions are graduated in this order: de-throttling; engine brake; and foundation-brake application. The ESC system contains all the attributes of the RSC system plus yaw sensing and thus the added capability of seeing and then controlling vehicle understeer and oversteer, which are directly related to loss of control. The loss-of-control intervention strategy uses selective braking of individual wheels on the tractor.

One of the key issues in the study involved the paucity of real-world crash data to work with because stability systems haven't been around all that long and just aren't widely used yet. So the study was based on the analysis of independent crash datasets using engineering and statistical techniques to estimate the probable safety benefits of stability control technologies for five-axle tractor-semitrailer vehicles. It's complicated stuff, to say the least, but the researchers examined two distinct accident databases and isolated crashes that fit certain criteria, namely those that suggested a given crash could have been affected by the use of RSC or ESC.

They also examined the comprehensive records of one un-named for-hire fleet that has used some variation of these technologies in significant numbers for quite a few years. There's some interesting stuff in there, including the fact that icy roads mean you're 30 times more likely to see a jackknife. That risk hasn't been quantified before, and 30 times is a heck of a lot.

We'll just quote the study itself to give you the basic results, noting that we're only talking about the U.S. here and the dollar figures are in American currency:

"The findings of the study indicate that stability control systems provide substantial safety benefits for tractor-semitrailers. Assuming that all existing five-axle tractor-semitrailers operating on U.S. roads

were fitted with RSC, the expected annual rollover relevant safety benefit is a reduction of 3489 crashes, 106 fatalities, and 4384 injuries. Alternatively, assuming that all existing five-axle tractor-semitrailers operating on U.S. roads were fitted with ESC, the expected annual combined rollover and directional (yaw) instability relevant safety benefit is a reduction of 4659 crashes, 126 fatalities, and 5909

injuries. Because ESC addresses both rollover and yaw instability crashes and it is more effective in mitigating rollover crashes (through additional braking capabilities over RSC), the net annual expected benefit for an ESC system was found to be greater than for RSC.

"Assuming ESC was fitted to all tractor-semitrailers, savings from rollovers prevented by ESC are estimated at \$1.527

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# 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)

## In Gear



**TO SWERVE AND PROTECT:** A common truck-driver nightmare is the car that cuts sharply in front at highway speeds, often forcing a dramatic reaction that can easily turn into a jackknife. Electronic stability control or ESC can help the driver maintain control through such an emergency manoeuvre.

billion annually, and from LOC crashes prevented at \$210 million annually, for a total of \$1.738 billion annually. Assuming RSC was fitted to all tractor-semitrailers, savings from rollovers prevented are estimated at \$1.409 billion annually, and from LOC crashes prevented at \$47 million annually, for a total estimated benefit of \$1.456 billion annually.

In the report, UMTRI notes that "...there are events that may occur in other crash types that would benefit from the [RSC and ESC] technologies, but these crashes cannot be identified effectively using coded data."

Perhaps not surprisingly, the UMTRI examination of accident data revealed a distinct connection between driver age and the probability of either rollover or jackknife in a crash. But the two change

at different rates. Younger drivers have "a somewhat higher probability of rolling over... which declines after about age 30 but then rises at the oldest age category, 65 and older." In fact it rises sharply at age 65, almost equal to the 25-to-29 age range where the probability peaks. With jackknife crashes, the probability is highest—consistently so, and higher than rollovers—between ages 20 and 34. Then it drops steadily to age 65 and rises slightly again.

Interestingly, the evidence seems to suggest that drivers don't get a firm handle on controlling the jackknife issue until age 50 but they beat the rollover risk earlier, at age 40. Until, that is, they're 65 when it spikes.

And here's a few other tidbits of info uncovered in the study: the odds of loss of

control are 4.7 times higher on curved roads than on straight roads; a rollover is more likely in dry-surface conditions, while loss of control is more likely on wet surfaces or other road conditions with less friction; the odds of rollover increase as cargo weight increases; the odds of loss of control were 1.9 times greater for tanks compared to vans; and the odds of rollover are greatest at speeds ranging from 40 to 55 mph.

Bendix supports the study's findings, of course, and notes that a separate NHTSA study was also released recently, looking



**COMING TO A LAWBOOK NEAR YOU:** Alan Korn, Meritor WABCO's director of vehicle dynamics and controls, expects the decision on a stability-control mandate in 2010, with likely implementation in 2012 or 2013.

at crashes involving single-unit medium and heavy vehicles such as school buses and straight trucks. Bendix tells us that, of the straight-truck crashes where a stability system could have helped, ESC may have mitigated 91 percent of them.

What isn't clear from the report, because only tandem/tandem rigs were investigated, is the effect of RSC and ESC systems on multi-axle tractor-trailers. A safe assumption is that broadly similar safety improvements would be seen on B-trains and the like but that will only be proven in time.

Another angle to watch is the reaction of insurance companies to the spec'ing of such safety enhancements in a given fleet. Another safe assumption is that premium discounts will be at least considered. Again, only time will tell.

As Allan Korn puts it, "that's very much a show-me industry. What they want to see over a period of time is accidents going down."

And it's more than just likely that they will if the experience of California's Apex Logistics is any indication, as it probably

is. A dry- and liquid-bulk hauler that runs up and down the west coast, including Canada, three quarters of its 250 tractors are now equipped with Meritor WABCO RSC. That started in January of 2005, at which point they'd been averaging three rollovers a year, but they haven't had one since. And in the process they've cut workers comp, physical damage, and liability insurance costs by 50 percent. ▲

## FOR MORE INFO

- You can see the study yourself. It's available for download at the NHTSA website ([www.nhtsa.dot.gov](http://www.nhtsa.dot.gov)), but use this abbreviated URL — <http://bit.ly/2mEbY9>.
- Also look at [www.arvinmeritor.com](http://www.arvinmeritor.com), [www.wabco-auto.com](http://www.wabco-auto.com), and [www.bendix.com](http://www.bendix.com).

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# CONVERTIBLE GRAVEL TRAILER

DOECKER SAYS ITS  
NEW IMPACT IS A  
TWO-IN-ONE, GAME-  
CHANGING DESIGN



**A**fter a year of development, Saskatchewan's **DOECKER INDUSTRIES** has introduced a "highly engineered", patent-pending gravel trailer. It's claimed to be the lightest and strongest such trailer on the market with a tub made of 5/32-in., abrasion-resistant Hardox 450 plate that's said to provide significant strength combined with an extremely light tare weight. That promises maximum payload and long road life.

The key to its two-in-one design is the adjustable box that moves back and forth in three-in. increments on the frame to accommodate all types of hauling and in all types of environments. For instance, moving the tub back over the rear suspension allows the trailer to be switched from asphalt paving use to hauling contaminated soil or just gravel. This normally requires two different trailers.

With the new Impact, the user can

remove 12 bolts and position the tub where they need it to be in relation to the suspension, then re-tighten those 12 bolts and go to work.

Other features include a tapered tub "that ensures exceptional cleanout," a design that ensures the trailer is stable when unloading, and high-quality standard components.

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

## ON-HIGHWAY CORONADO

### UPDATED FREIGHTLINER FEATURES

### IMPROVED AERODYNAMICS

As well as the vocational SD model introduced two months ago, **Freightliner** has also shown a new on-highway version of the glitzy Coronado. Its main claims to fame are enhanced aerodynamics, as well as some of the same mechanical and other updates seen on the SD.

Wind-tunnel development did things like smooth out the chrome-plated hood handle to enhance air flow over the truck. That sort of thing may sound small but it can make a significant difference. Further enhancing aerodynamics, the curved shape of the Coronado's two-piece windshield is sloped for better air flow around and over the cab, decreasing wind resistance and lowering fuel consumption.

Freightliner says every element on the Coronado—from the hood to the fender and even the mirrors—was tested in the wind tunnel.

The truck's updated design includes new headlights made from a strong composite material with a single reflector. And, no small deal, the headlight uses just a single bulb readily available at any auto parts store for replacement without any special tools.

The truck's hood tilts almost 90 degrees

for easy engine access and daily fluid checks, and a special spring helps open and close the hood, reducing lift effort to 40 lb.

Noise-abatement materials include noise panels in the floor, front wall, sides and back panel to keep the truck as quiet as possible. Double-sealed doors and well-sealed windows further reduce noise.



Inside you see an updated dashboard, formed as a single piece to minimize fasteners and rubbing points that create rattles. The dashboard's controls, valves and air switches are front-loaded and located within easy reach, says Freightliner, and all switches are backlit by LED lights for non-glare night-time viewing.

The truck is available with Detroit Diesel DD13, DD15, DD16 and Cummins ISX engines.

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

## MICHELIN RETREAD

NEW X ONE RETREAD AIMED AT REFUSE AND OTHER HIGH-SCRUB TRUCKS

**Michelin Retread Technologies** has expanded retread options for the X One wide-single truck tire with the introduction of the X One XZU S pre-mould retread. It enables refuse fleets and other urban, high-scrub or regional-application vehicles to realize the benefits of both a retread and a wide single tire.



The X One XZU S retread is now available in a 390/430 tread size (the first number is the tread base width, the second the overall width, wing tip to tip). The retread is said to feature long tread life and "outstanding" scrub resistance with 23/32 original tread depth in an application-specific compound. The retread uses Michelin 'Co-EX' technology—a two-layer compound designed to minimize casing

temperature for longer casing life—and features a wing tread design for added protection on the shoulders.

While the tread design is optimized for all-weather traction, says Michelin, enhanced protection against stone drilling is also provided by variable pitch groove walls and groove bottom protectors in all grooves.

See [www.michelin-us.com](http://www.michelin-us.com)

## ONLINE TECH TRAINING

EXPANDED TRUCK TECHNICIAN TRAINING SERIES GETS TWO NEW ONLINE COURSES

**Delmar** now offers 'Diesel Engines' and 'Drive Train', two new online courses in its Professional Truck Technician Training Series. The engine course covers tool and equipment safety, engine fundamentals and operation, induction and exhaust systems, diesel fuel and fuel subsystems, as



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A large bottle of Howes Lubricator Diesel Treat & Anti-Gel. The label is yellow with red and black text. It features a green circle with "-25" and "ENHANCED FORMULA". The main text on the label reads "HOWES LUBRICATOR", "DIESEL TREAT", "DIESEL FUEL CONDITIONER ANTI-GEL", and "1.9 LITRES". Below the label, it says "DANGER POISON".

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A black hooded sweatshirt with "HOWES LUBRICATOR" and "PROFESSIONAL GRADE PERFORMANCE SINCE 1920" printed on the chest.



### ROLL-TITE IS BACK

**A**fter being out of the market for much of 2008 and into 2009, **ROLL-TITE** is under new ownership and is well and truly back in the business of making retractable tarpaulin systems in its Norwich, Ont., plant. Now owned by Roman Pankiw and private investors, the company is assembling an expanded body of dealers across the continent, led by Lion's Gate Trailer and its subsidiary Provincial Trailer Rentals in western and eastern Canada respectively. Pankiw is the former CFO at Cummins Ontario, partner to Rick Hoyle for many years.

"Behind the scenes we are working to complete a number of user friendly, web-enabled tools," says Pankiw. "On-line warranty registration and a parts catalogue are just a few of the enhancements we are developing."

Among Roll-Tite features is the quick transformation of a flatbed trailer into a covered trailer in just minutes, and with little effort, the company says. As well, one hand push allows 360-degree access to loads. The tarp system opens and closes from ground level, minimizing the possibility of lower back injury and the danger of falling. It's also said to be up to 30-percent lighter than similar systems, adding only 1,500 lb to a 48-ft flatbed. Systems can be custom-designed and manufactured for installation on new or previously owned flatbed, straight-truck, drop-deck or glass hauler trailers.

Options include, among others: chain boxes; stainless steel light bar; interior flood-lights; all-aluminum rear barn doors; quad lift kits; and reinforced headboard

See [www.roll-tite.com](http://www.roll-tite.com)

well as a variety of other topics. The other new course covers general shop safety, clutch function and components, standard and automatic transmissions, transmission servicing, heavy-duty truck axles, and axle service and repair.

The series gives medium- and heavy-duty trucking technicians more than 8.5 hours of instruction that can be completed at their own pace. The courses are also available in CD-ROM form, allowing technicians to choose their preferred format for training.

The courses are said to combine theory, diagnosis and repair information into one training tool, requiring that technicians engage with the course content. Animations and interactive elements are used to help explain complex processes. Periodic process checks and end-of-section

review questions ensure users are retaining information as they work through the material. A comprehensive exam is conducted after the user completes all sections of the course, and those who achieve a score of 80 percent or higher are awarded a printable certificate of completion.

The courses in this series were designed to follow both the National Automotive Technicians Education Foundation (NATEF) and Automotive Service Excellence (ASE) content guidelines, guaranteeing education that meets industry standards. They also meet recognized standards for web-based e-learning. Other courses in the series cover: brakes; electricity and electronics; preventive maintenance; suspension and steering; and HVAC and refrigeration systems.

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

### NATURAL TRUCK CLEANERS

DAIMER OFFERS ALL-NATURAL GREEN CHEMICALS TO CLEAN MUCK FROM TRUCKS From **Daimer Industries** comes Eco-Green Truck Wash, a plant- and vegetable-based truck washing formula for the removal of grease and dirt from trucks and industrial vehicles. It cleans metal, aluminum, painted surfaces, fabrics, vinyl, leather and rubber without damaging the environment, the company says.

The Eco Green product line contains about 100 different all-natural cleaning formulations composed of organics without ozone-hazardous substances. All products are readily biodegradable. In fact they biodegrade over 90 percent within 30 days, claimed to be faster than competing cleaners.

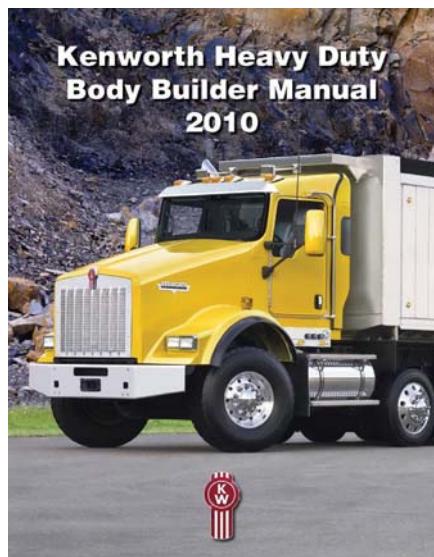
The Truck Wash product is said to remove and dissolve hydrocarbon residues composed of: petroleum derivatives, greases, oils, fats, proteins, and other elements. It also helps prevent the initial adherence of grease, oil, and mud.

See [www.daimer.com/eco-green-chemicals/](http://www.daimer.com/eco-green-chemicals/)

### BODY-BUILDER MANUAL

KENWORTH OFFERS ITS 2010 MANUAL FOR HEAVY-DUTY TRUCKS

The **Kenworth** 2010 Heavy Duty Body Builder Manual holds essential information and guidelines for truck specification and design during the body planning and installation processes. The manual's information is specific to Kenworth chassis



with 2010 engines, and focuses on the Kenworth T800, W900 and C500 models typically used by body builders.

The comprehensive, 268-page manual contains detailed sections on cab and chassis dimensions, exhaust and aftertreatment designs and functionality, frame layouts, chassis and cab electrical systems, body mounting, frame modifications, and routing.

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

### IMMIGRANT DRIVER GUIDE

NEW FROM THE CTHRC IS A GUIDE TO HELP FLEETS HIRE AND INTEGRATE IMMIGRANT DRIVERS

The **Canadian Trucking Human Resources Council (CTHRC)** has unveiled the latest volumes of 'Your Guide to Human Resources' to support Canadian fleets in the hiring of immigrants and temporary foreign workers. The CTHRC says these groups "are vital to the future of the nation's trucking industry." Low birth rates among the Canadian-born population, combined with an aging workforce, mean that immigrants will account for all the net labour force growth in Canada as early as 2011, according to Statistics Canada.

The guide's two new modules provide tools and templates for the recruitment, cultural awareness, orientation and integration of foreign-trained truck drivers. Examples are illustrated by describing the experiences of a fictional fleet known as Acme Trucking, and real-world experiences are reflected through 'Voices from Our Industry' and 'Voices from Government'. The content is further supported by a CD-ROM that can be customized to meet the specific needs of an individual fleet.

A related Report for Employers on Hiring Immigrants and Temporary Foreign Workers offers step-by-step guidance for federal and provincial government immigration programs, processes, costs and time frames. And the Fact Sheet for Immigrants and Temporary Foreign Workers offers

pre-immigration and post-immigration guidance to people who are interested in joining Canada's trucking industry as truck drivers or mechanics.

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

### PROGRAMMABLE APU

THERMO KING ADDS PROGRAMMABLE CONTROLLER TO TRIPAC APU

With this latest feature on its TriPac auxiliary power unit, **Thermo King** has added selectable functions to the system's controller, allowing the driver or fleet to select the parameters that the unit will automatically control after a tractor on/off cycle. The TriPac can now be programmed to monitor battery and coolant temperature only after the tractor on/off



cycle, or, if the operator prefers, the system can also monitor cab temperature and automatically maintain the previously selected set point.

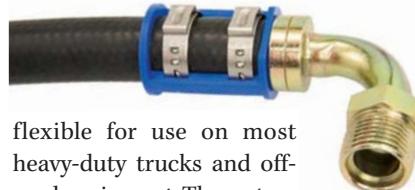
The addition of this feature resulted in part from customer comments, TK says, which indicated that some fleet managers wanted to ensure that the APU systems wouldn't accidentally be left running during down times or over weekends.

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

### A/C HOSE KIT

FOUR SEASONS SYSTEM ALLOWS BUILDING A/C HOSES IN THE FIELD

Offering what it calls "the latest in hose-fitting technology," **Four Seasons** has introduced a system for building A/C hoses in the field. It's said to be sufficiently



flexible for use on most heavy-duty trucks and off-road equipment. The system is comprised of 71 fitting kits and four different hose sizes in 25-ft lengths.

There's no need for large, expensive crimpers and dies, the company says, and no measuring is required, adding that all a user needs is the proprietary hand crimp tool and a hose cutter.

See [www.4s.com](http://www.4s.com) ▲

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CITY	Price	(+/-) Week	Previous Week	Excl. Taxes
WHITEHORSE	103.9	-0.5	87.8	
VANCOUVER *	102.1	-0.7	68.2	
VICTORIA	101.1	-0.6	69.7	
PRINCE GEORGE	97.2	-0.5	69.5	
KAMLOOPS	96.2	0.0	68.6	
KELowna	101.4	0.5	73.5	
FORT ST. JOHN	100.9	0.0	73.1	
YELLOWKNIFE	103.0	0.0	84.9	
CALGARY *	89.5	-0.6	72.2	
RED DEER	92.9	1.0	75.5	
EDMONTON	87.4	0.1	70.2	
LETHBRIDGE	89.6	-0.3	72.3	
LLOYDMINSTER	89.4	-2.5	72.1	
REGINA *	95.9	0.0	72.3	
SASKATOON	95.7	0.0	72.1	
PRINCE ALBERT	94.9	0.0	71.4	
WINNIPEG *	93.9	0.0	73.9	
BRANDON	94.9	0.0	74.9	
TORONTO *	94.9	-2.0	72.1	
OTTAWA	93.4	0.0	70.7	
KINGSTON	96.3	-0.5	73.4	
PETERBOROUGH	94.9	-2.0	72.1	
WINDSOR	92.4	-1.1	69.7	
LONDON	93.9	-0.5	71.1	
SUDBURY	95.9	-1.0	73.0	
SAULT STE MARIE	91.4	0.0	68.7	
THUNDER BAY	98.3	-0.6	75.3	
NORTH BAY	95.5	0.0	72.7	
TIMMINS	99.5	0.6	76.5	
HAMILTON	92.8	-2.3	70.1	
ST. CATHARINES	90.4	-1.5	67.8	
MONTRÉAL *	102.9	-0.3	71.0	
QUÉBEC	101.9	0.0	70.1	
SHERBROOKE	101.4	-0.5	69.6	
GASPÉ	100.9	0.0	73.0	
CHICOUTIMI	99.7	-0.3	72.0	
RIMOUSKI	101.9	-0.5	72.0	
TROIS RIVIÈRES	101.9	-1.0	70.1	
DRUMMONDVILLE	97.9	0.0	66.5	
VAL D'OR	101.9	0.0	73.9	
SAINT JOHN *	102.1	0.3	69.5	
FREDERICTON	101.4	0.2	68.8	
MONCTON	103.2	0.2	70.4	
BATHURST	104.7	0.2	71.8	
EDMUNDSTON	104.3	0.6	71.4	
MIRAMICHI	103.9	0.3	71.0	
CAMPBELLTON	103.9	0.3	71.0	
SUSSEX	102.5	0.3	69.8	
WOODSTOCK	105.9	0.0	72.8	
HALIFAX *	97.8	-1.6	67.1	
SYDNEY	100.8	-1.1	69.8	
YARMOUTH	99.9	-1.1	69.0	
TRURO	98.5	-1.2	67.8	
KENTVILLE	98.7	-1.6	68.0	
NEW GLASGOW	101.2	-0.5	70.2	
CHARLOTTETOWN *	99.2	-0.1	70.3	
ST. JOHNS *	106.1	0.0	73.4	
GANDER	102.5	-6.0	70.2	
LABRADOR CITY	113.4	0.0	79.9	
CORNER BROOK	104.8	0.0	72.2	
<b>CANADA AVERAGE (V)</b>	<b>96.2</b>	<b>-0.8</b>	<b>71.3</b>	

V-Volume Weighted

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

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By Peter Carter

# You Know You're A Trucker When...

Reading the mood of the folks behind your wheels

**Y**ou've heard of Jeff Foxworthy, right? He's the guy from Georgia who invented "You might be a redneck if..." I'm talking about "you might be a redneck if you think Taco Bell is the Mexican phone company" or "if you've ever cut the grass and found a car." Or, "if you own a home that's mobile and five cars that aren't."

And then there are knockoffs: Some of the folks from my hometown seem to think I'd enjoy "you might be from Northern Ontario if..." amusing.

A few signs of having area-code-705 roots? "When you got a couple of dead pets buried in your backyard," or "when 'vacation' means going to Sudbury or North Bay for the weekend."

Most can't be printed here and deal with sleds, spouses, beer and hockey.

There's another spin-off—"You might be a trucker's wife if." Google it. You'll find lots. Like "you might be a trucker's wife if you can't wait for your husband to get home and then can't wait for him to leave."

But as far as I know, nobody has done "You might be a trucker if..."

Until now.

I asked a handful of driver/carrier friends for contributions. And they were surprisingly upbeat. At first.

This came from Terry Smith of Miramichi, N.B. A few years ago, Terry was named a highwaySTAR of the year and is as fine a trucking ambassador as you're going to find.

"You know you are a trucker," he says, "when you are pounding the pavement, blue tooth on, tunes blaring, CB on your channel, and a little boy frantically waves for you to blow the air horn, as his father cuts you off. All you can do is give a blast for the little man and one for his dad."

Also from Smith: "You know you are a truck driver when you are the first to call 911 and jump out of the rig to come to the aid of others at the scene of an accident."

Alfy Meyer, a veteran with Erb, brought it a little closer to

home: "You know you're a trucker when, after being away from home a few weeks, working 70-plus hours a week, your 'honey-do' list requires another 70 hours of your weekend off."

And, "after eating in restaurants out on the road and looking forward to a good home-cooked meal, your wife wants you to take her out to a restaurant."

David Brown of Rosedale offered: "When you take your kids to the movies and you try and use your FAST card; "When you go for your medical and can't see your toes;" and "When you call your truck Linda and your wife's name is Jill but Jill couldn't care less."

Some were tied to the economy. Laughed Michael Ludwig of Ludwig Transport: "You know you're a trucker when you don't fly your daughter home for the holidays because it's non-paying freight."

Of course the real beauty of the Foxworthy gems is that, deep down at their core, they're true. Like this one, from the Northern Ontario file. "When you dig your Christmas tree out of 10 feet of snow before you cut it down." Been there, dug that.

In that light, one of my contributors, who preferred to remain anonymous, offered: "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 companies safety department for failing to meet 'their' expectations."

And finally, as one somewhat peeved pal, with more than 25 years under his accident-free belt put it: "You know you're a trucker when they lay you off."

I have one more to add: "You know you're a trucker when you have one eye on the road and the other on the help-wanted ads." The moral here? The economy's picking up. Drivers will be getting scarce again. Best not add, "you know you're a trucker when you own a fleet but have nobody to drive it." ▲



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